



**APRIL 2016**

For nearly 160 years, Northwestern Mutual has helped families and businesses achieve financial security across the country. Financial representatives build relationships with clients through an individual planning approach that incorporates risk management with wealth accumulation, preservation, and distribution. Northwestern Mutual delivers financial security to 4.3 million people who rely on the company for insurance and investment solutions including life, disability income, and long-term care insurance; annuities; trust services; mutual funds; and investment advisory products and services. Northwestern Mutual was recognized by Fortune magazine as one of the World's Most Admired life insurance companies in 2015.

Along with the company's great success in the industry, Northwestern Mutual also provides great opportunities for individuals to pursue outstanding careers. As a Northwestern Mutual financial representative, there is a tremendous opportunity to build lasting relationships with clients and help them achieve their financial goals. In doing so, you'll help solidify your own future as well. The career offers flexibility at a company where hard work is valued and rewarded.

At Northwestern Mutual, college students can gain valuable internship experience. Teamwork. Training. Hard work. Fun. They're part of what has made the Northwestern Mutual internship program a Top Ten Internship for the past 20 years in a row, according to Vault.com.

An internship at Northwestern Mutual provides students with valuable, real-world work experience to prepare them for a career at Northwestern Mutual or elsewhere, while building on classroom learning. Interns at Northwestern Mutual have flexibility to pursue their studies while actually working, and are recognized and rewarded for their hard work both financially and through development opportunities. While a student is able to run their own financial-advising practice as an intern, they aren't doing this alone. Training, mentors, and role models are readily available to guide you along the way.

"The internship program here at Northwestern Mutual is one of the coolest experiences that a college student can have, no matter the major!" states Benjamin Van Order, financial representative of Northwestern Mutual in Fort Wayne. "Students are able to have an opportunity to learn valuable skills that they can take with them in any career or walk of life. To be able to have a flexible schedule, hold yourself accountable, and have a great time in achieving goals is simply invaluable. That's what the internship program provides."



After training, interns join the network team located in offices around the country, working side-by-side with financial representatives and professional office staff. As financial representative interns, students meet with clients to find out their needs and goals, make recommendations for the appropriate insurance and investment products, and provide ongoing client service beyond the sale.

Students are able to earn stipend(s) and commissions. Annually 33 percent of interns are offered full-time positions upon graduation.

### **Internship Accolades**

Each year, thousands of college students learn from some of the most successful financial representatives in the U.S. through Northwestern Mutual's nationally recognized internship program, which was named by Vault.com the #1 internship for students seeking careers in the financial services industry.

Northwestern Mutual ranks #5 overall across all industries on Vault's Top Ten Internships for 2016, and is the only company to be recognized for 20 straight years. During that span, the company has been listed among some of the most recognized organizations in the entertainment, technology, engineering, and other major industries. These include Google, Apple, Lucasfilm/Lucas Digital, Microsoft, Ford Motor Company, Goldman Sachs, and others. Only Northwestern Mutual has been recognized by Vault every year.

"We're extremely proud of our long track record of providing college students with the tools and resources they need to achieve success after graduation," said Michael Van Grinsven, Northwestern Mutual's field internship director.

More than 3,300 college students are currently enrolled in Northwestern Mutual's internship program in the company's more than 350 offices around the country. Van Grinsven added that the company expects to provide opportunities to more than 3,300 additional students in 2016.

"A Northwestern Mutual internship isn't just a box a student checks before they graduate. Rather, it's viewed as an opportunity to build relationships with clients and receive hands-on training and mentoring from some of the best financial planning professionals in the industry, all of which is designed for them to hit the ground running post-graduation."

Northwestern Mutual has embraced that philosophy since 1967. Over that time, more than 48,000 students have participated in the program, and according to Van Grinsven, 98 percent of the company's intern alumni said they found the program was instrumental or very helpful to their future careers—whether in the financial services industry, sales, or other business endeavor.