

FINANCIAL REPRESENTATIVE INTERNSHIP

TOP TEN INTERNSHIP

WHAT OTHERS ARE SAYING ABOUT THE EXPERIENCE

One of America's Top Ten
Internships for 2008

—*Vault Guide to Internships*
2008 edition

- Academy of Television Arts & Sciences
- Apple, Inc
- Citi Markets & Banking
- Google, Inc.
- INROADS
- Morris Arboretum
- National Institutes of Health
- **NORTHWESTERN MUTUAL FINANCIAL NETWORK**
- PricewaterhouseCoopers
- XM Radio

INTERNSHIP EXPERIENCE

- Schedules appointments
- Assists clients in building a secure financial future
- Consults with clients
- Provides ongoing service to clients
- Opportunities to work in personal, business and estate analysis markets

Internship benefits

- Actual business experience for your resume
- Flexible work schedule
- Assists with career selection process
- Head start program for Northwestern Mutual Financial Network career
- Develops networking and business relationship skills
- Opportunity to obtain securities licenses
- Obtain state license for life, health and accident insurance

INTERNSHIP SUCCESS

More than 20,000 individuals have entered the program since its inception in 1967

- 2,070 students participated in the program in 2007
- One in three eligible interns becomes a full-time representative upon graduation

2008 Top 100 Full-Time Representatives

- 18 started as college interns

Average compensation of the top financial representative interns for 2007:

- Average income for the Top 25 College Interns – **\$16,874**
- Average income for the Top 50 College Interns – **\$12,478**

Average 2007 compensation of the top quartile former interns:

- 1–3 years – **\$114,000**
- 3–5 years – **\$216,000**
- 5–10 years – **\$321,000**
- 10+ years – **\$431,000**

» nminternship.com

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The Northwestern Mutual Life Insurance Company
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Northwestern Mutual
FINANCIAL NETWORK®

EXPERIENCE

THE IMPACT

Then and now ...

	1967	2007
Internship College Teams	36	310
Interns Recruited	155	2,070
Lives Written	595	8,757
Power of 10 Qualifiers	18*	299

Today ...

292 former interns are in the **top 1500**

18 are in the **top 100**

5 are in the **top 20**

31% of all Field Management are former Interns.

Managing Partners: 40% of Managing Partners are former interns and/or College Unit Directors

Managing Directors: 37% of Managing Directors are former interns and/or College Unit Directors

College Unit Directors: 43% of College Unit Directors are former interns

Tomorrow ...

5-Year Retention:	Power of 10 Qualifiers	33%
	Former College Interns	28%
	Career Changers	16%
	College Seniors (no internship)	11%

*Power of 10 was not an official award until 1998. This number reflects those interns that paid for 10 or more lives.

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