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| A For the 2009 calendar year, or tax year beginning 07-01-2009 , and ending 06-30-2010                                                                                                                                                                                                                  |                                                                          |                                                                                                               |  |                                                       |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|--|-------------------------------------------------------|
| <b>B</b> Check if applicable<br><input checked="" type="checkbox"/> Address change<br><input type="checkbox"/> Name change<br><input type="checkbox"/> Initial return<br><input type="checkbox"/> Terminated<br><input type="checkbox"/> Amended return<br><input type="checkbox"/> Application pending | <b>Please use IRS label or print or type. See Specific Instructions.</b> | <b>C</b> Name of organization<br>The Managing Directors Association of the Northwestern Mutual Life Insurance |  | <b>D</b> Employer identification number<br>39-1262602 |
|                                                                                                                                                                                                                                                                                                         |                                                                          | Number and street (or P O box, if mail is not delivered to street address)<br>PO Box 20646                    |  | <b>E</b> Telephone number<br>(414) 828-4520           |
|                                                                                                                                                                                                                                                                                                         |                                                                          | City or town, state or country, and ZIP + 4<br>Milwaukee, WI 532200646                                        |  | <b>F</b> Group Exemption Number                       |

|                                                                                                                                                                                                      |  |                                                                                                                                                  |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <b>◆ Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).</b>                                                         |  | <b>G</b> Accounting method <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual<br>Other (specify) <input type="checkbox"/> |  |
| <b>I Website:</b> <input type="checkbox"/> N/A                                                                                                                                                       |  | <b>H</b> Check <input checked="" type="checkbox"/> if the organization is <b>not</b> required to attach Schedule B (Form 990, 990-EZ, or 990-PF) |  |
| <b>J Tax-Exempt status</b> (check only one)— <input checked="" type="checkbox"/> 501(c)(6) <input type="checkbox"/> (Insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527 |  |                                                                                                                                                  |  |

**K** Check ☐ if the organization is not a section 509(a)(3) supporting organization **and** its gross receipts are normally **not** more than \$25,000. A Form 990-EZ or Form 990 return is not required, but if the organization chooses to file a return, be sure to file a complete return.

| Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions for Part I ) |                                                                                                   |                                                                                                                                                            |  |  |  |    |    |    |         |         |
|---------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|----|----|----|---------|---------|
| Revenue                                                                                                 | 1                                                                                                 | Contributions, gifts, grants, and similar amounts received . . . . .                                                                                       |  |  |  |    |    |    | 1       |         |
|                                                                                                         | 2                                                                                                 | Program service revenue including government fees and contracts . . . . .                                                                                  |  |  |  |    |    |    | 2       |         |
|                                                                                                         | 3                                                                                                 | Membership dues and assessments . . . . .                                                                                                                  |  |  |  |    |    |    | 3       | 292,967 |
|                                                                                                         | 4                                                                                                 | Investment income . . . . .                                                                                                                                |  |  |  |    |    |    | 4       | 125     |
|                                                                                                         | 5a                                                                                                | Gross amount from sale of assets other than inventory . . . . .                                                                                            |  |  |  |    | 5a |    | 5c      |         |
|                                                                                                         | b                                                                                                 | Less cost or other basis and sales expenses . . . . .                                                                                                      |  |  |  |    | 5b |    |         |         |
|                                                                                                         | c                                                                                                 | Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a) . . . . .                                                          |  |  |  |    | 5c |    |         |         |
|                                                                                                         | 6                                                                                                 | Special events and activities (complete applicable parts of Schedule G) If any amount is from gaming, check here                                           |  |  |  |    |    |    |         |         |
|                                                                                                         | a                                                                                                 | Gross revenue (not including \$ _ of contributions reported on line 1) . . . . .                                                                           |  |  |  |    | 6a |    | 6c      |         |
|                                                                                                         | b                                                                                                 | Less direct expenses other than fundraising expenses . . . . .                                                                                             |  |  |  |    | 6b |    |         |         |
| c                                                                                                       | Net income or (loss) from special events and activities (Subtract line 6b from line 6a) . . . . . |                                                                                                                                                            |  |  |  | 6c |    |    |         |         |
| 7a                                                                                                      | Gross sales of inventory, less returns and allowances . . . . .                                   |                                                                                                                                                            |  |  |  | 7a |    | 7c |         |         |
| b                                                                                                       | Less cost of goods sold . . . . .                                                                 |                                                                                                                                                            |  |  |  | 7b |    |    |         |         |
| c                                                                                                       | Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a) . . . . .          |                                                                                                                                                            |  |  |  | 7c |    |    |         |         |
| 8                                                                                                       | Other revenue (describe  _____)                                                                   |                                                                                                                                                            |  |  |  |    |    | 8  |         |         |
| 9                                                                                                       | Total revenue. Add lines 1, 2, 3, 4, 5c, 6c, 7c, and 8 . . . . .                                  |                                                                                                                                                            |  |  |  |    |    | 9  | 293,092 |         |
| Expenses                                                                                                | 10                                                                                                | Grants and similar amounts paid (attach schedule)                                                                                                          |  |  |  |    |    |    | 10      | 7,726   |
|                                                                                                         | 11                                                                                                | Benefits paid to or for members . . . . .                                                                                                                  |  |  |  |    |    |    | 11      |         |
|                                                                                                         | 12                                                                                                | Salaries, other compensation, and employee benefits . . . . .                                                                                              |  |  |  |    |    |    | 12      | 19,827  |
|                                                                                                         | 13                                                                                                | Professional fees and other payments to independent contractors . . . . .                                                                                  |  |  |  |    |    |    | 13      | 33,573  |
|                                                                                                         | 14                                                                                                | Occupancy, rent, utilities, and maintenance . . . . .                                                                                                      |  |  |  |    |    |    | 14      | 1,257   |
|                                                                                                         | 15                                                                                                | Printing, publications, postage, and shipping . . . . .                                                                                                    |  |  |  |    |    |    | 15      | 844     |
|                                                                                                         | 16                                                                                                | Other expenses (describe   _____)                                                                                                                          |  |  |  |    |    |    | 16      | 124,168 |
|                                                                                                         | 17                                                                                                | Total expenses. Add lines 10 through 16 . . . . .                                                                                                          |  |  |  |    |    |    | 17      | 187,395 |
| Net Assets                                                                                              | 18                                                                                                | Excess or (deficit) for the year (Subtract line 17 from line 9) . . . . .                                                                                  |  |  |  |    |    |    | 18      | 105,697 |
|                                                                                                         | 19                                                                                                | Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return) . . . . . |  |  |  |    |    |    | 19      | 108,504 |
|                                                                                                         | 20                                                                                                | Other changes in net assets or fund balances (attach explanation) . . . . .                                                                                |  |  |  |    |    |    | 20      |         |
|                                                                                                         | 21                                                                                                | Net assets or fund balances at end of year Combine lines 18 through 20 . . . . .                                                                           |  |  |  |    |    |    | 21      | 214,201 |

| <b>Part II Balance Sheets</b> —If Total assets on line 25, column (B) are \$1,250,000 or more, file Form 990 instead of Form 990-EZ |                       |                   |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-------------------|
| (See the instructions for Part II )                                                                                                 |                       |                   |
|                                                                                                                                     | (A) Beginning of year | (B) End of year   |
| <b>22</b> Cash, savings, and investments . . . . .                                                                                  | 122,584               | <b>22</b> 245,635 |
| <b>23</b> Land and buildings . . . . .                                                                                              |                       | <b>23</b>         |
| <b>24</b> Other assets (describe  _____)                                                                                            | 0                     | <b>24</b>         |
| <b>25 Total assets</b> . . . . .                                                                                                    | 122,584               | <b>25</b> 245,635 |
| <b>26 Total liabilities</b> (describe   _____)                                                                                      | 14,080                | <b>26</b> 31,434  |
| <b>27 Net assets or fund balances</b> (line 27 of column (B) <b>must</b> agree with line 21) .                                      | 108,504               | <b>27</b> 214,201 |

