

# Jump start your career

with the Northwestern Mutual Financial Representative Internship Program

## BUILD THE SKILLS AND KNOWLEDGE BASE TO SUCCEED IN YOUR FUTURE CAREER

As an intern, Northwestern Mutual offers a top-notch training program along with excellent development and direction for you. You will be positioned to help individuals execute financial plans specific to their goals and expectations, as well as build the skills and knowledge base to succeed in your future career.



### Financial Planning

You will be given the opportunity to work with experienced financial representatives to help clients by giving them the information, tools and confidence to help meet their financial goals. You will receive extensive training and coaching to understand how to help your clients achieve financial stability, which includes:

- Comprehensive fact finding to identify goals
- Assessing the gaps in a client's financial needs
- Building and presenting recommendations based on Life Stage Appropriate Plans



### Professional Development

After graduation if you and the office think it's a good fit you can transfer these skills to begin your own practice with Northwestern Mutual.

You have a unique opportunity to learn:

- Time management skills & behaviors
- The opportunity to build your own client base through referral based business
- How to set and manage goals and hold yourself accountable for achieving them



### Personal Development

When you join Northwestern Mutual, you will work in an environment that is supportive of your growth, both professionally and personally. Some of the skills that you will build, include:

- Relationship building between you and your clients
- Clarity on your vision both personally and professionally
- Finding out what motivates you in your career

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Northwestern Long Term Care Insurance Company, Milwaukee, WI (long-term care insurance) is a subsidiary of NM.

(REV 1220)