



Internship Job Description

College Financial Representative (CFR)

Date of availability/posting: Year-round Opportunities throughout Eastern Iowa and Western Illinois

Address: 1303 5th St. Suite 305, Coralville

Other offices in Quad Cities, Cedar Rapids, Waterloo, Washington, Dubuque, Decorah

Contact: Campus Recruiter – Alea Bektiri

E-mail: alea.baftiri@nm.com

Phone: 319-351-5075

Visit our website at: <http://cedarrapids.nm.com/>

Organization Overview:

Together we as a team of financial professionals, utilize our network of specialists, continue our 100 year tradition of being dedicated servants in pursuit of excellence. Developing enduring relationships, our passion is to provide financial security through all stages of life.

Interns with the Northwestern Mutual Financial Network have the same opportunities to build their careers as full-time representatives. Supported by our network of specialists, training programs and mentoring opportunities, interns have access to the resources, products and assistance they need to help their clients and build their practices.

Our agency provides tools, resources and training to help CFR's discover and build their markets to develop a successful practice as a Financial Representative intern. At Northwestern Mutual we believe training is a process, not an event. The Northwestern Mutual Financial Network internship is a valuable opportunity for students to combine classroom learning with a real-life look into what they could truly make of themselves.

- **Northwestern Mutual Leads Best Place to Work Survey**
Company Outpaces Industry in *Selling Power* Magazine Career Study (*Selling Power* Magazine's annual "50 Best Companies to Sell For" list, according to the September 2016 issue).
- **Vault, Inc.: Northwestern Mutual Financial Network Named "Top Ten Internship in America"**
For 20 consecutive years, the Northwestern Mutual's financial representative internship program has been ranked among America's "Top Ten Internships" by the Internship Informants in the 2014 Vault Guide to Top Internships.

Preferred Major/Background: Open

Responsibilities: Like fulltime Financial Representatives, CFR's strive to understand their clients' 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 a path to success. CFR's 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 full-time 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 nature. 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 this business.

All candidates go through a *MutualFit* selection process to ensure the candidate understands and is comfortable with the internship opportunity and our expectations. If an offer is extended and the candidate accepts, he/she is required to pass the Iowa Life and Health insurance exams. The candidate works very closely with his/her supervisor and our contract and licensing coordinator to complete all necessary pre-work for this internship, including the aforementioned licensing requirement.

Season/Term of Internship: This internship is offered year-round. We schedule training classes at the beginning of each semester (fall, spring, summer). CFR's may choose to continue their internship throughout contiguous semesters after completing the initial training. CFR's 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 Fall and Spring Semesters, CFR's work approximately 10-15 hours per week depending on class load; during summer months, CFR's work approximately 40 hours per week.

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

Compensation: CFR's receive paid professional development training, earned commissions based on sales, earned stipends based on production goals/milestones.

Preferred Method of Application:

Email Alea at alea.baftiri@nm.com or call her at 319.351-5075

Northwestern Mutual Financial Network is the marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Company, Milwaukee, WI, (NM) and its subsidiaries. Long-term care insurance is offered through Northwestern Long Term Care Insurance Company, Milwaukee, WI, a subsidiary of The Northwestern Mutual Life Insurance Company, Milwaukee, WI. Northwestern Mutual Wealth Management Company (WMC), Milwaukee, WI, a subsidiary of NM, is a limited purpose federal savings bank authorized to offer a range of financial planning, trust, fiduciary, investment advisory and investment management products and services. WMC is not a broker-dealer. Securities and investment advisory services are offered through Northwestern Mutual Investment Services, LLC, Suite 600, 611 E. Wisconsin Avenue, Milwaukee, WI 53202, 1-866-664-7737, a subsidiary of NM, broker-dealer, registered investment adviser, and member FINRA and SIPC.