

2016 EDITION



VAULT GUIDE TO TOP INTERNSHIPS

GET THE RUNDOWN ON THE TOP INTERNSHIPS IN 8 CATEGORIES:

Best Overall, Accounting, Consulting, Energy, Financial Services, Investment Banking, Media & Telecommunications, and Retail & Consumer Products

Edited by
the staff at Vault

vault[®]
career intelligence

Northwestern Mutual

2016 TOP INTERNSHIPS



#1 FINANCIAL SERVICES INTERNSHIP #5 BEST OVERALL INTERNSHIP

THE BUZZ

- "If you are looking for an opportunity to explore owning your own Financial Services Firm, I can't imagine a better opportunity with better training, better pay and the jumpstart of your career while still in school."
- "If you want to control your future 100%, this is an opportunity for you."
- "Limitless! Opportunities for growth."
- "Firm culture was highly attractive. There's no better way to learn than by doing, which is what the internship experience provided."
- "The best part was that you got to do the same work that the full time advisors do, and you got to acquire continuing education along the way."
- "Come ready to work and have the mindset that entering this career you are building a business and working for yourself. This is not just another 9–5 job that you will find somewhere else."
- "I learned about financial planning and that is something helpful for the rest of my life!"

THE SCOOP

Northwestern Mutual provides personalized financial services and offers inventive solutions for individuals and business's insurance and financial needs.

An internship at Northwestern Mutual gives you valuable, real-world work experience to prepare you for a career at Northwestern Mutual or elsewhere, while building on your classroom learning. You have flexibility to pursue your studies while actually working, and you will be recognized and rewarded for your hard work both financially and through development opportunities. While you are able to run your own financial-planning practice as an intern, you won't be alone. Training, mentors and role models will be there to guide you along the way.

Following training, you will be part of the network team located in offices around the country, working side-by-side with financial representatives and professional office staff. As a financial representative intern, you will 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.

ON THE JOB

Northwestern Mutual has been helping clients achieve financial security for nearly 160 years. Join our team in carrying on that tradition. As a financial representative intern, you'll get real-world job experience as you discover a career with flexibility and rewards.

Teamwork. Training. Hard work. Fun. It's part of what has made the Northwestern Mutual internship program a Top Ten Internship for the past 19 years in a row.

When you join our financial representative internship program, you'll be supported by a team of people in one of our local network offices that will:

- Help you master our personalized planning process to provide financial solutions tailored to each client's needs over his or her lifetime.
- Help you build on your classroom learning and develop lifelong skills.
- Work with your school schedule, with internships that are available to full-time students either full time during the summer or part time during the school year.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI and its subsidiaries. Northwestern Mutual Investment Services, LLC, (NMIS) (securities) subsidiary of NM, broker-dealer, registered investment adviser, member FINRA and SIPC.

THE STATS

INDUSTRIES

Financial Services; Insurance

LOCATIONS

Nationwide

NUMBER OF INTERNS

101+

COMPENSATION

Commission + Stipends,
Incentives Available

DURATION

6 to 12 months

DEGREE TYPE

College Sophomores, College Juniors, College Seniors, Recent Graduates, Business school students

GETTING HIRED

<https://www.northwesternmutual.com/careers/about-our-financial-representative-internship>

Visit <https://www.northwesternmutual.com/careers> where you can find your local office or start your application.

WHAT INTERNS ARE SAYING

- “The senior advisors were very giving and generous with their time to help grow the interns and newer advisors. They wanted to give back due to the legacy of the internship. The culture in my office and in the company allows you to grow to be the advisor and the person that you want to be. The accountability in the culture of the office is a huge help in helping the company grow. The flexibility I had to still enjoy the things I love to do was important to me and I was able to work as hard as I wanted to.”
- “I was surrounded by other interns that were similar to me; extremely hard working and self motivated. That is solely because of the extensive interview process. We also had 5-10-20 year veterans that were willing to help us whenever we asked, because they remember being in our shoes when they started.”
- “Hands on experience, even if this isn’t the career for you, you will be better prepared for whatever path you take. One thing for sure is you will benefit over your lifetime from having had this experience, getting an early understanding of financial matters will pay big dividends for you and your family.”
- “The people who supported me throughout and the team atmosphere. Talking about what makes clients happy and having deep relationship strengthening conversations.”
- “Having full autonomy, if I felt like working I did, if not then I simply did not show up. I’ve never been one for the typical 9-5, and being able to set my own schedule was a huge priority for me.”
- “Mentorship. Real world experience. Learning from senior advisors in all aspects of life. Culture.”
- “This career allows you to maximize your potential more than anything out there; but, it comes at a price. That price is the work ethic you bring to the table. Not everyone is cut out to start their own financial practice alongside Northwestern Mutual, but the ones who do reap endless benefits. You need to have drive, motivation, and confidence; the ones who do are the ones who rise to the top.”
- “Be ready to work hard, learn a lot, and develop your professional skills greatly.”
- “Come in with a good & hard work ethic, be coachable, utilize the experience/resources that are given.”
- “I was able to be my own boss. I got out what I put in. I was able to set my own schedule and the pay is great.”

