

 **MassMutual**
Northwest



mu•tu•al a feeling or action experienced or done by each of two or more parties.

Living Mutual

Living mutual has always been at the core of our human existence, and it's the principle that's guided us since our founding in 1851. While the world would have us strive for independence, the truth is when we depend on one another, we aren't just more secure life is happier and more fulfilling.



Working Mutual

Careers today are partnerships. You offer talent and drive, we offer unlimited opportunity and support. Wherever you want to take your career – from protection to financial planning – MassMutual is committed to getting you there.

Join a company with the energy of a start-up, the strength and stability of a well-established firm, and a personal, collaborative approach to helping you succeed.

Come Live Mutual.

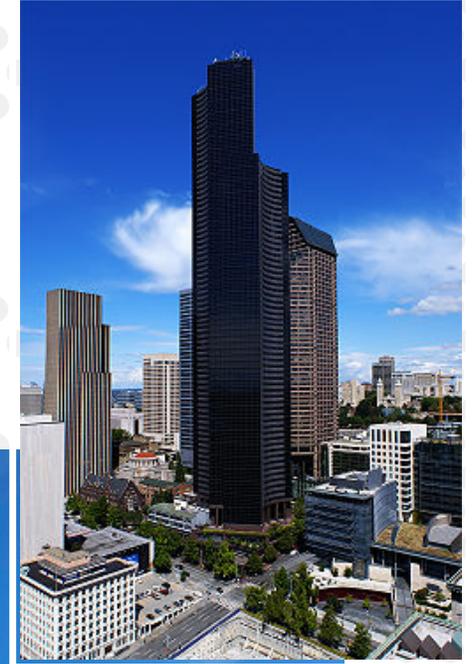




Jim Sypher, General Agent, MassMutual Northwest

Firm Overview

MassMutual Northwest, believes that business is about the quality of personal relationships. We encourage creativity, diversity, and provide a supportive environment where all individuals can pursue their respective dreams and thrive in their careers.



Firm Leadership



Jim Sypher
General Agent



Michelle Miller
Executive Assistant



Mary Mcdirmid
Sales Manager



Ed Erickson
Sales Manager



Eric Mok
Sales Manager



Jeremy Rainwater
Sales Manager



Kassie McBeath
Business Manager



Mike Zeagler
New Business Coordinator



Corinna Edens
New Business Coordinator



Amanda Lewallen
Agency Listing Coordinator



Olivia Blades
Compliance



Rhonda Jungquist
Compliance



Greg Gannon
Product Specialist



Chris Delaney
Investment Specialist



Adam Trouy
Financial Planning



Eric Graczyk
Financial Planning



Dennis Dexter
Technology Specialists



Stephen Hyde-Donohue
Technology Specialists



Matt Amick
Technology Specialists



Liv Lee
Recruiting Coordinator



Shannon Mahon
Seattle Office Assistant



Brianna Rosentreter
Bellevue Office Assistant

Firm Products, Services & Technology

At **MassMutual Northwest**, change happens fast. We're committed to keeping up so that you can stay ahead. We invest in cutting-edge technology and top-tier products to ensure you can serve our clients efficiently and effectively.

MassMutual
Coverpath

eMoney

F O R T U N A
by MML Investors Services

Advisor360°



Our Six Step Planning Process

At MassMutual Northwest, finding the right solution for your personal or business needs requires us to pay special attention to the circumstances of your unique situation. This is why our Financial Services Representatives take a goals-based approach to our financial planning strategy.

Financial Planning Process

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6
Discovery interview	Gather data	Analyze and develop plan	Plan presentation and delivery	Implementation	Monitor and update
					
Understand your unique goals and objectives	Gather your data to develop your personal plan	Analyze your current situation and develop comprehensive solutions	Review your plan and discuss recommended strategies	Implement plan recommendations*	Monitor your plan and update periodically

Making an Impact...

What you do can make a difference. You can be a source of comfort, confidence, and happiness. Our community members value financial independence and our guidance helps them achieve it.



In Our Communities

From the beginning, we've had a single purpose: to help people secure their future and protect the ones they love. MassMutual is committed to broadening opportunity by leveraging our financial resources and human capital in our communities. We support our local schools, donate to several charities. We are people helping people.



United Way of King County

At MassMutual Northwest, supporting our community through signature events, like Ending Homeless, helps us build lasting relationships where children grow-up, students graduate, family's begin and where retirement is golden.

MassMutual
Northwest



*Click the logo to visit
United Way King County*



MassMutual
FINANCIAL GROUP®



The Cents Program

Cents helps cancer patients and families improve their financial health by providing educational and legal resources that can help prevent and or overcome the financial challenges associated with this destructive medical condition.

MassMutual Northwest believes in interdependence and is a proud annual contributor to this meaningful organization.



