



FOR IMMEDIATE RELEASE

Chicago-based Northwestern Mutual Office Seeks to Add 84 Financial Representatives in 2011

Efforts are Part of Nationwide Initiative to Recruit Thousands of Financial Professionals and Interns

Chicago, February 14, 2011 –The McTigue Financial Group, a Northwestern Mutual office in Chicago, aims to add 39 [financial representatives](#) and 45 financial representative [interns](#) in 2011. The effort is part of the nationwide effort by Northwestern Mutual to recruit more than 2,000 financial representatives and more than 2,500 financial representative interns in 2011.

More Americans are taking action to address their financial needs today, with nearly 70% claiming that “Getting my financial house in order is a priority for me in 2011,” according to a December 2010 Harris Interactive survey commissioned by Northwestern Mutual.

As a result, Northwestern Mutual is taking active steps to grow its field force to keep pace with the growing demand for financial security guidance, products and services. The McTigue Financial Group is adding new qualified financial representatives and interns at a fast pace.

“More people in Chicago are looking for financial guidance and they’re flocking to companies like Northwestern Mutual that have been [consistently financially strong](#),” said Andrew J. Higney, Managing Director of The McTigue Financial Group. “We’re hoping to add professionals to help keep pace with the strong demand among consumers for financial advice and financial security.”

Northwestern Mutual expects that more than half of new financial representatives will be “[career changers](#),” professionals who believe that they have reached the ceiling in their current occupation and are looking for an opportunity to grow.

“Today, pay freezes are more frequent than promotions, and many professionals are looking for new careers with better incentives,” said Higney. “Every day, we see people who want to continue growing their career, but can’t in their current role. They’re also interested in making an impact on people’s lives by helping them achieve their long-term financial goals.”

Training Leads to Success

Northwestern Mutual offers one of the best training programs in America, according to [Training magazine’s 2010 “Training Top 125” list](#). Its field force is an industry leader in credentials, with more than half of all career financial representatives holding at least one professional designation.

“We offer one of the best training and development programs in Illinois, and that’s appealing to both clients and career candidates,” said Higney, adding that the company’s accolades speak for themselves: [Northwestern Mutual offers the top career in its industry](#), according to two surveys published by Glassdoor.com and Selling Power magazine in December 2010. Locally, [The McTigue Financial Group](#) was named the 2010 [Best Place to Work in Chicago](#), based on a survey of more than 250 Chicago-based firms conducted by Buck Consultants LLC published by Crain’s Chicago Business in March 2010.

The company was recognized as one of the “[Best Places to Launch a Career](#)” (Sept. 2009) and one of the “[Best Place to Start](#)” an internship (Dec. 2009) by [Bloomberg BusinessWeek](#) magazine.

For the 14th consecutive year, Northwestern Mutual’s financial representative internship program is one of the top 10, according to the [2010 Vault Guide to Internships](#) within the financial services industry.



The Northwestern Mutual internship program puts interns in the driver's seat, offering independence, opportunity for growth and virtually unlimited potential for impact and income. One in three graduating interns makes the transition to become a full-time financial representative. Many of the company's most successful financial representatives and nearly half of its senior field management (45 percent) are former interns.

About Northwestern Mutual

The [Northwestern Mutual Life Insurance Company](#) – Milwaukee, WI (Northwestern Mutual) has helped clients achieve financial security for more than 150 years. As a mutual company with \$1.2 trillion of [life insurance](#) protection in force, Northwestern Mutual shares, where possible, its gains with policyowners and delivers consistent and dependable value to clients over time. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: [life insurance](#), [long-term care insurance](#), [disability insurance](#), [annuities](#), [investment products](#), and [advisory products and services](#). Subsidiaries include Northwestern Mutual Investment Services, LLC, broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company, limited purpose federal savings bank; and Northwestern Long Term Care Insurance Company; and [Russell Investments](#).

###