Northwestern Mutual provides personalized financial services and offers inventive solutions for individuals and business's insurance and financial needs through financial representatives. Its success relies on the capacity of its sales force to build relationships with clients independently. The internship program began in 1967 to provide students with an opportunity to grow personally and professionally as they work as financial representatives while still in school; full-time in the summer and part-time while in school. Over 40,000 students have participated over the past 46 years.

Interns’ main objectives are to identify target markets, pursue and attain clients, and maintain client relationships. Interns receive substantive training, during which they become familiarized with Northwestern Mutual's products, sales methods, policies and procedures. All interns must prepare for and pass a state-licensing exam. Interns work with a mentor initially, until they are capable and confident enough to work independently. At that point, they are able to contact clients directly—something very few finance internship programs can offer! Students are able to earn stipend(s) and commissions. Annually, 33 percent of interns are offered full-time positions upon graduation.

Apply By: Rolling. Apply online or contact a recruiter for details.

Qualifications: Open to current college students.

Contact: Michael Van Grinsven
Northwestern Mutual Life Insurance Company
720 East Wisconsin Ave., V07NE, Milwaukee, WI 53202
Phone: 414.665.1677
Email: michaelvangrinsven@northwesternmutual.com

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.
WHAT INTERNS ARE SAYING

• “The internship program was fantastic and opened my eyes to a world of comprehensive financial planning. I chose to accept my full-time offer from Northwestern Mutual because of the training I received and the hands-on experience during my internship tenure.”

• “I was in control of my schedule. I was given as much or little training and mentoring as I wanted. I was able to begin building my business prior to finishing my education. I actually made an impact on people and their families who are now my clients. I found my future with Northwestern Mutual.”

• “The mentorship and coaching were incredible. As long as you’re willing to learn, you’ll never run out of people willing to share knowledge and wisdom with you. The camaraderie amongst the interns was wonderful as well. I made lifelong friends as we struggled together and succeeded together.”

• “The people at Northwestern Mutual are really big on praising individuals who do well—and being recognized for doing well is an immeasurable feeling. The guidance and education that they provide are unparalleled as well. During my internship I took (and passed) my Series 6 and 63.”

• “No set hours, you learn more about personal finance than a college class can teach you, and you’re actually the one helping the families. Your job is to get out there and protect people while working with one of the strongest companies in the world to assist you.”

• “You’re able to really try out the career to see if it’s something that you enjoy and have the ability to excel at.”

• “The office culture is great, with everyone striving to be the best versions of themselves. I love the drive within my office. I was compensated well and able to develop my own financial plan that will serve me well into the future. The perks of working in our office are great, and employee appreciation is clearly noted.”

DAY-TO-DAY RESPONSIBILITIES

• “Phoning new prospects, arranging and conducting face-to-face meetings with clients, teleconferencing, gathering relevant facts and making long-term financial recommendations, and implementing recommendations, including insurance, investments, retirement, college education planning, and business planning.”

• “Making appointments and meeting those potential clients when possible to help them out with their personal and business life, health, disability, and long-term care insurance. Days also included working with the insurance underwriters and building financial plans for potential clients.”

• “I would get to the office by 8 a.m. every day and go over numbers from the day before. At 9 a.m. we would be on the phone for an hour to try to schedule as many meetings with prospects as we could. From there on out, I was meeting with people and walking them through their personal, professional, and financial situations.”

THE APPLICATION PROCESS

• “Be prepared to speak about areas where you have shown leadership and answer questions such as: What social events do you participate in? What are your favorite classes? Who are your favorite teachers? What’s your willingness to ask for help from mentors, family, friends, peers, management, and coworkers?”

• “There were a number of tests that we had to take to evaluate our ability to fulfill our duties in the position. There were also background checks and questions about what we wanted from the internship program.”

• “Interview questions included: Please explain a time where you experienced a challenge and explain how you overcame it. What on your resume are you most impressed with? What do you think is going to be the most challenging part of this internship for you? What is your market?”