

**Michael Leonard**

Senior Vice President  
Wealth Management

**CONTACT**

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**BACKGROUND**

With over 35 years of industry experience, Michael joined Northland in 2017 as Managing Director of the Wealth Management division. His role will leverage the capabilities, resources, and expertise of the Northland team to continue the growth of the Wealth Management group.

Previously, he was with Oak Ridge Financial as President of the Private Client Services Group. He began his career at Piper, Jaffray and Hopwood in 1981. Michael has performed various functions throughout the industry, including acting as Branch Manager for the Minneapolis division of Prudential Securities, where he oversaw \$2.1 billion in assets. He's also been Financial Advisor to his own clients since 1981.

He is active in the west metro community, serving on various boards for the Wayzata School District. Michael and his wife live in Plymouth and have two adult children.

**EDUCATION**

Michael graduated from the University of Minnesota in 1979 with a Bachelor of Science degree in Business Administration, and minors in Speech Communications and Economics.

**PROFESSIONAL LICENSES/REGISTRATIONS**

Mike holds and maintains the FINRA Series 8 General Securities Sales Supervisor, Series 24 General Securities Principal, Series 7 General Securities Representative, Series 53 Municipal Securities Principal, Series 5 Interest Rate Options, Series 15 Foreign Currency Options, Series 66 Uniform Combined State Law, and Series 63 Uniform Securities Agent State Law registrations, as well as his Minnesota Life/Health and Variable Annuity insurance licenses (appointments in client states).

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**NORTHLAND WEALTH MANAGEMENT**

Northland Wealth Management is a division of Northland Securities, Inc., Member FINRA and SIPC, Registered with SEC and MSRB, a diversified financial services firm, which includes investment banking, public finance, and full-service broker-dealer divisions, offering investment and finance services for government entities, financial institutions, non-profit organizations, and individual investors.

Wealth Management Investment Representatives work closely with clients to determine and deliver the appropriate solutions to meet their financial needs according to their individual investment profile and situation. Northland is also a SEC Registered Investment Adviser (RIA) - Northland Asset Management - and Investment Adviser Representatives (IARs or Financial Advisors) can offer numerous advisory products and services, including a wide selection of third-party money managers, and fee for financial planning services.