

TOP TEN INTERNSHIP

FINANCIAL REPRESENTATIVE



AMERICA'S
TOP TEN
INTERNSHIPS

20
YEARS

1997 - 2016 • Vault Guide to Internships

 Northwestern
Mutual

JUMP START YOUR CAREER JOURNEY



As a college student looking to the future, you want an internship that provides the kind of experience and training you'll see in the real world; a unique opportunity to showcase your skills and qualities, and to make a difference, for yourself, others and your community.

WELCOME TO THE NORTHWESTERN MUTUAL COLLEGE INTERNSHIP PROGRAM.

AN INTERNSHIP WITH IMPACT

IMPACT ON YOU

As a Northwestern Mutual intern, you will receive extensive training and coaching, and you'll participate in joint work with experienced representatives to help you build the skills and knowledge base to succeed in your future career, whether with Northwestern Mutual or elsewhere.

- 1 in 3** ELIGIBLE STUDENTS LAUNCH THEIR **FULL TIME CAREER** WITH **NORTHWESTERN MUTUAL**
- 350 OFFICES** AROUND THE COUNTRY STUDENTS CAN INTERN FOR
- MORE THAN HALF (54%)** OF FIELD LEADERSHIP BEGAN THEIR CAREERS AS **NORTHWESTERN MUTUAL INTERNS**

IMPACT ON OTHERS

Every day, Northwestern Mutual interns and financial representatives help individuals and businesses build and execute financial plans specific to their goals and expectations. But it's more than crunching numbers. It's about helping people establish and improve financial literacy, and giving them the information, tools and confidence to help achieve their immediate and long-term financial goals.

- 58%** OF AMERICANS BELIEVE THEIR FINANCIAL PLANNING NEEDS **IMPROVEMENT**
- MORE THAN HALF (52%)** OF PEOPLE SAY THEY HAVE **NOT TAKEN ANY STEPS** TO ADDRESS THE RISK OF OUTLIVING THEIR SAVINGS
- 2/3** OF AMERICANS **DO NOT HAVE** A LONG-TERM **FINANCIAL PLAN**

Source: Northwestern Mutual's 2015 Progress and Planning Study

IMPACT ON THE COMMUNITY

In addition to helping yourself and your team members build financially-secure communities, our interns also have an impact through company and community-sponsored volunteer and philanthropic events and organizations, such as:

- FIGHTING CHILDHOOD CANCER** AND FUNDING RESEARCH
- VOLUNTEERING AS A TEAM** THROUGH CAMPUS-SPONSORED EVENTS
- FUNDRAISING & CULTIVATING AWARENESS** THROUGH LOCAL COMMUNITY INVOLVEMENT

THE TYPICAL DAY

Your Northwestern Mutual Internship experience can start in the fall, spring or summer. Many interns earn the opportunity to continue the internship past their first period based on their ability to meet or exceed a set of challenging yet reachable benchmarks.

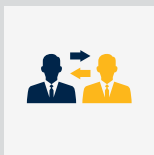
A valuable part of your internship experience is finding the right balance between work, school and your personal life. The sample calendar below offers an example of a typical day for a Northwestern Mutual Intern.

Ranked as a Top 10 Internship for 20 straight years, Northwestern Mutual provides successful candidates with valuable, hands-on experience that will prepare them for life after college, including:

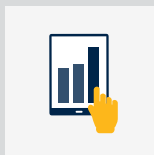
- Participating in training, development and coaching to learn about our comprehensive approach to financial planning
- Developing your own client base with the help of experienced financial professionals
- Creating personal planning analyses to help clients understand how to achieve their goals
- Learning how to plan and implement a successful, long-term personal financial plan for yourself and your future



Training and Support



Mentoring and Business Coaching



Real-World Business Experience



Work with Experienced Financial Representatives

