



Internship Program

www.nminternships.com

- Overview** Since 1967, More than 25,000 students have participated in the Northwestern Mutual Financial Representative Intern program. Financial representative interns have an opportunity to test drive the same career as our full-time representatives. Financial representative interns gain necessary skills and knowledge of the financial services industry, define their own target markets and establish client relationships. In addition to that experience, interns can gain a performance-based income while attending college.
- Qualifications** Enrolled in a minimum of 12 college credits; strong interpersonal skills; self-motivated; community service; history of personal success. Ideal candidates will demonstrate dedication, discipline, balance and a competitive nature.
- Annual Interns** The Network recruits an average of 1,000 interns annually.
- Training** Supported by our network of financial representatives, Northwestern Mutual Financial Network interns have access to the resources; products and assistance they need to learn the business and help their clients. Interns receive three to five days of sales training up front as well as ongoing training through joint work and weekly sessions devoted to accountability and skills training.
- Conversion Rates** One in three graduating interns will make the transition to become a full-time financial representative for the Northwestern Mutual Financial Network. Approximately 38% of Managing Partners are former interns and one in five of the top financial representatives were interns early in their careers.
- Compensation** Interns with The Network have virtually unlimited, high-income potential, governed by their own drive and determination. In addition to commissions, contracted interns have an opportunity to earn two stipends per program period.
- Accolades** Northwestern Mutual Financial Network: **America's Top Ten Internships for Twelve Consecutive Years**, *Vault Guide to Internships*, 2007 edition.
- Northwestern Mutual was ranked as the #1 best and 3rd largest service company in *Selling Power Magazine's* "**50 Best Companies to Sell For**," **Nov./Dec. 2007**.
- Northwestern Mutual Financial Network Internship program named **one of "Five best internships for real work"** in July 27, 2007 *Fortune.com* story.
- In FORTUNE® Magazine's "Most Admired" survey, Northwestern Mutual has collected top honors in the life/health insurance sector for 24 years, including 2007, and is the only company to place first every year it was ranked.