

Northwestern Mutual Training and Development Programs Among Best in the U.S.

Company recognized on Training Magazine's "Training Top 125" and is highest ranked company in the financial services industry

MILWAUKEE, Feb. 10, 2015 /PRNewswire/ -- Northwestern Mutual today announced that the company's training and development programs have been named among the best in the country, according to Training Magazine's "Training Top 125" list. Northwestern Mutual was the highest ranked company in the financial services industry and 11th overall on the publication's annual list. The honor recognized the company's training and development opportunities it provides to both its thousands of financial representatives and corporate employees. The rankings were unveiled at the Training Magazine 2015 Conference and Expo February 9th in Atlanta, Georgia.

"We continue to believe the 'best must get better,' a motto that can be seen through the commitment we make day in and day out to enhancing the training and development opportunities we make available to our nearly 7,000 financial representatives and 5,000 company employees," said Steve Mannebach, Northwestern Mutual's vice president of field growth & development.

Among the company's award-winning training and development programs is the "Fastrack Sales School" – a blended learning program that provides financial representatives with an interactive forum combining independent study and interactive classroom work designed to develop the confidence and skills needed to become successful representatives of Northwestern Mutual.

Northwestern Mutual also developed E3, which stands for Education + Expertise = Empowerment. The peer-to-peer, mobile, training platform has the ability to provide timely, relevant video and audio content to field representatives on a variety of topics that can be accessed within minutes.

For the company's corporate employees, the employee-development program, "Our Mutual Experience," provides an in-depth approach that seeks to guide and foster employee development – from the first day they join the company through all phases of their career.

"Northwestern Mutual places a strong emphasis on professional development and engagement, and our employees know that we're committed to providing them with the tools and training they need to help them achieve their professional and personal goals," said Jo Eisenhart, Northwestern Mutual's senior vice president of human resources.

Eisenhart added that corporate employees across the company focus on training that emphasizes early orientation and success, the learning of skills and competencies for current and future roles, and leadership development at all levels.

Training Magazine's "Training Top 125" list is based on an annual survey of employer-sponsored training and leadership development programs and is based on a variety of factors including financial development, scope of training programs offered and how closely the programs link to the company's business goals.

For more information about career opportunities at Northwestern Mutual, visit <https://www.northwesternmutual.com/careers>.

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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