

## Northwestern Mutual among Top 30 U.S. Companies for Training and Development

Company's interactive strategy workshops recognized

MILWAUKEE, March 23, 2017 /PRNewswire/ -- Northwestern Mutual's innovative approach to helping its employees and financial professionals understand its company vision and strategy has earned it a place on *Training Magazine's* 2017 Training Top 125 list. The honor recognizes excellence in training and leadership development among its employees and financial professionals across the country. The financial security company ranked 30<sup>th</sup> in the annual listing, and has been recognized seven times overall.

"Northwestern Mutual is strong, growing and always evolving for our clients. We make it a priority to invest in opportunities for our employees and field force to evolve and grow, too," said Jo Eisenhart, Northwestern Mutual's senior vice president of human resources. "As we celebrate Northwestern Mutual's 160th year of bringing financial security to our clients, we believe that our people set us apart. Being recognized as a 'Training Top 125' reinforces that it's never been a better time to launch and grow a career with us."

*Training Magazine* specifically recognized Northwestern Mutual for its strategy workshops the company held throughout 2016. These moderator-led, small group sessions engaged more than 5,000 employees and 7,000 financial professionals in an interactive experience to activate its people to accelerate its transformation to create even more value for its clients.

The visual learning map approach provided context about the external environment and the challenges its clients face, reinforced the company's vision to make it easier for people to understand and achieve financial security, and immersed people in the company's strategy – the shared roadmap to achieve its vision. The workshops continue to be offered as part of the onboarding experience for new employees.

A similar workshop was conducted for the company's financial professionals in person at the company's annual sales meeting and then brought to scale through a digital conference and train-the-trainer approach implemented simultaneously across the country.

The Training Top 125 comprehensive annual ranking of employer-sponsored training and leadership development programs was unveiled at the Training 2017 Conference & Expo in San Diego. The ranking is based on a combination of qualitative and quantitative factors including financial investment in employee development, scope of development programs, and linkages back to 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 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 \$250.4 billion in assets, \$28.2 billion in revenues, and more than \$1.6 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than 4.4 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 ranks 100 on the 2016 FORTUNE 500, and is recognized by FORTUNE® as one of the "World's Most Admired" life insurance companies in 2017.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) 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) (securities), broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company (NMWMC) (fiduciary and fee-based financial planning services), federal savings bank; and Northwestern Long Term Care Insurance Company (NLTC) (long-term care insurance).

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