Click the logo to visit Cents





Eluna

Camp Erin is named in memory of Erin Metcalf, who died of cancer at age 17. Erin's wish was to help other children navigate through their grief.

MassMutual Northwest believes in Living Mutual and proudly donates its time and money to help ensure that children struggling with loss can and enjoy activities designed to encourage and promote healing.

 **MassMutual**
Northwest

eluna Click the logo to visit eluna

Please tell us how Camp Erin

Camp Erin helped me meet
that understand what it
lose a loved one. It was
experience that helped me
how to move on with grief b
mazing time with great p
Erin made me feel much les
I am so thankful for the o
to have come.

Having a Voice...

With MassMutual, you're empowered not only to build your career your way, but to help shape the direction of the broader company. Our belief in mutuality means we believe that partnership drives success. Yours and all of ours.





In The Things That Matter Most

From the beginning, we've had a single purpose: to help people secure their future and protect the ones they love. MassMutual is committed to broadening opportunity by leveraging our financial resources and human capital in our communities.

We are people helping people.



Well Defined Career Paths...

We believe in working for yourself, but never by yourself. With MassMutual, success comes from collaboration. You choose the path, and we'll support you with the training and teaming you need to succeed.



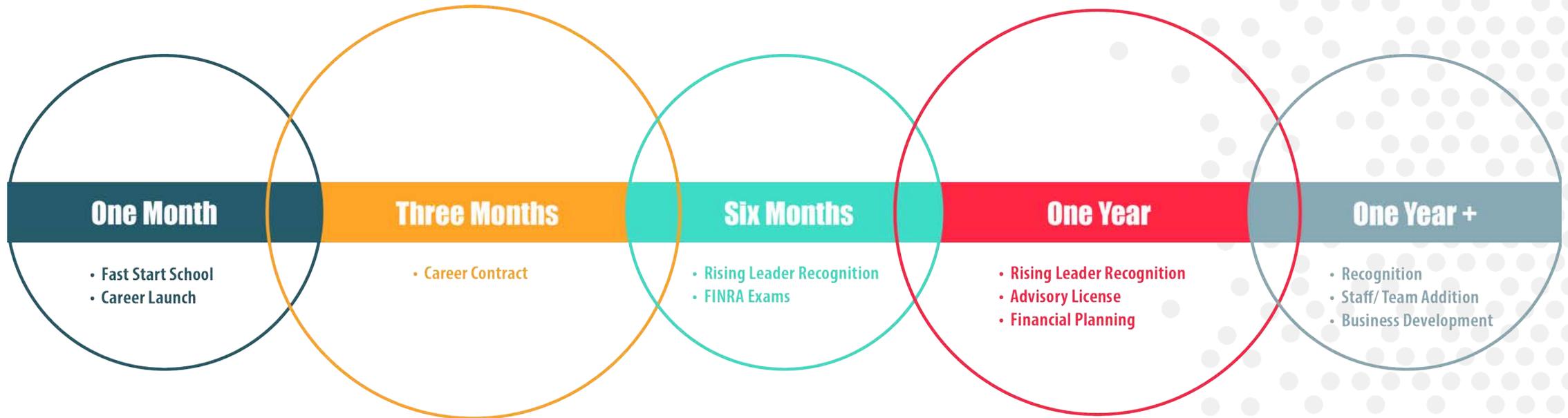
••• Have Mutual Satisfaction

Whether you're just starting out, considering a mid-career change, or are an experienced producer, we offer a range of lifetime-learning opportunities that can help you meet your long-term career goals.

Through our “**Learn First Culture**”, we're there for you at each step of your development cycle, introducing new and innovative approaches that can have a positive impact on you and your career. We believe in helping you stay ahead every step of the way.



••• Timeline & Milestones



Transparency...

Our business is built on the idea of mutuality. So we approach careers as two-way relationships. And we know the keys to any good relationship are honesty, clarity and mutual fulfillment.



...To Embrace One's Authentic Self

At MassMutual Northwest we value every voice equally. Our passion for diversity and inclusion is paramount to our firm's success and in our collaborative culture.

Our Advisors help people recognize the JOY in protecting those who rely on us. They take PRIDE everyday in creating financial legacies that protect the ones we love.

Live Proud.



Flexibility...

A successful career looks different to everyone. But no matter how you see it, know that it takes two things: time and effort. Start building your business to your vision today, and set yourself up for a successful tomorrow.



••• To Define Your Own Success

With MassMutual Northwest you're part of an entrepreneurial system in which you're free to help your clients choose solutions that fit their financial needs. Building a client-centric business allows you to be rewarded financially and philanthropically.





Paulette Day Award

Paulette Day is our Firms role model. She has worked for MassMutual, both in the Home Office and in our Agency for 48 years. She is dedicated, motivated, and always does a good job. In recognition of her contribution to the organization, our Firms employee of the year award is named after her.



