

## Northwestern Mutual to Recruit 5,000 Financial Representatives and Interns in 2015

Financial planning demand offers rewarding career path for college students, career changers, military veterans

MILWAUKEE, Feb. 3, 2015 /PRNewswire/ -- To meet the demand for financial planning in the U.S., Northwestern Mutual today announced the company is recruiting 2,000 full-time financial representatives and more than 3,000 college interns nationwide. The goal of 5,000 total financial representative recruits also comes at a time when the January jobs report is expected to show continued economic growth.

"For motivated, passionate individuals looking for a career that is both rewarding professionally and personally, now is an opportune time to join an organization that is experiencing significant growth and tremendous success in the industry," said Steve Mannebach, Northwestern Mutual's vice president of field growth and development.

Northwestern Mutual's 2014 Planning and Progress Study shows that while Americans are feeling slightly better about their financial circumstances than they did the previous year, there continues to be a sense that the economy will experience future crises.

"When you combine these sentiments with our study also finding two-thirds of Americans don't have a long-term financial plan in place, and 7 out of 10 don't have a financial advisor, the demand is certainly evident," said Mannebach.

### Who are the right candidates?

Mannebach said finding success in the financial services industry has less to do with direct experience as it does with what drives an individual. Successful financial professionals possess two distinct qualities – a high achievement motivation and high service motivation.

Candidates well-suited to the career are:

**Millennials** looking for an opportunity to forge their own path at their own speed, while making a positive impact on others. Millennials are the nation's economic future, and Northwestern Mutual has made a significant and ongoing commitment to provide mentoring, guidance and support to this financially precocious generation. Nearly one-third of Northwestern Mutual's financial representatives are Millennials.

**Military veterans** seeking a career path that allows them to transfer their leadership skills, discipline and strong desire to help others after their military service has ended. Northwestern Mutual provides veterans with the opportunity to lead a practice and fill an important role – helping people and their families achieve financial security. They also have the opportunity to be an entrepreneur, while continuing to serve and help others.

**Career changers** who believe they have reached the ceiling in their current occupation and are looking for a new and different opportunity to grow professionally and personally. Northwestern Mutual expects that 75% of newly recruited financial representatives will be professionals seeking a career change.

**College students** looking for internships that provide career opportunities to learn from the best financial advisors in the business and a path that prepares them to hit the ground running post-graduation. Northwestern Mutual's internship program is ranked #1 for students seeking a career in the financial services industry, and the company works closely with college campuses near its more than 350 offices across the country.

"Whether you're in school or a recent grad, a military vet seeking a post-service career or someone who has hit a career ceiling and wants to make a change, the financial planning world could be a desirable career option," said Mannebach.

Each Northwestern Mutual financial representative immediately receives training, mentoring and joint work programs for hands-on experience. Financial representatives also have access to ongoing education resources on the latest industry information and advanced professional designations.

Northwestern Mutual interns enter into an environment that builds self-confidence, improves human relations skills, increases motivation to learn and applies their classroom studies in the real world. Interns get the opportunity to network and build relationships and ultimately reap the same rewards as a full-time financial representative – all coinciding with classroom work.

For more information about a financial representative career, visit <http://www.northwesternmutual.com/career->

[opportunities/financial-representative-careers](http://www.northwesternmutual.com/find-an-office.aspx) or contact a nearby Northwestern Mutual office. Locate an office here <http://www.northwesternmutual.com/find-an-office.aspx>.

### **About Northwestern Mutual**

**Northwestern Mutual** has been helping families and businesses achieve financial security for nearly 160 years. Our financial representatives build relationships with clients through a distinctive planning approach that integrates risk management with wealth accumulation, preservation and distribution. With more than \$217 billion in assets, \$26 billion in revenues and more than \$1.5 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than 4.2 million people who rely on us for insurance and investment solutions, including life, disability and long-term care insurance; annuities; trust services; mutual funds; and investment advisory products and services.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI, and its subsidiaries. Northwestern Mutual and its subsidiaries offer a comprehensive approach to financial security solutions including: life insurance, long-term care insurance, disability income insurance, annuities, investment products, and advisory products and services. Subsidiaries include Northwestern Mutual Investment Services, LLC, broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company, limited purpose federal savings bank; and Northwestern Long Term Care Insurance Company.

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