

## Financial Representative Job Description

**Job Description:** Financial representatives with the Northwestern Mutual Financial Network provide expert guidance and innovative solutions for individuals and businesses in the areas of retirement planning, insurance and investment services, estate planning, business planning, education funding, and employee benefits.

They strive to understand their clients' goals and visions in order to uncover financial solutions that put them on a path to success. These representatives are in business for themselves — but they're not alone.

Supported by our network of specialists, training programs and mentoring opportunities, they have access to the resources, products and assistance they need to help their clients and build their practices.

**Accolades:** Devotion to its policyowners and interaction with its communities has led The Northwestern Mutual Life Insurance Company through 151 years of industry success.

According to the March 2008, *FORTUNE* magazine survey, Northwestern Mutual was named "America's Most Admired" life insurance company for 25 years and joined the "America's Most Admired" Hall of Fame.

The company has received the best possible insurance financial strength ratings from the four major ratings agencies.

- A.M. Best: A++
- Fitch Ratings: AAA
- Standard & Poor's: AAA
- Moody's Investors Service: Aaa

Northwestern Mutual has also been named one of the "50 Best Companies to Sell For" (No. 1 in the services companies category) in 2007 by *Selling Power* magazine (November/December 2007).

**Opportunity:** The Northwestern Mutual Financial Network The Guinan Financial Group has projected the need for additional financial representatives nationwide over the next 12 months. If you're a top-notch performer, value the freedom of being your own boss, want to be financially rewarded for hard work and have the desire to impact people's lives positively every day, then you may be a candidate we want to speak with about the opportunity.

**Preferred qualifications:** To be considered for the position, you should have a bachelor's degree from a four-year institution, 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 [joanna.cole@nmfn.com](mailto:joanna.cole@nmfn.com). For more information, visit our Web site at <http://www.nmfn.com/philadelphia>

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 and affiliates. Financial Representative is an agent of NM. Securities are offered through Northwestern Mutual Investment Services, LLC, 1-866-664-7737, which is wholly owned by NM and member NASD and SIPC.