



CAREER SERVICES  
INDIANA UNIVERSITY-PURDUE UNIVERSITY FORT WAYNE

# CONNECTIONS



## Northwestern Mutual Sees a Return on its Investments through Mentorships with IPFW Students

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Any financial services professional will tell you: investments take time to grow.

For more than nine years, Northwestern Mutual has partnered with IPFW Career Services to develop **meaningful mentorship opportunities** for students and soon-to-be graduates who are interested in careers in the financial sector.

“We pair every college rep with a one-on-one mentor,” explains Amy Shurley, director of selection at Northwestern Mutual. Shurley recruits IPFW students to the company’s mentorship program using personality indexes and professional metrics to make sure the pairing is a good fit. Mentors meet regularly with their students to help them better understand the financial sector and the office environment, learn about the needs of local businesses, build their skillset, and network with other professionals.

Ross Hensley, now a financial representative at Northwestern Mutual, was one such student. While earning a bachelor’s degree at IPFW, Hensley was paired with his mentor, Matt Henry, field director, who quickly became not only a guide on Hensley’s path to a successful career, but a reliable friend.

“I could reach out to him on a personal and professional level,” says Hensley. He credits Northwestern Mutual’s partnership with IPFW—and his mentorship with Henry—for how quickly he adjusted to his new career and life after graduation. “It was a really easy transition,” he says.



## IPFW graduates find mentorship program mutually beneficial

Northwestern Mutual is a premier financial services company, offering professional consulting and management in life insurance, annuities, investments, financial planning, and more. The Fort Wayne branch currently employs **six IPFW alumni**, many of whom continue to be involved with the university through mentorship roles.

For 27 years in a row, Northwestern Mutual has been recognized among the most admired companies worldwide by *Fortune* magazine. Sometimes referred to as “the quiet company,” Northwestern Mutual grew to become a Fortune 100 company based on the quality of its services and word-of-mouth reviews—and with little-to-no marketing. Its mentorship program has been ranked among the Top Ten Internship Programs by the Vault Guide to Internships for nearly two decades.

The partnership between IPFW Career Services and Northwestern Mutual to guide students on their career paths continues to grow, and there’s a real sense among the mentors that the relationship is **mutually educational**—that they learn just as much from their students as the students do from them.

“College students in general just bring a different energy to the office,” says Shurley. “And IPFW students already know how to balance a lot.”

It should come as no surprise that a company so devoted to seeing a return on their clients’ investments would recognize the value in providing ongoing mentorship to IPFW students—and for many young professionals like Hensley, that partnership has been proven to be a wise investment.