THE APPLICATION PROCESS

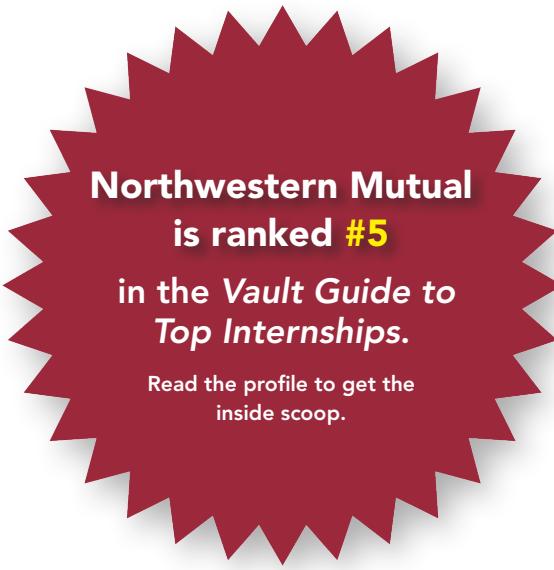
- “The interview questions asked were very focused on my vision for the future and helped me identify what my internal motivation was. The first interview was a lot like other interviews, asking me about my strengths, goals, challenges, etc. But, the second interview was different. I got the chance to reverse the table and interview a former college intern and director of the college program. There were no questions that I could not ask.”
- “Describe your most amazing future 3-5 years from now personally, professionally, financially. Describe a time you had to overcome adversity. Describe a team you worked with a team and had to demonstrate leadership.”
- “What does running a business look like? How successful is successful to you? What motivates you? What’s the most important thing to you? What would you want to achieve here?”
- “I can’t remember exactly questions. I do remember however a very impactful experience I went through during the interview process of the managing director taking 10 of us prospective interns in a room and discussing a client he had that he paid a death claim on. I really saw how valuable the work is that we could do as interns.”
- “How do you deal with rejection? What are 3 words you would use to describe yourself? What are 3 words your best friend would use to describe you?”
- “It was all about my ‘Why’ and what I want out of life. Achieving these things in a corporate, salary based setting would leave the outcome up to someone else.”
- “What are you doing to do to set a new standard? Why will you change the world?”

DAY-TO-DAY RESPONSIBILITIES

- “As a College Agent, I was given the opportunity to not only begin my own financial practice, but was given access to other Financial Representatives who acted as coaches and mentors. On a day to day basis, I set my own appointments and brought prospective clients through our process of fact finding, developing solutions to address their needs and implementing strategies.”
- “Was responsible for securing new clients for the firm. I also worked to create specific risk management plans that fit the clients needs and budgetary goals.”
- “My job was to contact individuals to introduce them to financial planning and help them put together a roadmap for the future. My goal was to educate the prospects on their options and then fill their needs with the appropriate products to help improve their financial security.”

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- “In the office at 7am. Would have some form of training/accountability meeting every morning. On the phones from 9am-10:30am. 11am through the rest of the day would be meeting with clients/prospective clients.”
- “Hands on work meeting with clients and potential clients and building a network of professionals around the city; calling, meeting with people, preparing for cases, presenting recommendations, etc.”
- “As an intern at Northwestern Mutual, you have priorities of work identical to that of a full-time financial representative. You assist clients in financial planning, network with clients, educate clients, and continuously educate and learn on the go as to how to best assist your business of financial services. Tracking activity and production are among other ongoing tasks. Personal freedoms are a day to day ‘luxury’ so time management and learning how to self-manage is crucial.”
- “On a day to day basis I ran my own business performing financial planning functions for clients and utilized the resources provided by Northwestern to create and implement the tools needed to build those plans. I worked to develop a client base, network and meet new potential clients, call those people to set up meetings and in the process of meeting these potential clients I learned what was most important to them and then recommended solutions, product based or otherwise in order to meet their needs. I also attended multiple mentoring and training sessions each week, during both the summer and the school year.”
- “Building a team for myself (staff) and my clients. Reaching out to great people usually in the morning, and then helping people accomplish their financial goals/dreams by sitting down with clients in the afternoon and evenings. Meeting new people every day, and becoming a resource for my/our clients.”



**Northwestern Mutual
is ranked #5**

**in the *Vault Guide to
Top Internships.***

Read the profile to get the
inside scoop.

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