Northwestern Mutual®

College Financial Representative (CFR) Prep Program

Job Description

Date of Availability: Year-Round Opportunities

Visit our website: www.greatermilwaukee.nm.com

Address: 100 E. Wisconsin Avenue Milwaukee, WI

Contact: Amanda Sawatske | Director of Campus Recruitment **Phone:** 414-615-1864

Email: amanda.sawatske@nm.com

If you have an entrepreneurial spirit, want real-world business experience and are looking to make a difference, then Northwestern Mutual is right for you. Our program has been highly rated due to its mentorship and career advancement opportunities, intern involvement, resume enhancement and unique appeal. But that's just the beginning, other benefits include:

- Practical guidance in your career selection process
- The chance to develop networking and business relationship skills with the help of a mentor
- Flexible work schedule
- Securities registration and state licenses for life, health and accident insurance
- Compensation in the same manner of a full-time Financial Representative

Our program will give you a solid foundation of business-building skills and knowledge for immediate and future career success. The confidence you develop, coupled with insight you have gained as a Financial Representative, can put you on the path toward a profitable and fulfilling future.

Job Duties:

- Attend weekly professional trainings.
- Assist potential clients in building their personalized financial plan.
- Utilize veteran representatives for feedback and meeting assistance.
- Learn to manage time effectively in running their own financial practice.
- Run meetings with potential clients to review their financial situations.
- Reflect monthly on their practice and what can be done to continually improve.

Vault, Inc.: Northwestern Mutual Financial Network Named "Top 25 Internship in America" and "Top 10 Internship in Financial Services"

For 23 Consecutive years, the Northwestern Mutual's Financial Representative internship program has been ranked among America's top internships by the Internship Informants in the 2019 Vault Guide to Top Internships.

Preferred Major/Background: Open

Responsibilities:

Like fulltime Financial Representatives, CFRs strive to understand their client's 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 the path to success. CFRs attend weekly professional development training and work very closely with College Unit Directors/Managing Directors and mentors.

Qualifications/Skills Needed:

All candidates must be registered as fulltime students, have strong interpersonal skills, be self-motivated and have a history of personal success. We're looking for students who have integrity, values and ethics. We want candidates who are determined to succeed, are coachable (willing to learn and receive feedback), and have a goal-oriented/competitive natures. We also feel those who have a strong natural market, or strong relationships with numerous people in the area in which they will be working, have a greater chance at becoming successful in the business.

Internship/Full Time:

CFRs who meet predetermined goals/milestones and are interested in continuing their affiliation with Northwestern Mutual may also become eligible for a fulltime Financial Representative opportunity upon graduation.

Hours Per Week:

During summer months, CFRs work approximately 40 hours per week.

Schedule:

A flexible schedule is maintained based on class and club involvement and/or client/prospect availability for appointments, i.e. some evening appointments may be required.

Compensation:

CFRs receive paid professional development training each week, earned commissions based on sales, as well as earned stipends based on production goals/milestones.