



**Thomas Pfannenstiel**  
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**Investment Banking**

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BACKGROUND

Tom has been in the securities industry since 2003 and joined Northland Securities in 2004. He specializes in credit analysis and the structuring of transactions for healthcare, senior living, and housing facilities.

EDUCATION

Tom earned his Bachelor's Degree with an emphasis in Finance and Economics from the University of Minnesota.

PROFESSIONAL LICENSES/DESIGNATIONS

He holds and maintains the FINRA Series 7 General Securities Representative and Series 63 Uniform Securities State Law registrations.

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