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**For further information, contact:**  
William Polk, 414-665-5889  
[williampolk@northwesternmutual.com](mailto:williampolk@northwesternmutual.com)

### **Forbes Recognizes Northwestern Mutual's Scott Sparks as Best-In-State Wealth Advisor**

**DENVER** – February 4, 2020 – Northwestern Mutual's Scott Sparks, Denver-based CEO and founder at Sparks Financial, was named one of *Forbes Magazine's* "Best-in-State Wealth Advisors" for Colorado. The annual list spotlights the top advisors across the country.

"We're thrilled *Forbes* has recognized the expertise and value Scott and his team at Sparks Financial provide their clients to achieve their goals and dreams," said Scott Theodore, Managing Partner, Northwestern Mutual – Denver.

*Forbes* partnered with Shook Research in reviewing more than 32,000 nominations nationally to determine its list of the top 4,200 performing advisors across the country.

"I'm incredibly proud of Sparks Financial's continued growth, as well as our dedication to helping clients define, build and enjoy prosperous lives," shared Sparks.

According to *Forbes*, the Sparks Financial team has \$721 million assets under management and services multi-generational families with personalized wealth management.

Founded in 1989, Sparks Financial is a leading advisory firm for retirement distribution planning. Thirty percent of their clients have achieved their retirement goals and are enjoying the benefits of financial planning.

**\*FORBES' BEST-IN-STATE WEALTH ADVISORS 2020** ranking is for Scott Sparks of Sparks Financial. Sparks Financial did not pay a fee to participate in the rankings. The rankings were developed by SHOOK Research, and are based on an algorithm of qualitative criteria, mostly gained through telephone and in-person due diligence interviews, and quantitative data. Those advisors that are considered have a minimum of seven years' experience, and the algorithm weighs factors like revenue trends, assets under management, compliance records, industry experience and those that encompass best practices in their firms and their approaches to working with clients. Portfolio performance is not a criterion due to varying client objectives and lack of audited data. Neither *Forbes* nor SHOOK receive a fee in exchange for rankings. The rating may not be representative of any one client's experience because the rating reflects a quantitative and qualitative analysis of factors that may include only a sample of the experience of Sparks Financial's clients. The ranking is not indicative of future performance.

#### **About Northwestern Mutual**

[Northwestern Mutual](#) has been helping families and businesses achieve financial security for more than 160 years. Through a distinctive, personalized planning approach, Northwestern Mutual combines the expertise of its financial advisors with a digital experience to help its clients navigate their financial lives every day. With \$272.2 billion in assets, \$28.5 billion in revenues,



and \$1.8 trillion worth of life insurance protection in force, Northwestern Mutual delivers financial security to more than 4.5 million people with life, disability income and long-term care insurance, annuities, and brokerage and advisory services. The company manages \$128 billion of investments owned by its clients and held or managed through its wealth management and investment services businesses. Northwestern Mutual ranks 111 on the 2019 FORTUNE 500 and is recognized by FORTUNE® as one of the “World’s Most Admired” life insurance companies in 2019.

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI (life and disability insurance, annuities, and life insurance with long-term care benefits) and its subsidiaries. Subsidiaries include **Northwestern Mutual Investment Services, LLC** (NMIS) (securities), broker-dealer, registered investment adviser, member FINRA and SIPC; the Northwestern Mutual Wealth Management Company® (NMWMC) (fiduciary and fee-based financial planning services), federal savings bank; and Northwestern Long Term Care Insurance Company (NLTC) (long-term care insurance).

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