



NORTHWESTERN MUTUAL FINANCIAL NETWORK

Facts for 2007...

www.nmfn.com

Mission: The Northwestern Mutual Financial Network is the marketing name for the company's sales and distribution arm. The mission of the Northwestern Mutual Financial Network is to develop enduring relationships with clients by providing expert guidance for a lifetime of financial security. With the help of a network of specialists, financial representatives provide innovative solutions using world-class insurance products and investments.

Process: Representatives offer guidance, relationships and solutions to help their clients meet their long-term financial goals and objectives. They offer exclusive access to insurance products from a top-rated company, Northwestern Mutual, and an array of quality investment choices.

Services: Representatives have access to a network of specialists who together provide guidance on:

- Asset & Income Protection
- Personal Needs Analysis
- Investment and Advisory Services
- Comprehensive Financial Planning
- Estate Analysis
- Trust Services
- Education Funding
- Business Needs Analysis
- Retirement Solutions
- Employee & Executive Benefits

Network Operations: The Network has 350 offices across the United States. To find an office in your area, check our locator at www.nmfn.com

Accolades:

- Northwestern Mutual was named one of "America's 50 Best Companies to Sell For" in 2006 by Selling Power Magazine (November/December 2006).
- The Network was also named as having one of America's "Top 10 Internships," by Vault, Inc. (January 2007).
- CNNMoney.com named Northwestern Mutual's internship program among the "Five Best Internships for Real Work" (July 2006).

Products: Representatives provide clients access to products from Northwestern Mutual's family of companies

- Life Insurance
- Long Term Care Insurance
- Disability Income Insurance
- Mutual Funds and other investment products
- Annuities

Affiliations: Representatives, who may also be Registered Representatives of Northwestern Mutual Investment Services, LLC or may be licensed to sell additional insurance products, can help clients build strong financial portfolios through:

- **Russell Investment Group (www.russell.com)** – Russell Investment Group is a registered trade name of Frank Russell Company, a Washington USA corporation, which operates through subsidiaries worldwide. Frank Russell Company is a subsidiary of Northwestern Mutual.
- **Northwestern Mutual Investment Services, LLC** – Northwestern Mutual Investment Services is a wholly owned company of Northwestern Mutual, a registered broker-dealer, a registered investment adviser and a member of the NASD and SIPC. Suite 300, 611 E. Wisconsin Avenue, Milwaukee, WI 53202, 1-866-664-7737.
- **Strategic Employee Benefit Services** – A nationwide group marketing program providing comprehensive, custom designed employee benefit programs exclusively through The Network.
- **Northwestern Long Term Care Insurance Company** – A subsidiary of Northwestern Mutual and provider of QuietCare® long-term care insurance. Received the highest available ratings for financial strength from the four major rating agencies in 2006: Standard & Poor's, Moody's Investors Service, FitchRatings and A.M. Best.
- **Northwestern Mutual Wealth Management Company** – A limited purpose federal savings bank and a wholly owned company of Northwestern Mutual.
- **The Todd Organization** – A national executive benefits consulting firm that specializes in nonqualified benefit planning, design and service for large public and private companies. The Todd Organization is the marketing name for Todd Consulting, Inc., which is affiliated with Northwestern Mutual.