



PRESS RELEASE

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**Northland Securities Welcomes Michael Leonard as
Managing Director to Lead Wealth Management Division**

MINNEAPOLIS, April 12, 2018 / -- Northland Securities, Inc., a full-service brokerage firm based in Minneapolis, has announced that Michael Leonard joined the firm at the end of 2017 as Managing Director, Wealth Management division. In this capacity, his role will leverage the capabilities, resources, and expertise of the Northland team to continue the growth of the Wealth Management group.

Mr. Leonard has over 35 years of experience in the securities and investment industry. He previously worked with Oak Ridge Financial as President of the Private Client Services Group. He began his career at Piper, Jaffray and Hopwood in 1981. Mr. Leonard has performed various functions throughout the industry, including acting as Branch Manager for the Minneapolis branch of Prudential Securities, where he oversaw in excess of \$2.1 billion in assets. He's also been Financial Advisor to his own clients since 1981. He maintains the FINRA Series 8, 24, 53, 7, 5, 15, 66, and 63 securities registrations, along with his Minnesota life/health and variable annuity insurance licenses.

Randy Nitzsche, Chief Executive Officer of Northland Securities, commented: "Michael's balance of leadership talent and hands-on skills will continue to grow our retail investment group in new directions. We are very proud to have Mike as part of the Northland Wealth Management team."

Mr. Leonard graduated from the University of Minnesota with a Bachelor of Science degree in Business Administration, and minors in Speech Communications and Economics. He and his wife live in Plymouth, and he has served in the past on various boards for the Wayzata School District.

About Northland Securities, Inc.

Northland Securities, Inc., Member FINRA and SIPC, Registered with SEC and MSRB, is a diversified financial services firm, including investment banking and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors. Northland is a leading underwriter of tax-exempt bonds in the Midwest, and is recognized for its equity markets research and specialization in finance and capital market access for corporate, government, and non-profit clients. Headquartered in Minneapolis, Minnesota, Northland Securities has branch offices in Iowa, California, Colorado, New York, and Wisconsin.

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