



You Matter

OUR COMMITMENT

People are the power behind Northwestern Mutual, and diversity makes us better. We are committed to reflecting and serving the marketplace. We will do so by attracting and retaining the best and by enhancing the engagement of those who bring their unique perspectives, ideas and beliefs.

At Northwestern Mutual, **you matter.**



One of the “World’s Most Admired”
life insurance companies

FORTUNE® MAGAZINE, 2013

Work with the best.

Northwestern Mutual, based in Milwaukee, Wisconsin, has helped clients achieve financial security for more than 155 years. We believe a diverse and inclusive work environment attracts and engages the best talent – people with unique ideas, points of view and passion. Here, people matter.

“Diversity and inclusion align with our tradition of building long-term relationships.”

– JOHN SCHLIFSKE, CHAIRMAN AND CEO,
NORTHWESTERN MUTUAL

ATTRACT

We're enhancing our recruiting efforts to attract the best talent in the nation.

Attracting the best talent for our corporate offices and our national sales force is essential to achieving our business goals today and into the future. We actively seek talent by participating in career fairs, offering internships and sponsoring educational opportunities.

Howard University Partnership

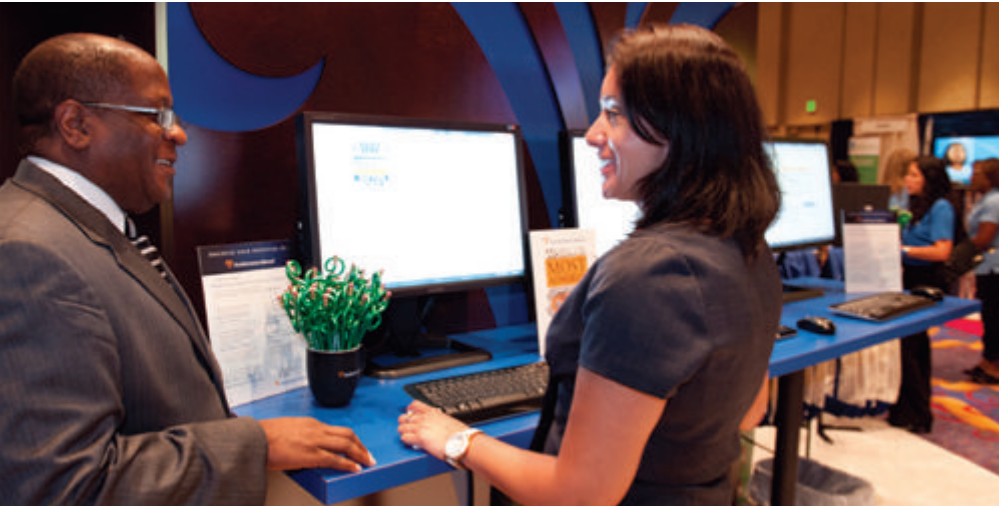
Howard University in Washington, D.C., is a leading historically black college university. Northwestern Mutual sponsors the Howard University Center for Insurance Education, which provides curriculum, programs and events that keep students on the cutting edge of the industry. We also participate in Howard University's 21st Century Advantage Program in the school of business, adopting student teams and offering internship opportunities.

Chase Cary, Timeka Perryman and Paul Oladeinde are alumni of Howard University and former participants of our summer internship program. In 2013, Chase will join our organization full time as an investment rotation specialist, Timeka as an IS specialist and Paul as an accounting specialist.



One of America's Top 10 Internships

VAULT GUIDE TO TOP INTERNSHIPS, 2012



2011 ALPFA National Convention, Anaheim, California

Sponsorships, Conferences, Affiliations and Career Fairs

Northwestern Mutual recruits new talent for both corporate and national sales force opportunities at diversity events across the country.

- > Corporate and national network office executives participate in national events.
- > Network offices partner with local chapters of diversity organizations nationwide.
- > These events raise awareness about corporate and nationwide sales force opportunities for talented professionals and students.
- > They also increase market reach for our products and services.

Reaching tens of thousands of professionals and students at:

- > ALPFA
- > National Black MBA Association (NBMBA)
- > Colleges and universities throughout the United States

ENGAGE

Top 100 Employers

DIVERSITY EMPLOYERS MAGAZINE, 2012

We're fostering a culture of inclusion where people can be their best.

At Northwestern Mutual, we're committed to mutual success. You'll find people with varied experiences and perspectives in an environment that emphasizes teamwork and collaboration. For us, diversity means valuing and respecting differences so that we bring out the best in each other. You can be yourself while building your career here.