| Part III Statement of Program Service Accomplishments (See the instructions for Part III )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  | Expenses<br>(Required for section 501 (c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts, optional for others ) |   |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|-------------------------------------------------------------------------------------------------------------------------------|---|
| What is the organization's primary exempt purpose?<br>THE MANAGING DIRECTORS ASSOCIATION OF THE NORTHWESTERN MUTUAL LIFE INSURANCE COMPANY, INC ORGANIZES EDUCATIONAL CONFERENCES FOR AND PROVIDES EDUCATIONAL INFORMATION TO ITS MEMBERS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |                                                                                                                               |   |
| Describe what was achieved in carrying out the organization's exempt purposes. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |                                                                                                                               |   |
| 28 The Managing Directors Association of the Northwestern Mutul Life Insurance Company, Inc has approximately 250 members. Each year the members meet for the purpose of sharing information related to their business practices. In addition, speakers motivate and train members on topics related to the growth and development of their district network offices. Topics discussed relate to recruiting and training of licensed financial representatives in life insurance, disability income and long term care insurance in addition to investment related products for the Northwestern Mutual Financial Network. Other areas include office organization, staff management, leadership development, marketing, and sales techniques. Educational conferences are held in each region in addition to an annual conference held each spring. Newsletters are sent to members throughout the year updating them on time sensitive information.<br>(Grants \$ 0) If this amount includes foreign grants, check here . . . <input type="checkbox"/> |  | 28a                                                                                                                           | 0 |
| 29<br>(Grants \$ ) If this amount includes foreign grants, check here . . . <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  | 29a                                                                                                                           |   |
| 30<br>(Grants \$ ) If this amount includes foreign grants, check here . . . <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  | 30a                                                                                                                           |   |
| 31 Other program services (attach schedule) . . . . .<br>(Grants \$ ) If this amount includes foreign grants, check here . . . <input type="checkbox"/>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  | 31a                                                                                                                           |   |
| 32 Total program service expenses (add lines 28a through 31a) . . . . .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |  | 32                                                                                                                            |   |

| Part V Other Information (Note the statement requirements in the instructions for Part V.) |                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Yes | No |
|--------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| 33                                                                                         | Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity . . . . .                                                                                                                                                                                                                                                                                              | 33  | No |
| 34                                                                                         | Were any changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the changes . . . . .                                                                                                                                                                                                                                                                                                                      | 34  | No |
| 35                                                                                         | If the organization had income from business activities, such as those reported on lines 2, 6a, and 7a (among others), but <b>not</b> reported on Form 990-T, attach a statement explaining why the organization did not report the income on Form 990-T . . . . .                                                                                                                                                                              |     |    |
| a                                                                                          | Did the organization have unrelated business gross income of \$1,000 or more or was it subject to section 6033 (e) notice, reporting, and proxy tax requirements? . . . . .                                                                                                                                                                                                                                                                     | 35a | No |
| b                                                                                          | If "Yes," has it filed a tax return on <b>Form 990-T</b> for this year? . . . . .                                                                                                                                                                                                                                                                                                                                                               | 35b |    |
| 36                                                                                         | Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N . . . . .                                                                                                                                                                                                                                                     | 36  | No |
| 37a                                                                                        | Enter amount of political expenditures, direct or indirect, as described in the instructions ▶                                                                                                                                                                                                                                                                                                                                                  | 37a | 0  |
| b                                                                                          | Did the organization file <b>Form 1120-POL</b> for this year? . . . . .                                                                                                                                                                                                                                                                                                                                                                         | 37b |    |
| 38a                                                                                        | Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee <b>or</b> were any such loans made in a prior year and still outstanding at the end of the period covered by this return? . . .                                                                                                                                                                                                         | 38a | No |
| b                                                                                          | If "Yes," complete Schedule L, Part II and enter the total amount involved .                                                                                                                                                                                                                                                                                                                                                                    | 38b |    |
| 39                                                                                         | Section 501(c)(7) organizations. Enter                                                                                                                                                                                                                                                                                                                                                                                                          |     |    |
| a                                                                                          | Initiation fees and capital contributions included on line 9 . . . . .                                                                                                                                                                                                                                                                                                                                                                          | 39a |    |
| b                                                                                          | Gross receipts, included on line 9, for public use of club facilities . . . . .                                                                                                                                                                                                                                                                                                                                                                 | 39b |    |
| 40a                                                                                        | Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under section 4911 ▶ _____, section 4912 ▶ _____, section 4955 ▶ _____                                                                                                                                                                                                                                                                         |     |    |
| b                                                                                          | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or is it aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I . . . . .                                    | 40b |    |
| c                                                                                          | Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 . . . ▶ _____                                                                                                                                                                                                                                                    |     |    |
| d                                                                                          | Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax on line 40c reimbursed by the organization . . . . . ▶ _____                                                                                                                                                                                                                                                                                                                  |     |    |
| e                                                                                          | All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T . . . . .                                                                                                                                                                                                                                                                              | 40e | No |
| 41                                                                                         | List the states with which a copy of this return is filed ▶ _____                                                                                                                                                                                                                                                                                                                                                                               |     |    |
| 42a                                                                                        | The organization's books are in care of ▶ Diane Voss _____ Telephone no ▶ (414) 828-4520<br>4520 W Abbott Ave<br>Located at ▶ Greenfield, WI _____ ZIP + 4 ▶ 532205022                                                                                                                                                                                                                                                                          |     |    |
| b                                                                                          | At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?<br>If "Yes," enter the name of the foreign country ▶ _____<br>See the instructions for exceptions and filing requirements for <b>Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.</b> | 42b | No |
| c                                                                                          | At any time during the calendar year, did the organization maintain an office outside of the U S ?<br>If "Yes," enter the name of the foreign country ▶ _____                                                                                                                                                                                                                                                                                   | 42c | No |
| 43                                                                                         | Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of <b>Form 1041</b> —Check here . . . . . ▶ <input type="checkbox"/><br>and enter the amount of tax-exempt interest received or accrued during the tax year . . . . . ▶ 43                                                                                                                                                                                            |     |    |
| 44                                                                                         | Did the organization maintain any donor advised funds? If "Yes", Form 990 must be completed instead of Form 990-EZ.                                                                                                                                                                                                                                                                                                                             | 44  | No |
| 45                                                                                         | Is any related organization a controlled entity of the organization within the meaning of section 512(b)(13)? If "Yes", Form 990 must be completed instead of Form 990-EZ.                                                                                                                                                                                                                                                                      | 45  | No |

