

## Sarah R. Schneider [LinkedIn](#)

Corporate Board Profile

Milwaukee, WI

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**President & CEO of Northwestern Mutual Investment Services (NMIS)**, a \$230 billion broker-dealer with 1.4 million accounts. Also head of Northwestern Mutual's distribution services organization, responsible for compensation and shared services for over 20,000 advisors and field staff. Leader of digital transformation.

### Board Experience

**Northwestern Mutual Investment Services (NMIS)** April 2021 - present

- Chair of the Board, President & CEO
- Chair of the Audit Committee

**Northwestern Long Term Care Insurance Company (NLTC)** 2020 - present

- Board member

**Penfield Children's Center**, Milwaukee (nonprofit) 2019 - present

- Vice Chair & Executive committee, HR committee

### Education & Industry Credentials:

- Wharton School, University of Pennsylvania, Executive Development Program
- Marquette University, Honors BA, Milwaukee WI
- FINRA Series 7, 24
- Certified Financial Planner® professional, CFP Board
- CLU, ChFC, CASL, American College of Financial Services, Bryn Mawr, PA

### Value Added Experience, Northwestern Mutual:

- **Financial services expert** with over 30 years of industry experience
- **Digital Transformation:** Led Northwestern Mutual's **algorithm-driven accelerated underwriting** initiative, resulting in over 20,000 automated decisions per year and a dramatically improved client experience
- **FinTech:** Investment Committee member of Cream City Ventures, a **venture capital fund** focused on seed and Series A investments in innovative, digital companies across a range of industries
- **Growth:** Grew **net cash flow by 88%** in 2021 to \$23.9 billion, making NMIS is the 5<sup>th</sup>-largest independent broker dealer in the U.S. with over \$240 billion in assets and 1.3 million clients.
- Expert in **risk management, operations, and compliance** under OCC, NAIC, SEC, & FINRA.
- Led **Lean transformation** initiative, saving more than \$10 million over 4 years
- **ESG:** Leader in **diversity and inclusion**. Member of NM's corporate Diversity & Inclusion Committee and executive sponsor of NM's African American Employee Resource Group, the company's first.