

Northwestern Mutual

Michael J. Scher, Managing Director

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Northwestern Mutual Financial Network is the marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Company, its affiliates and subsidiaries.
The Northwestern Mutual Life Insurance Company, Milwaukee, WI



**1. FINDING
PROSPECTS**

**2. INITIAL
APPROACH**

**3. FACTFINDING
APPOINTMENT
(DATA GATHERING)**

Sales Cycle

**6. SERVICE &
SUPPORT**

**4. EVALUATING
ALTERNATIVES**

5. CLOSING

One of “America’s Top 10 Internships” for 16 consecutive years

-Vault Guide to Internships

- Capital Fellows Programs
- Deloitte LLP
- Gamin International
- Google, Inc.
- J.P. Morgan’s Investment Bank
- NASA
- Nickelodeon Animation Studios
- **Northwestern Mutual Financial Network**
- Smithsonian Institution
- The Boston Consulting Group

Our Internship Program's History & Success

Facts

- More than 34,000 individuals have entered the program since its inception in 1967
- Northwestern Mutual contracted nearly 2,900 students in 2011
- 1 in 3 eligible interns becomes a full-time Financial Representative upon graduation
- 45% of Field Management are former College Interns
- 1 in 5 of the Top 1500 Financial Representatives are former College Interns

The Advantage to YOU the Student

- Actual business experience for your resume
- Opportunities to develop your networking and business relationship skills
- Flexible work schedule
- Assists with career selection process
- Opportunity for Investment Company/Variable Contracts Limited Representative Exam and Uniform Securities Agent State Law Exam
- “Head start” program for the Northwestern Mutual Financial Network career

Compensation Opportunities upon graduation

3 Year Average 2009-2011 Compensation of the Top Quartile of Former College Interns

Years of Full-Time Service	Compensation
1-2	\$101,899
3-4	\$146,851
5-9	\$237,002
10 +	\$526,884



Thank you!

Contact us with questions:

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