

CRAIN'S

CHICAGO BUSINESS®

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Top 20 Companies

- | | |
|-----------------------------------|------------------------------|
| 1. McTigue Financial Group | 11. Deloitte LLP |
| 2. Microsoft Corp. | 12. Ryan Cos. |
| 3. Assurance Agency Ltd. | 13. Radio Flyer Inc. |
| 4. Digitas | 14. Hyatt Regency Chicago |
| 5. Chubb Corp. | 15. Donlen Corp. |
| 6. Hitachi Consulting Corp. | 16. Plante & Moran PLLC |
| 7. Tasty Catering | 17. Centro LLC |
| 8. Perkins Coie LLP | 18. KPMG LLP |
| 9. Transwestern | 19. Geneca LLC |
| 10. Robert W. Baird & Co. | 20. Triune Health Group Ltd. |



2010 BEST PLACES TO WORK

Being the 'Best' doesn't (necessarily) mean spending the most



2010 Best Places to work

Andrew Higney, standing, and John McTigue, right, meet with students who are in training to become college financial reps for McTigue Financial Group.

STEPHEN J. SERIO

TRAINING TRACKS

McTigue Financial Group

>> Since Andrew Higney joined McTigue Financial Group in 1989, fresh out of the University of Notre Dame, he's worked his

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way up from financial representative to his current position as chief development officer.

Along the way, Mr. Higney earned multiple professional certifications with the company's help; for example, when he was pursuing his certified financial planner designation, he was one of 26 financial representatives who took part in a series of Friday afternoon, in-office study sessions with a moderator hired by McTigue.

"They took a young individual and helped develop me over 20 years into the person I am today and the role I'm in today," he says.

McTigue emphasizes training for its staff, particularly the 125 financial representatives who make up most of the office's workforce and sell Northwestern Mutual financial products to both individuals and corporations.

The representatives are independent contractors, but they receive benefits through McTigue, including health insurance and two retirement plans fully funded by Northwestern Mutual. Many say they relish the combination of professional autonomy and company support.

They also praise McTigue's focus on professional development. On any given day, there typically are two training sessions in the office, Managing Partner John McTigue says. New employees—many recruited through the company's internship programs at five local colleges and universities—receive more than 400 hours of training in

their first year on the job.

Later in their careers, they may receive personalized coaching and support for pursuing any of 11 professional accreditations. Everyone also participates in monthly meetings to discuss their progress and receives training twice a year in new products and changes in tax laws.

"We don't think development stops after five years. We expect people to continue to grow as long as they're here," Mr. McTigue says.

- **McTigue Financial Group, 1 N. Wacker Drive**
- What it does:** Financial services
- Year founded:** 1995
- Local contractors:** 170
- Worldwide contractors:** 170

— Kevin McKeough



For further information on career opportunities with The McTigue Financial Group, please call Andrew J. Higney, Chief Development Officer, The McTigue Financial Group, Northwestern Mutual Financial Network (312) 419-7746 or visit www.mctiguelfinancial.com

The McTigue Financial Group is part of the Northwestern Mutual Financial Network, which is the marketing name for the sales and distribution arm of The Northwestern Mutual Life Insurance Co., Milwaukee, WI.