

# College Financial Representative Internship

## Job Description

If you have an entrepreneurial spirit, want real-world business experience and are looking to make a difference, the Northwestern Mutual's College Financial Representative (CFR) Top 25 Internship\* program might be the right fit for you. Our program has been highly rated due to its mentorship and career advancement opportunities, intern involvement, resume enhancement and unique appeal.

### **Other benefits include:**

- Practical guidance in your career selection process
- Development of 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 along with paid professional development training and earned stipends based on production goals/milestones

Our program will give you a solid foundation of business-building skills and knowledge for immediate and future 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 forming their personalized financial plan
- Utilize veteran representatives for feedback, mentorship and meeting assistance
- Learn to manage time effectively while building their own financial practice
- Lead meetings with potential clients to review their financial situations

\*Vault, Inc.: Northwestern Mutual Financial Network Named "Top 25 internship in America" and "Top 10 Internship in Financial Services" *2019 Vault Guide to Top Internships*

## COLLEGE FINANCIAL REPRESENTATIVE INTERNSHIP

**Preferred Major/Background:** Open

**Responsibilities:** Like full-time Financial Representatives, a CFR strives to understand their client's goals and visions to uncover financial solutions that put them on the path to success. A CFR is in business for themselves but are not alone to uncover these solutions for their clients. A CFR attends weekly professional development training and works very closely with leaders in the company such as College Unit Directors, Managing Directors and mentors.

**What we are looking for:**

- Full-time students
- Strong interpersonal skills
- Self-motivated with a history of personal success
- Students who have integrity, values and solid ethics
- Candidates who are determined to succeed and are coachable
- Have goal oriented/competitive natures
- Have a strong natural market or strong relationships in the area in which they will be working

**Internship/Full-time:** A CFR who meets predetermined goals/milestones and is interested in continuing their affiliation with Northwestern Mutual may also become eligible for a full-time Financial Representative opportunity upon graduation.

**Hours Per Week:** During summer months, a CFR works approximately 40 hours per week. During each school semester the hours depend on the student's class schedule and commitments.

**Schedule:** A flexible schedule is maintained based on class and club involvement and/or client/prospect availability for appointments.

**Compensation:** A CFR receives paid professional development training each week, earned commissions based on sales, as well as earned stipends based on production goals/milestones.

**To apply for the CFR position, send resume to:**

Amanda Sawatske | Director of Campus Recruitment

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414-615-1864

Visit our website: [www.greatermilwaukee.nm.com](http://www.greatermilwaukee.nm.com)