Northwestern Mutual Named Top Ten Largest Independent Broker-Dealer

MILWAUKEE, June 13, 2013 /PRNewswire/ -- Northwestern Mutual is one of the top 10 biggest independent broker-dealers in the financial planning industry, according to *Financial Planning* magazine's 28th annual survey. Northwestern Mutual has been consistently recognized as a leader in the insurance industry, but the company is quickly becoming well-known as a leading independent broker-dealer in the investment products and services industry.

(Logo: http://photos.prnewswire.com/prnh/20130206/CG55426LOGO)

The survey results were published in the June 2013 issue of*Financial Planning* and examined independent broker-dealers' total revenues, advisor production, fee-based product revenues, clients and accounts and other industry categories.

Unlike other companies, Northwestern Mutual offers a needs-based approach to financial security planning that includes life insurance, long-term care insurance, disability insurance, annuities, investment products and services and trust advisors.

"We help our clients achieve long-term financial security not just by growing and managing their assets, but by growing, managing and protecting their assets," said Eric Christophersen, Northwestern Mutual vice president of wealth management. "Our holistic approach that integrates risk management and wealth management clearly resonates with our clients in today's marketplace."

Northwestern Mutual's business model is attractive to thousands of professionals who have signed on with Northwestern Mutual as financial representatives. The company is in the midst of the largest recruiting effort in its 156-year history – on pace to recruit 5,500 financial representatives and financial representative interns.

"Our recruiting efforts continue at a record pace because we're seeing both a need and a demand nationwide for a tailored planning approach to asset protection, growth and savings solutions," said Christophersen.

Northwestern Mutual also ranks among the top ten independent broker-dealers, as measured by total annual revenues, in leading investment industry publications *Investment Advisor* magazine and *Financial Advisor* magazine.

About Northwestern Mutual
Northwestern Mutual is among the "World's Most Admired" life insurance companies in 2013 according to FORTUNE® magazine and has helped clients achieve financial security for more than 156 years.

As a mutual company with $1.4 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 is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI, and its subsidiaries. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: life insurance, long-term care insurance, disability income 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; Northwestern Long Term Care Insurance Company; and Russell Investments.

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