Part VI

Section 501(c)(3) organizations and section 4947(a)(1) nonexempt charitable trusts only.  
All section 501(c)(3) organizations and section 4947(a)(1) nonexempt charitable trusts must answer questions 46-49b and complete the tables for lines 50 and 51.

|     |                                                                                                                                                                                      |     |    |
|-----|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| 46  | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | Yes | No |
| 47  | Did the organization engage in lobbying activities? If "Yes," complete Schedule C, Part II                                                                                           |     |    |
| 48  | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E                                                                                    |     |    |
| 49a | Did the organization make any transfers to an exempt non-charitable related organization?                                                                                            |     |    |
| 49b | If "Yes," was the related organization a section 527 organization?                                                                                                                   |     |    |

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None "

| (a) Name and address of each employee paid more than \$100,000 | (b) Title and average hours per week devoted to position | (c) Compensation | (d) Contributions to employee benefit plans & deferred compensation | (e) Expense account and other allowances |
|----------------------------------------------------------------|----------------------------------------------------------|------------------|---------------------------------------------------------------------|------------------------------------------|
|                                                                |                                                          |                  |                                                                     |                                          |
|                                                                |                                                          |                  |                                                                     |                                          |
|                                                                |                                                          |                  |                                                                     |                                          |
|                                                                |                                                          |                  |                                                                     |                                          |
|                                                                |                                                          |                  |                                                                     |                                          |

50(f) Total number of other employees paid over \$100,000 . . . . .

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None "

| (a) Name and address of each independent contractor paid more than \$100,000 | (b) Type of service | (c) Compensation |
|------------------------------------------------------------------------------|---------------------|------------------|
|                                                                              |                     |                  |
|                                                                              |                     |                  |
|                                                                              |                     |                  |
|                                                                              |                     |                  |

51(d) Total number of other independent contractors each receiving over \$100,000 . . . . .

|                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                       |  |                 |                                                  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|-----------------|--------------------------------------------------|
| Please Sign Here                                                                                                                                    | Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge. |  |                 |                                                  |
|                                                                                                                                                     | Signature of officer *****                                                                                                                                                                                                                                                                                            |  | Date 2011-04-22 |                                                  |
| Paid Preparer's Use Only                                                                                                                            | Preparer's signature Jenny Tarkowski CPA                                                                                                                                                                                                                                                                              |  | Date            | Preparer's identifying number (See instructions) |
|                                                                                                                                                     | Firm's name (or yours if self-employed), address, and ZIP + 4 Wegner LLP<br>2110 Luann Ln<br>Madison, WI 537133098                                                                                                                                                                                                    |  |                 | EIN                                              |
|                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                       |  |                 | Phone no (608) 274-4020                          |
| May the IRS discuss this return with the preparer shown above? See instructions <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |                                                                                                                                                                                                                                                                                                                       |  |                 |                                                  |