1st place in Wisconsin and 67th in the nation on the list of "Best Places to Work in IT"

IDG'S COMPUTERWORLD, 2012

Karl Gouverneur, Vice President of IT Strategy and Architecture, and the Northwestern Mutual Information Systems department are long-time supporters of students at Washington High School of Information Technology (WHSoIT). This Milwaukee high school has a majority African American student body. We offer mentoring and coaching, attend WHSoIT career fairs and lead tours of our campus.





CORPORATE EMPLOYEES

Kawanza Newson

Organizational Communications Specialist

Since 2011

Jesús Villa, JD

Employee Relations Consultant

Since 2008

Suzanne Roberts

Insurance Document Associate

Since 2000

Jessica Burks

Compliance/
Best Practices Specialist

Since 2002



Brian Henning, JD, CLU

Life Product – Director of
Competitive Intelligence

Since 2002

Beth Ridley

Director – Diversity and Inclusion

Since 2007



ACHIEVE

Best company to sell for in the
financial services industry

SELLING POWER MAGAZINE, 2012

We're raising our visibility
in the marketplace by
building new relationships.

We've earned a reputation as a leader – and there's more to do. Our corporate leaders and national sales force actively seek opportunities to share our company strengths more broadly. We're always looking for ways to connect through partnerships, philanthropy and professional organizations.

“My goal is to help salespeople build careers while making a difference in their communities. Many of our clients and prospects know that our people are encouraged to participate in philanthropic, professional and other activities because that's how we met!”

– CHARLENE MCKENNEY, CLU®, CLTC
MANAGING DIRECTOR, PLEASANTON, CALIFORNIA



NATIONAL SALES FORCE

Loren Hsiao, CLU – Managing Director in Allen, Texas, is a leader who inspires people.

Melinda Wilke, CLU, CLF, CLTC – Managing Director in Oak Creek, Wisconsin, is a mentor who is passionate about helping young women make their career dreams a reality.



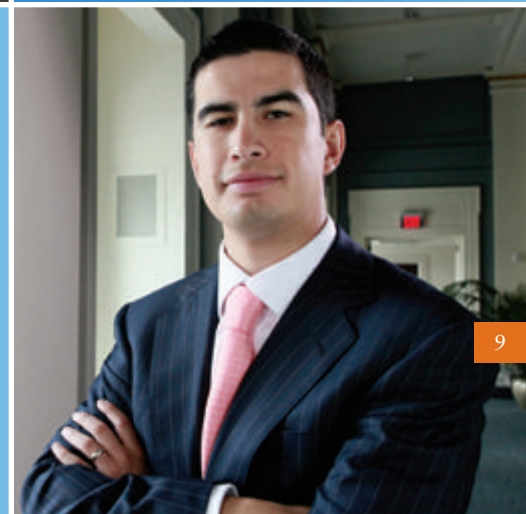
Phillip Washington Jr. – Field Director in Dallas, Texas, is a role model dedicated to having a positive influence on others.

Manish (Manny) Shah – Financial Representative in Princeton, New Jersey, is a recognized leader in entrepreneurship, community development and the environment.



Karin Larrave – Financial Representative in Dallas, Texas, is a dedicated volunteer for organizations making a difference for people in need.

Juan Baron, CLU, ChFC, CFP – Field Director in Los Angeles, California, is focused on building financial health by helping one person, one family and one business at a time.



Top 100 Employers for Class of 2012

DIVERSITY EMPLOYERS MAGAZINE, 2012

Diversity makes us better ...

From our top-tier employees and national sales force who deliver our world-class products and services ... to our clients and policyowners who trust us to help them achieve financial security and provide for their families.

CORPORATE COMMITMENTS

- > The Diversity and inclusion corporate committee includes senior executives and key leaders.
- > The Northwestern Mutual Foundation has given nearly \$170 million to communities across the nation during the past decade.
- > The Northwestern Mutual Foundation offers scholarship and mentoring programs.
- > Employees volunteer more than 30,000 hours each year.

NATIONAL SALES FORCE COMMITMENTS

- > Benefit options support partner terms and pricing, including partner discounts for long-term care insurance.
- > Women Connect provides the opportunity for women to connect, network and be successful across Northwestern Mutual's national sales force.
- > We are active in both Women in Insurance and Financial Services (WIFS) and the American College Conference for African American Financial Representatives.



Tait Cruse, CLU[®]
National Sales Force

Managing Partner,
Dallas, Texas

Best Places to Work

GLASSDOOR.COM, 2013

Diana Rivera
Corporate

Creative Solutions
Project Manager

Since 2000

Learn more about Field Opportunities
by visiting northwesternmutual.com

Career Opportunities | Financial Representative
Careers | Your Career as a Financial Representative



Learn more about Corporate Opportunities
by visiting northwesternmutual.com

Career Opportunities | Corporate Opportunities
| Join Our Team



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At Northwestern Mutual, **you matter.**

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Life Insurance Company · Milwaukee, WI
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