# Northwestern Mutual Named For 12th Consecutive Year A Best Company To Sell For

Company outpaces industry in Selling Power Magazine's 2014 career study

MILWAUKEE, Aug. 20, 2014 /PRNewswire/ -- Northwestern Mutual – a leading financial security company – ranks first in its industry and 9th overall among companies in *Selling Power* Magazine's annual "50 Best Companies to Sell For" list. It also marks twelve consecutive years that Northwestern Mutual has been named among the top 50 companies.

"Delivering solutions that help people achieve financial security is one of the most rewarding career paths a person can choose, and consistently being ranked as the industry leader reaffirms that Northwestern Mutual is the preferred place to have that long and successful career," said Steve Mannebach, Northwestern Mutual vice president of field growth and development.

In compiling the 2014 rankings, *Selling Power* examined Northwestern Mutual's client growth, hiring and compensation figures, investment of time in training programs and company recognition and reputation, which includes the company's commitment to community outreach and involvement.

While the job market continues to recover, Northwestern Mutual is on pace to surpass its largest recruiting goal in the company's 157-year history as it seeks to recruit more than 6,400 financial representatives and financial representative interns in 2014.

Mannebach added that the demand for comprehensive planning in the United States is evident now more than ever, based on research showing that two-thirds of Americans don't have a long-term financial plan and 71% do not have a financial advisor, according to Northwestern Mutual's 2014 Planning and Progress Study.

"That demand is opening up career opportunities for individuals to learn from the best training program and financial advisors in the business," said Mannebach.

In addition to leading the *Selling Power* rankings, Northwestern Mutual's training and development programs are consistently ranked as among the best in the United States by *Training Magazine*, and the company's nationally recognized internship program is one of the Top 10 in America by the Vault Guide to Internships.

**About Northwestern Mutual**
Northwestern Mutual has helped clients achieve financial security for 157 years. As a mutual company with $1.5 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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