Additional Data

Software ID:

Software Version:

EIN: 39-1262602

Name: The Managing Directors Association of  
the Northwestern Mutual Life Insurance

Form 990EZ, Part IV - List of Officers, Directors, Trustees, and Key Employees

| (a) Name and address                                             | (b) Title and average hours per week devoted to position | (c) Compensation (If not paid, enter -0-.) | (d) Contributions to employee benefit plans & deferred compensation | (e) Expense account and other allowances |
|------------------------------------------------------------------|----------------------------------------------------------|--------------------------------------------|---------------------------------------------------------------------|------------------------------------------|
| Gary Taylor<br>4520 W Abbott Ave<br>Greenfield, WI 532205022     | President 5 00                                           | 0                                          | 0                                                                   | 0                                        |
| Ray Latiano<br>4520 W Abbott Ave<br>Greenfield, WI 532205022     | President-Elect 5 00                                     | 0                                          | 0                                                                   | 0                                        |
| Scott Butler<br>4520 W Abbott Ave<br>Greenfield, WI 532205022    | 1st Vice President 5 00                                  | 0                                          | 0                                                                   | 0                                        |
| Steve Gross<br>4520 W Abbott Ave<br>Greenfield, WI 532205022     | 2nd Vice President 5 00                                  | 0                                          | 0                                                                   | 0                                        |
| Brian Wilcox<br>4520 W Abbott Ave<br>Greenfield, WI 532205022    | Treasurer 5 00                                           | 0                                          | 0                                                                   | 0                                        |
| Bruce Laughlin<br>4520 W Abbott Ave<br>Greenfield, WI 532205022  | Secretary 5 00                                           | 0                                          | 0                                                                   | 0                                        |
| Scott Carr<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Past President 5 00                                      | 0                                          | 0                                                                   | 0                                        |
| Walt Pierz<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Kate Kane<br>4520 W Abbott Ave<br>Greenfield, WI 532205022       | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Randy Collins<br>4520 W Abbott Ave<br>Greenfield, WI 532205022   | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Kevin O'Connell<br>4520 W Abbott Ave<br>Greenfield, WI 532205022 | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Mark Hardy<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Scott Wolf<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Jeff Clemons<br>4520 W Abbott Ave<br>Greenfield, WI 532205022    | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Ryan Yoder<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Director 2 00                                            | 0                                          | 0                                                                   | 0                                        |
| Diane Voss<br>4520 W Abbott Ave<br>Greenfield, WI 532205022      | Executive Director<br>10 00                              | 19,827                                     | 0                                                                   | 0                                        |

**TY 2009 Grants and Similar Amounts Paid Schedule**

**Name:** The Managing Directors Association of  
the Northwestern Mutual Life Insurance

**EIN:** 39-1262602

|                                        |                    |
|----------------------------------------|--------------------|
| <b>Item No.</b>                        | 1                  |
| <b>Class of Activity</b>               | Award              |
| <b>Donee's Name</b>                    |                    |
| <b>Donee's Address</b>                 |                    |
| <b>Amount (FMV)</b>                    | 5,623              |
| <b>Purpose of Payment to Affiliate</b> |                    |
| <b>Relationship</b>                    | None               |
| <b>Description</b>                     | Hunting gun        |
| <b>Book Value</b>                      | 5,623              |
| <b>How BV Determined</b>               | Cost               |
| <b>How FMV Determined</b>              | Cost/selling price |
| <b>Date of Gift</b>                    | 2010-04            |

**TY 2009 Other Expenses Schedule**

**Name:** The Managing Directors Association of  
the Northwestern Mutual Life Insurance

**EIN:** 39-1262602

| Description                            | Amount |
|----------------------------------------|--------|
| Office expenses                        | 8,373  |
| Travel                                 | 20,057 |
| Conferences, conventions, and meetings | 95,738 |

## TY 2009 Other Liabilities Schedule

**Name:** The Managing Directors Association of  
the Northwestern Mutual Life Insurance

**EIN:** 39-1262602

| Description                           | Beginning of Year<br>Amount | End of Year<br>Amount |
|---------------------------------------|-----------------------------|-----------------------|
| Accounts payable and accrued expenses | 14,080                      | 31,434                |