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**Jeffrey B. Kinney**  
**Director**  
**Institutional Sales**

CONTACT

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BACKGROUND

Jeff began his investment career in 1986 at Van Kampen Merritt and was there until 1991 when the Capital Markets division closed. After that time, he worked for other leading securities firms, and later served as Vice President and manager of First Albany Corporation's Chicago branch. Jeff also worked for First Tennessee for eleven years prior to joining Wachovia Securities. At the time Wachovia was acquired by Wells Fargo, Jeff joined RBC for seven years, and has now joined Northland Securities.

Before entering the securities business, Jeff served as assistant football coach at Northern Illinois University for two years. Prior to moving to Illinois, he was an insurance consultant and employee benefits administrator for HCK, Inc., in Lincoln, NE.

Jeff has two sons and a daughter. Outside of work, his interests include attending his grandchildren's various events, hunting, fishing, and playing golf.

EDUCATION

A University of Nebraska graduate, Jeff received his degree in education. While at Nebraska, Jeff played football and was named Academic All American, All American, and All Big Eight. In 1972, Jeff was drafted in the first round by the Kansas City Chiefs. He played there for four years, and another two years with the Buffalo Bills.

PROFESSIONAL LICENSES/DESIGNATIONS

Jeff holds and maintains the FINRA Series 7 General Securities Representative and Series 63 Uniform Securities Agent registrations.

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