

## Wagner Honored as Northwestern Mutual's Highest Ranking Life Insurance Producer

25-year career spent bringing financial security to thousands of clients and their families

MILWAUKEE, July 20, 2015 /PRNewswire/ -- Northwestern Mutual today recognized Keith Wagner, CLU, a financial advisor based in Los Angeles, as the company's No. 1 producer in life insurance premium for 2015. Wagner's premium total surpassed \$2.5 million. He was presented with the honor on July 20 at Northwestern Mutual's 135th Annual Meeting held in Milwaukee, Wis., where the company is headquartered.

Over his 25-year career, Wagner has risen to become Northwestern Mutual's all-time leader in life insurance. His 2015 premium amount brought his career total to more than \$31 million, providing financial guidance to nearly 3,400 clients since he joined Northwestern Mutual in 1990 as an intern.

The 2015 recognition also marked the 5th time Wagner has achieved the top yearly honor, and the 18th consecutive year he's made the company's Top 20 rankings. Additionally, Wagner has been a member of the Northwestern Mutual Forum since 1998, an annual honor that recognizes financial representatives who've achieved the company's highest level of productivity and excellence.

"The tremendous achievement of Keith and his team this year, and for his entire career, has been an inspiration to his fellow 6,500 Northwestern Mutual financial professionals and it is a testament to the dedication they have for their clients," said Greg Oberland, Northwestern Mutual president.

Oberland added: "There's a strong demand in the U.S. for financial professionals like Keith who, day-in and day-out, are helping people navigate the road to financial security and understand the benefits of life insurance as part of an overall planning strategy. We're proud that Keith is a member of the Northwestern Mutual family."

Wagner attributes his success to three guiding principles – work ethic, communication and expectation.

"This recognition is a testament to my entire team's commitment to doing the right thing for our clients as we strive to make a difference and be at the center of their financial lives," said Wagner.

He added: "Our team's success is a result of paying attention to detail, honing our expertise in areas of specialization, focusing on the things we can control, and perhaps most importantly, having great loyalty to our clients."

### 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 \$230 billion in assets, \$27 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 income 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, life insurance with long-term care benefits, 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.

SOURCE Northwestern Mutual

For further information: John Gardner, (800) 323-7033, [mediarelations@northwesternmutual.com](mailto:mediarelations@northwesternmutual.com)

---

<https://news.northwesternmutual.com/2015-07-20-Wagner-Honored-as-Northwestern-Mutuals-Highest-Ranking->

