



# Northwestern Mutual®

## **Career Development Program**

Outstanding college seniors will be given an opportunity to go full-time with us through advanced mentorship, training and coaching by our highest producing financial advisers.

Begin a career in the financial services industry by being a part of Northwestern Mutual - Chicago's Career Development Program. We are looking for the most professional, hard-working and driven seniors to be a part of this hybrid program of our nationally ranked internship and full-time career where statistically 1/3 will graduate from the program and embark on their career as an official financial representative.

Through our CDP, college seniors will have the opportunity to begin a career in financial services through entrepreneurship and consultative sales. You will receive exposure to tools, resources and industry recognized training to help you discover and develop market opportunities to build a greater practice.

- Experience entrepreneurship through appointment scheduling, time management, accountability meetings and client building
- Network and prospect for introductions, to eventually build long-term relationships with clients
- Work with specialists and veteran/ senior advisors to make recommendations to help clients achieve their short, middle and long term financial goals
- Learn Northwestern Mutual's process of comprehensive financial planning for young single prospects, married prospects, those approaching retirement and small business owners.
- Attend initial and on-going weekly training, mentoring & coaching provided by full time financial representatives
- Communicate with clients to understand their personal, professional and financial goals

### **For information, contact:**

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