

Straight Talk about the Internship



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Throw out the preconceptions about “internships”—think about what draws you to an internship. Is it the company? The actual tasks you will be doing on a day to day basis? The individuals you will be working with?

Set yourself apart from many other individuals. Think about the opportunity of actually being able to “test drive” the career of a financial representative. You essentially build your own practice in order to help individual’s achieve financial security and through networking and prospecting you develop and build your own clientele. Now, how does that sound? Not the typical internship.

“Why I wanted to become part of the Northwestern Mutual team?”

I learned an incredible amount about Northwestern Mutual throughout the interview process—training, mentoring, an enormous support system that could help me achieve success. I learned that as a college representative, I have the same responsibilities *and* abilities to help individuals achieve financial security as a full time financial representative. Northwestern Mutual was going to challenge me in ways I never expected and that was what I was looking for an internship.

“Why the Northwestern Mutual internship program is different...”

Northwestern Mutual’s internship program is different than any other internship I had done where it was faxing or filing or cold-calling. It was actual real “real world experience” because you are building your own practice through your own clientele not through the company’s. Building relationships with individuals was also a great aspect for me because my intention with

any profession that I would be in was to help people and with this I am able to help individuals in a way that is so important.

“There is mentoring, training, and support system??”

I learned very quickly that this internship would challenge me in ways I had never expected, but within minutes of my first day, I learned Northwestern Mutual has an enormous support system for both the college representatives and financial representatives. The financial industry is ever-changing so it is very important to stay in tune with the products and services that we offer.

I cannot enlighten how helpful weekly training was, mentoring, and the business coach meetings were. The weekly training and mentoring are run by full time financial representatives trying to help college representatives to succeed in this business. Business coach meetings are really helpful because these meetings tell you where you are at currently and help you figure out what you need to do to obtain goals for the future. Without the support system that Northwestern Mutual offers, I do not think I would be as successful as I am today in trying to help individuals with imperative decisions.

“And the verdict?”

I believed what Northwestern told me to do would bring me success and I followed it strictly. If you want an internship that challenges you daily, you are willing to put the effort towards an incredible opportunity, help other individuals on a daily basis, and become part of a company that maintains its values and strength, and then Northwestern Mutual’s opportunity is for you.

To learn about an exciting opportunity in the financial service industry, please contact:

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