



**Northwestern Mutual Life
Silver Employer Partner
Jessie Mancilla, Marketing Intern
Fall 2014**

Northwestern Mutual is a Life Insurance Company based in Milwaukee, WI, with subsidiaries across the country. They offer a complete approach to financial security solutions such as life insurance, disability insurance, long-term care insurance, annuities, mutual funds, education training, cash management, IRA's, advisory and trust services, and additional investments products.

Northwestern Mutual pays dividends to its policy owners and expects to pay a total of \$5.2 billion to its policy owners in 2014. Another unique attribute is that NWM has no shareholders which ensures they make their customers a priority and stay loyal to their clients.

Northwestern Mutual leads the industry with the highest customer satisfaction score among U.S. life insurers, according to the American Customer Satisfaction Index (ACSI). As a mutual company, focusing solely on the clients and their long term needs helps keep them successful and clients pleased.

Jeramie Meadows is a financial representative for Northwestern Mutual and an alumnus from MSUB. Meadows says there are many skills that are necessary to be successful in this business, specifically strong communication and social skills, work ethic, and sales experience. Building customer relationships and gaining their trust are also very important when it comes to being successful in this line of business.

When it comes to looking for the right candidates to hire, Jeramie says any degree is considered whether in marketing, management, accounting, psychology, or elementary education (Jeramie's degree). Any concrete résumé is fair game since employees with a variety of degrees create a diverse company. Regarding résumés, he identified some pointers that stand out such as sales experience, community involvement, GPA, and mistakes. "Grammar mistakes are the first thing that immediately stands out."

This is **Northwestern Mutual's second year as a Career Services Silver Employer Partner**, and Jeramie decided to partner with MSUB because of his time as an MSUB student. He also appreciates getting exposure on campus for his company and trying to help college students understand potential jobs to consider. Most students don't tend to think about the future and what jobs or businesses can be potential career options right out of school.

Northwestern Mutual also offers internships that are available to a variety of students; students who are driven, have strong social skills, and a great work ethic are those who would be a fit for the internship. Internships are available throughout the year, and interns are paid a salary and earn commission as well. This semester, Northwestern Mutual hired its first MSUB marketing intern who will be getting a great experience learning the ins and outs of the company. Giving students a hands-on internship experience provides the skills and knowledge they will use throughout their careers.

Want to learn more about Northwestern Mutual? Contact Jeramie Meadows at jeramie.meadows@nm.com, visit www.northwesternmutual.com, or stop by MSU Billings Career Services office in LIB 100 on the University Campus.