

## Northwestern Mutual Recruiting Up 20% This Year

As the Class of 2012 graduates, Northwestern Mutual embarks on its largest recruiting effort in its 155-year history

MILWAUKEE, June 4, 2012 /PRNewswire/ -- While job creation is top-of-mind in America and a new class of college graduates is hunting for jobs, Northwestern Mutual is in the midst of its largest recruiting effort in its 155-year history. The company announced today that its recruiting is up 20% to-date in 2012, which puts Northwestern Mutual on pace to hit its [target of recruiting more than 5,000 financial professionals](#) this year.

This morning, the Department of Labor released its jobs numbers for May, and the national unemployment rate rose to 8.2%. Job creation in America remains at the top of the national agenda, and is particularly relevant in May and June, as colleges and universities across America are graduating their classes of 2012.

"We have a message for the best and the brightest out there," says Steven C. Mannebach, vice president – field growth and development at Northwestern Mutual. "We're in strong growth mode."

With access to a network of specialists, Northwestern Mutual financial representatives help clients identify and address financial needs using a wide range of insurance and investment products and solutions. Mannebach notes that the recruiting effort is in direct response to the rising demand for Northwestern Mutual's tailored planning approach, and its asset protection, growth and savings solutions.

"Individuals and business owners want a financial plan that's both customized and credible over the long-term, and that's what we deliver," says Mannebach. "We hear it from our financial experts, we see it in our research, and we show it in our numbers – people want to avoid being overly vulnerable to the wild swings of the markets; they recognize the need to be more holistic and to manage risk better. They're lengthening their time horizons and being more realistic about their expectations. Strength, stability, steady growth and rock-solid protection – that's what people want."

To meet the increase in demand, Northwestern Mutual announced in February its plan to add more than 2,000 [financial representatives](#) and 3,000 [financial representative interns](#) in 2012 – the company's largest-ever recruiting effort.

Career seekers can contact a nearby Northwestern Mutual office to learn more about a financial representative career by visiting: <http://www.northwesternmutual.com/find-an-office.aspx>

### Company Receives Numerous Honors

Northwestern Mutual was recently named among the "World's Most Admired" life insurance companies by *FORTUNE®* magazine in 2012.

According to J.D. Power and Associates' [2012 U.S. Financial Advisor Satisfaction Study](#), Northwestern Mutual's financial representatives are some of the most satisfied in the industry.

For 15 consecutive years, Northwestern Mutual's internship program has been ranked among the top 10 in America, according to [Vault.com's Guide to Internships](#).

### Watch Videos About Northwestern Mutual Careers on YouTube

[A Day in the Life: Recent College Graduate @ Northwestern Mutual](#)

[A Day in the Life: Financial Representative Intern @ Northwestern Mutual](#)

[A Day in the Life: Career Changer Joining Northwestern Mutual](#)

[Northwestern Mutual's Winter Camp for Interns](#)

### 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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For further information: Jean Towell of Northwestern Mutual, 1-800-323-7033, [mediarelations@northwesternmutual.com](mailto:mediarelations@northwesternmutual.com)

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