Twenty Northwestern Mutual Advisors Named to the Financial Times' Top 400 Financial Advisors and Barron's Top 1,200 Financial Advisors rankings

MILWAUKEE, April 18, 2019 /PRNewswire/ -- Northwestern Mutual today announced that 20 financial advisors affiliated with Northwestern Mutual Wealth Management Company have been named to the 2019 editions of the *Financial Times*' 400 Top Financial Advisors and *Barron's* Top 1,200 Financial Advisors rankings — up from 13 Northwestern Mutual advisors honored on last year's lists.

The "FT 400" list highlights top financial advisors at national, independent, regional and bank broker-dealers across the U.S. Advisors are selected based on six criteria: assets under management (AUM), AUM growth rate, compliance record, experience, industry certifications, and online accessibility.

Those recognized by the 2019 FT 400 are:

Louis S. Cannataro, Cannataro Park Avenue Financial, Northwestern Mutual Wealth Management Company
Jerry David, Prescient Financial Solutions, Northwestern Mutual Wealth Management Company
Michael M. Erpelding, Erpelding Wealth Management, Northwestern Mutual Wealth Management Company
Jim Fitzgerald, Fitzgerald Financial Group, Northwestern Mutual Wealth Management Company
Thomas P. Gallina, Northwestern Mutual Wealth Management Company
John G. Gatewood, Gatewood-Spalding Wealth Management, Northwestern Mutual Wealth Management Company
Tim Harrison, Harrison Financial Services, Northwestern Mutual Wealth Management Company
Matthew M. Heckmann, Heckmann Financial, Northwestern Mutual Wealth Management Company
Richard W. Kelton, Kelton Financial Group, Northwestern Mutual Wealth Management Company
Randall T. Lehman, Summit Financial Group, Northwestern Mutual Wealth Management Company
Matthew B. Lytell, Riverwalk Wealth Advisors, Northwestern Mutual Wealth Management Company
Chris Messick, Messick, Peacock & Associates, Northwestern Mutual Wealth Management Company
William J. Newman, Northwestern Mutual Wealth Management Company
Ryan B. Smith, Northwestern Mutual Wealth Management Company
Kevin M. Spahn, Spahn Financial, Northwestern Mutual Wealth Management Company
Scott G. Sparks, Sparks Financial, Northwestern Mutual Wealth Management Company
Nolan W. Stokes, Northwestern Mutual Wealth Management Company
Steven A. Tennant, Tennant Financial, Northwestern Mutual Wealth Management Company
Matthew S. Wunder, Northwestern Mutual Wealth Management Company

The *Barron's* 2019 Top 1,200 Financial Advisors ranking, announced on March 8th, names the top advisors in each state based on assets under management, revenue, regulatory record, philanthropic work, and the quality of the advisors' practices.

Those recognized by the 2019 *Barron's* Top 1,200 Financial Advisors are:

Michael M. Erpelding, Erpelding Wealth Management, Northwestern Mutual Wealth Management Company
John G. Gatewood, Gatewood-Spalding Wealth Management, Northwestern Mutual Wealth Management Company
Randall T. Lehman, Summit Financial Group, Northwestern Mutual Wealth Management Company
Ryan B. Smith, Northwestern Mutual Wealth Management Company
Scott Underwood, Socium Advisors, Northwestern Mutual Wealth Management Company

"We're proud of the outstanding work done by our financial professionals and pleased that more of them are being recognized by the *Financial Times* and *Barron's*," said Evamarie Schoenborn, president, Northwestern Mutual Investment Services. "This recognition reflects our commitment to helping families grow, preserve and protect their wealth through a comprehensive approach to financial planning."

Northwestern Mutual Investment Services and Northwestern Mutual Wealth Management Company, which are subsidiaries of Northwestern Mutual, provide a variety of investment products and services to help clients with financial protection, wealth accumulation, and estate preservation and distribution. Northwestern Mutual Wealth Management Company manages $138 billion in client assets as of Feb. 28, 2019. One of the top 10 independent broker-dealers in the industry, Northwestern Mutual Investment Services was named the fifth largest independent-broker dealer on *Financial Advisor*'s 2019 Independent Broker-Dealer Ranking.

About the FT 400
The Financial Times 400 Top Financial Advisors is an independent listing produced annually by the Financial Times (April 2019). The FT 400 is based on data gathered from advisors, broker-dealer home offices, regulatory disclosures, and the FT's research. The listing reflects each advisor's status in six primary areas: assets under management (AUM), asset growth, compliance record, experience, credentials and online accessibility. This award does not evaluate the quality of services provided to clients and is not indicative of this advisor's future performance. Neither the brokerages nor the advisors pay a fee to the Financial Times in exchange for inclusion in the FT 400.

About Northwestern Mutual
Northwestern Mutual has been helping families and businesses achieve financial security for more than 160 years. Through a distinctive, whole-picture planning approach, we empower our clients to make the most of every single day and plan for important moments in their future. We combine the expertise of our financial professionals with a personalized digital experience to help our clients navigate their financial lives every day. With $272.2 billion in assets, $28.5 billion in revenues, and $1.8 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than 4.5 million people who rely on us for life, disability income and long-term care insurance, annuities, and brokerage and advisory services. The company manages $128 billion of investments owned by our clients and held or managed through our wealth management and investment services businesses. Northwestern Mutual ranks 104 on the 2018 FORTUNE 500 and is recognized by FORTUNE® as one of the "World's Most Admired" life insurance companies in 2019.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), 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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