

Northwestern Mutual Earns Record Showing on Latest National Ranking of Top Wealth Advisors

MILWAUKEE, April 4, 2023 /PRNewswire/ -- Northwestern Mutual today celebrated more than 130 of its advisors – a company record – who earned a ranking on *Forbes'* Top Wealth Advisors "Best-In-State" list.

"In this time of bank sector volatility, inflation and potential recession, Americans are turning to our advisors to achieve financial security with wealth management and planning insights that are built just for them," said Aditi Javeri Gokhale, Northwestern Mutual's chief strategy officer, president of retail investments and head of institutional investments. "Our wealth management business is one of the fastest growing in the industry – thanks to the efforts of our trusted advisors and their teams. Their results on behalf of clients are exceptional and a testament to our unrivaled holistic approach – helping people protect the wealth they've built while creating generational prosperity."

Forbes receives more than 30,000 advisor applicants annually, and only a small percentage are named among the best wealth advisors in their state. *Forbes* Best-In-State Wealth Advisors are nominated by their firms and undergo a series of comprehensive interviews, questionnaires and vetting by SHOOK Research. SHOOK considers a variety of qualitative and quantitative metrics when evaluating nominees, including industry experience, compliance records, revenue produced and assets under management.

The Northwestern Mutual advisors recognized on *Forbes'* 2023 list of Best-In-State Wealth Advisors are:

Delynn Alexander	Jerry David	Daniel Gould	Jay Mackey	Mike Polan	Craig Volk
Joseph Anderson	Dan Day	Chad Greer	Kurt Mattson	Rob Randels	Jarret Wandrei
Bryan Austin	Jay D'Entremont	Dan Grimm	Tom McBreen	John Roland	Andrew Watkins
Brad Baune	Chris Dill	Robert A. Grimm	Todd McClure	Rob Roy	Mike Waxberg
Douglas Benson, Jr.	John Dill	Chad Harlan	Ed McGill	Kurt Rupprecht	Thomas Wilmink II
Ben Beshear	Jim DiNardo	Josh Harmon	Mike McGinley	Tom Sanczyk	Mark Wise
Andy Bird	Kevin Dooley	Tim Harrison	Eric McGough	Rainer Schlichtherle	Matthew Wunder
Brett J. Bissell	Chip Dotson	Benjamin Harvey	James Meanix	Stephen Schwartz	William Yancey
John Black	Chad Dowdy	Matt Heckmann	Steve Mengyan	Ted Shanahan	Jim Zara
Keenan Blanchford	Emmett Dupas III	Danny Hottel	Michael Mennella	Brent Shunk	
Art Blick	Kevin Dwyer	Dennis Huang	C.W. Middleton	Eric Shutt	
Bob Bolt	David Eisenhauer	Mike Jacob	Scott Mila	Ryan Smith	
John Bongiovanni	Mike Ellis	Kevin Johnson	Jeff Miller	Kevin Spahn	
DB Bowers	Darrin Englebert	Mike Jones	John Mitchell	Scott Sparks	
Bryan Buckley	Jim Erb	Armen Khadiwala	Steve Miura	Keith Spengel	
Zach Burton	Michael Erpelding	Robert L. Kilroy	William Moore III	Luke Sturges	

John Calvert III	Benjamin Feldman	Justin Kirby	Edward Moyzes	Todd Tauzin
Lou Cannataro	Josh Ferguson	Mark Kull	Hans Myklebust	Steven A. Tennant
Matthew Carothers	Barry Fies	Dan Lagerborg	Justin Neal	Steve Thagard
Justin Charise	Jacqueline Fish	Tyler Layne	Bill Newman	E. Peter Tiboris
William Clark	Jim Fitzgerald	Randy Lehman	Kevin Olson	Peter Tillinghast
Mark Clary	Merrill Gagne	Andy Lich	Shannon Ouellette	Jennifer Torrey
Chris Collins	Thomas Gallina	Kevin Luchetta	Alap Patel	Abby Tuttle
Christina Collins	Ryan George	Mark Lupton	Greg Pederson	Neil Van Dam
Tyson Cromwell	David Girola	Matthew Lytell	Scott Penning	Tracy VanDyke

"Right now, more Americans than ever are open to speaking with an advisor, and these honorees are stepping up to serve this need by providing trusted advice that helps people plan and act with confidence," said Tim Gerend, Northwestern Mutual's chief distribution officer. "Our advisors' expertise, empathy and personalized financial planning is helping millions pave a path to greater financial security and less anxiety."

These Northwestern Mutual advisors – and thousands more nationwide – not only deliver outstanding service to their clients, but were also the driving force for the company's outstanding 2022 business results. In February, Northwestern Mutual [announced a record number of total clients](#) (more than five million), full-time financial professionals (nearly 8,000), revenue (\$35 billion), surplus (\$37 billion) and permanent life insurance sales. Additionally, in 2022 Northwestern Mutual Investment Services was ranked the sixth largest independent broker-dealer by total revenue by *InvestmentNews* and the seventh largest by *Financial Advisor*.

Northwestern Mutual is a leading provider of wealth management and investment solutions – with a growing number of clients turning to the company's financial advisors to help them protect and grow their wealth. The company's broad range of investment options, combined with its industry-leading risk protection solutions, gives clients the ability to achieve better long-term financial outcomes.

About the *Forbes*' Top Wealth Advisors & Best-In-State Lists

Forbes recognizes the top wealth advisors in America based on a set of qualitative and quantitative criteria, including in-person interviews, best practices, service and investing models, compliance records, revenue trends and assets under management. All advisors have a minimum of seven years' experience. Portfolio performance is not a criterion due to varying client objectives and lack of audited data. Neither *Forbes* nor their research partner – SHOOK – receive a fee in exchange for rankings. Rankings and recognitions are no guarantee of future investment success.

About Northwestern Mutual

Northwestern Mutual has been helping people and businesses achieve financial security for more than 165 years. Through a comprehensive planning approach, Northwestern Mutual combines the expertise of its financial professionals with a personalized digital experience and industry-leading products to help its clients plan for what's most important. With more than \$558 billion of total assets being managed across the company's institutional portfolio as well as retail investment client portfolios, nearly \$35 billion in revenues, and \$2.2 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than five million people with life, disability income and long-term care insurance, annuities, and brokerage and advisory services. Northwestern Mutual ranked 97 on the 2022 *FORTUNE* 500.

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. Subsidiaries include **Northwestern Mutual Investment Services, LLC** (NMIS) (investment brokerage services), broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company® (NMWMC) (investment advisory and services), federal savings bank; and Northwestern Long Term Care Insurance Company (NLTC) (long-term care insurance). **Not all**

Northwestern Mutual representatives are advisors. Only those representatives with "Advisor" in their title or who otherwise disclose their status as an advisor of NMWMC are credentialed as NMWMC representatives to provide investment advisory services.

Advisors who utilize a different firm name do so as a marketing name for doing business as a representative of Northwestern Mutual. Marketing names are not registered investment advisers, broker-dealers, insurance agencies or federal savings banks. Advisors are insurance agents of NM. Investment advisory services provided as Advisors of NMWMC. Investment brokerages services provided as Registered Representatives of NMIS.

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