

**Dara M. Hockensmith**

Director of Recruiting and Development for  
The Lancaster Financial Group

114 Foxshire Dr  
Lancaster, PA 17601  
717 381 3472 office  
717 397 9649 fax  
dara.hockensmith@nmfn.com  
[www.nmfn.com/lancasterfinancialgroup](http://www.nmfn.com/lancasterfinancialgroup)

## Financial Representative Intern Job Description

**Job Description:** Interns with the Northwestern Mutual Financial Network have the same opportunities to build their careers as full-time representatives. Supported by our network of specialists, training programs and mentoring opportunities, interns have access to the resources, products and assistance they need to help their clients and build their practices.

Like Financial Representatives, interns strive to understand their clients' goals and visions in order to uncover financial solutions that put them on a path to success. Financial Representative interns are in business for themselves – but they're not alone to uncover financial solutions that put them on a path to success.

### Accolades, Ratings and Assessments:

- The Network was also named as having one of America's Top Ten Internships for 2009 by Vault Guide to Top Internships, 2009 edition
- Northwestern Mutual was named one of the "Best Places to Launch a Career" by *BusinessWeek* magazine (September 15, 2008 edition)
- Northwestern Mutual consistently earns **the best possible insurance financial strength ratings** from the four major financial ratings services. (Moody's Aaa, 4/2009; Standard & Poor's AAA, 6/2009; Fitch Ratings AAA, 6/2009; and A.M. Best Company A++, 6/2009. All ratings are subject to change.

**Opportunity:** The Lancaster Financial Group with Northwestern Mutual provides resources and training to help you discover and build your markets to develop a successful practice as a Financial Representative intern. At Northwestern Mutual we believe training is a process, not an event. Can you envision a life of real world compensation, freedom and calling your own shots? Many college students cannot. The Northwestern Mutual Financial Network internship is a valuable opportunity for students to combine classroom learning with a real-life look into what they could truly make of themselves.

**Preferred qualifications:** To be considered for the position, you must be a full-time student at a four year institution. You must have strong interpersonal skills, be self-motivated and have a history of personal success.

**To apply:** If you enjoy working in a fast-paced, highly productive, value-driven environment, e-mail your resume to [dara.hockensmith@nmfn.com](mailto:dara.hockensmith@nmfn.com). For more information, visit our Web site at [www.nmfn.com/lancasterfinancialgroup](http://www.nmfn.com/lancasterfinancialgroup).

*Northwestern Mutual Financial Network is the marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Company, Milwaukee, WI, (NM) and its subsidiaries. Long-term care insurance is offered through Northwestern Long Term Care Insurance Company, Milwaukee, WI, a subsidiary of The Northwestern Mutual Life Insurance Company, Milwaukee, WI. Northwestern Mutual Wealth Management Company (WMC), Milwaukee, WI, a subsidiary of NM, is a limited purpose federal savings bank authorized to offer a range of financial planning, trust, fiduciary, investment advisory and investment management products and services. WMC is not a broker-dealer. Securities and investment advisory services are offered through Northwestern Mutual Investment Services, LLC, Suite 600, 611 E. Wisconsin Avenue, Milwaukee, WI 53202, 1-866-664-7737, a subsidiary of NM, broker-dealer, registered investment adviser, and member FINRA and SIPC.*