

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

Company recognized on Training Magazine's "Training Top 125"

MILWAUKEE, March 14, 2016 /PRNewswire/ -- Northwestern Mutual's training and development programs are among the best in the country, according to *Training Magazine's* 2016 "Training Top 125" list. The honor recognizes the financial security company's excellence in training and leadership development of its nearly 7,000 financial representatives across the country and 5,000 corporate employees. The rankings were unveiled recently at the Training Magazine 2016 Conference and Expo February 15 in Orlando, Florida.

"This recognition is testament to the significant investments in the ways we develop, recognize and reward both our corporate employees and our field force for their contributions to the company's performance and growth," said Jo Eisenhart, Northwestern Mutual's senior vice president of human resources.

Eisenhart added: "We offer many paths to success through our training and development initiatives, including developing leaders at all levels. This includes using a variety of learning approaches to help our colleagues achieve professional and personal goals."

Among the company's award-winning training and development initiatives is the E3 tool, 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.

Also, Northwestern Mutual puts a strong focus on accelerating the independent practices of its financial representatives through the Gateway to Growth program. Gateway to Growth is highly-targeted professional development experience designed to help the company's financial representatives overcome professional challenges.

According to Eisenhart, Northwestern Mutual also emphasizes the importance of front-line leadership through formal blended programs that support emerging and new people leaders, along with on-the-job training, coaching, and networking.

"The growth of our employees and field force plays a vital role in delivering an unmatched client experience and long-term financial security to Northwestern Mutual's more than 4.3 million policyowners," said Eisenhart.

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 \$238.5 billion in assets, \$27.9 billion in revenues and more than \$1.6 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than 4.3 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 recognized by FORTUNE magazine as one of the "World's Most Admired" life insurance companies in 2016.

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** (NMIS), broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company (NMWMC), federal savings bank; and Northwestern Long Term Care Insurance Company (NLTC).

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