Northwestern Mutual Named For 10th Consecutive Year A Best Company To Sell For

Company outpaces industry in Selling Power Magazine's 2012 career study

MILWAUKEE, Dec. 7, 2012 /PRNewswire/ -- Northwestern Mutual – a leading financial security company – ranks first in its industry and 17th overall among service companies in *Selling Power* Magazine's annual "50 Best Companies to Sell For Now" list, according to the November 2012 issue.

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This marks the tenth consecutive year that Northwestern Mutual has been named to the list by *Selling Power* magazine.

"We've known all along that Northwestern Mutual is a great place to have a long and successful career, and this survey confirms that belief," said Todd M. Schoon, Northwestern Mutual executive vice president – agencies. "Helping people achieve financial security through careful planning is one of the most rewarding career paths a person can choose, especially today when so many are looking for guidance."

This year, Northwestern Mutual embarked on its largest recruiting effort in its 155-year history, and is on target to add more than 2,000 financial representatives and 3,000 financial representative interns in 2012. The recruiting effort was in direct response to the rising demand for Northwestern Mutual's tailored planning approach, and its asset protection, growth and savings solutions.

Northwestern Mutual is one of the "World's Most Admired" life insurance companies in 2012, according to *FORTUNE®* magazine (FORTUNE® magazine, March 2, 2012) and its financial representatives are some of the most satisfied in the industry according to J.D. Power and Associates' 2012 U.S. Financial Advisor Satisfaction Study.

Additionally, for the 16th consecutive year, Northwestern Mutual's financial representative internship program was named one of the Top 10 in America, according to the 2012 Vault Guide to Internships within the financial services industry.

About Northwestern Mutual
The Northwestern Mutual Life Insurance Company – Milwaukee, WI (Northwestern Mutual) – among the "World's Most Admired" life insurance companies in 2012 according to FORTUNE® magazine – has helped clients achieve financial security for more than 155 years. As a mutual company with $1.2 trillion of life insurance protection in force, Northwestern Mutual has no shareholders. The company focuses solely and directly on its clients and seeks to deliver consistent and dependable value to them over time. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: life insurance, long-term care insurance, disability insurance, annuities, 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; and Russell Investments.

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