



## NORTHLAND SECURITIES' RESPONSE TO COVID-19 MEASURES

March 16, 2020

Dear Clients, Colleagues, and Associates,

It is undeniable that the situation with the coronavirus (COVID-19) continues to evolve rapidly. We at Northland share the great concern this situation creates for our clients, colleagues, friends, and families. We have implemented our business continuity plans, with proactive measures such as remote workforce to ensure the wellbeing of our employees and to be there for our clients – especially at times like this when they need us most.

### **Northland Securities is open for business and serving our clients.**

All our offices are open, and you can reach your contacts at their regular business phone numbers. Fortunately, with today's technology, we can work from virtually anywhere in the country, and be in constant touch with clients and associates to ensure we can service our clients in a timely and efficient manner.

Given the current environment, we have enabled a significant portion of our workforce to work remotely or at alternate sites, as needed. These arrangements are part of our business continuity plans and will help protect our remote employees and essential in-office staff by creating social distance. We continue to meet the daily needs of our business, serve our clients, and maintain our high standards for client service.

Our actions, today and always, are in the best interests of our clients and employees. You've placed your trust in us, and our people are working incredibly hard to deliver on our promise to be there for you during this challenging time. I am extremely proud of the dedication and steadfastness our employees have demonstrated during this time.

Our managers, representatives, assistants, and admin staff are at your service, and as we all adjust to this new operating environment, please let us know how we can help you. We are with you, and we want to reassure you that our company and our commitment to serve you is unwavering, now and in the future.

Thank you for your partnership. Please stay safe and be well.

A handwritten signature in black ink, appearing to read "Randy Nitzsche". The signature is fluid and cursive, with a large initial "R" and "N".

**Randy Nitzsche**  
President and C.E.O.

RC 20-99 031320

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