THE AMERICAN COLLEGE
THE LEADER IN FINANCIAL SERVICES EDUCATION

NEWS RELEASE

FOR IMMEDIATE RELEASE

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$4.2 MILLION DONATED TO THE AMERICAN COLLEGE TO ESTABLISH THE NORTHWESTERN MUTUAL GRANUM CENTER FOR FINANCIAL SECURITY

BRYN MAWR, PA – June 6, 2012 – Northwestern Mutual, one of the nation's preeminent financial security companies, has agreed to donate $4.2 million over the next four years to The American College to create The Northwestern Mutual Granum Center for Financial Security. When completed, the donation to fund the Center will be the largest single corporate gift ever received by The American College.

The Northwestern Mutual Granum Center for Financial Security was named in honor of O. Alfred Granum, CLU®, a legendary Northwestern Mutual managing partner that led the company's Chicago office and innovated the business.

The Northwestern Mutual Granum Center for Financial Security will focus on several key objectives:

- Through strategic thought leadership, novel research and education, the Center will promote lifelong learning and the pursuit of excellence among financial services industry practitioners.
- With an eye to the future, the Center will forecast emerging trends, identify and address opportunities to help consumers achieve financial security and elevate the public's appreciation for insurance and financial services.
- The Center will focus on delivering relevant, actionable research along with innovative best practices that will address consumers' and industry's changing needs.

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"As the nation's leading hub of financial services knowledge, there could be no better home for The Northwestern Mutual Granum Center for Financial Security than The American College. This advanced center will serve as an intellectual home for scholars and thought leaders dedicated to creating long-term financial security for all Americans," said Todd M. Schoon, JD, CLU®, ChFC®, Executive Vice President- Agencies, Northwestern Mutual and Chairman, The American College Board of Trustees.

The establishment of this center recognizes the lifetime achievements and industry contributions of O. Alfred Granum, CLU®, a legendary Northwestern Mutual field leader. Granum, a 50-year Million Dollar Roundtable (MDRT) member from Downers Grove, Illinois, served as a managing partner for a Northwestern Mutual office in Chicago where he built one of the most successful offices in the world. His office broke numerous company records for volume of business and was ranked "Number One" among Northwestern Mutual offices for 18 years. On more than one occasion, the 45 people he led produced the highest average premium in the life insurance industry by any office.

Granum is also the creator of the cherished industry One Card System, a tool that forever changed how sales professionals manage and monitor their activity. The One Card System continues to be a preferred activity management system of choice among financial and sales professionals worldwide today. Granum has received numerous honors for his outstanding accomplishments and has been elected to the National General Agent's and Manager's Hall of Fame. In 2002, NAIFA awarded him the John Newton Russell Award. Granum received The American College's highest honor, the Solomon S. Huebner Gold Medal in 2003.

Larry Barton, President and CEO of The American College stated: "Al Granum and the people of Northwestern Mutual represent the best of the financial services industry. Our research center must meet and exceed their high standards of excellence. Only in this way can The American College fulfill its role as the steward of the Northwestern Mutual Granum Center for Financial Security and the incredible legacy of O. Alfred Granum, CLU®."

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About Northwestern Mutual®:

The Northwestern Mutual Life Insurance Company – Milwaukee, WI (Northwestern Mutual) – among the "World's Most Admired" life insurance companies in 2012 according to FORTUNE® magazine – has helped clients achieve financial security for more than 155 years. As a mutual company with $1.2 trillion of life insurance protection in force, Northwestern Mutual has no shareholders. The company focuses solely and directly on its clients and seeks to deliver consistent and dependable value to them over time. Northwestern Mutual and its subsidiaries offer a holistic approach to financial security solutions including: life insurance, long-term care insurance, disability insurance, annuities, investment products, and advisory products and services. Subsidiaries include Northwestern Mutual Investment Services, LLC, broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company, limited purpose federal savings bank; and Northwestern Long Term Care Insurance Company; and Russell Investments. To learn more, visit www.northwesternmutual.com.

About The American College:

The American College is the nation's largest non-profit educational institution devoted to financial services. Holding the highest level of academic accreditation, The College has served as a valued business partner to banks, brokerage firms, insurance companies and others for over 85 years. The American College's faculty represents some of the financial services industry's foremost thought leaders. For more information, visit TheAmericanCollege.edu.

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