



NEWS

For immediate release

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Erick C. Lindewall

Iron Point Capital Management Hires Erick Lindewall to Lead Sales Efforts

Sales Director to Focus on Relationship Management and Business Development

Folsom, CA (May 20, 2010) – Chris Ranney, president and CEO of [Iron Point Capital Management](#) (IPCM), a third party asset manager, announced that Erick C. Lindewall has joined the firm as Director of Advisory Sales. He will be responsible for leading the business development initiatives for Iron Point.

Lindewall has been a financial services professional since 1993. Most recently he was Regional Vice President and Wholesaler with RiverSource Distributors responsible for the independent broker/dealer channel in New England and upstate New York. Prior to that his experience included similar positions with Sun Life Financial Distributors, John Hancock Financial Services and New England Financial.

“We are very pleased to have Erick join our team,” said Chris Ranney. “His experience and expertise will enable us to continue to provide outstanding service to existing advisors, while also expanding our services through additional broker/dealers and investment platforms.

Lindewall will be focused on developing and implementing IPCM sales strategies and building relationships with advisors, broker/dealers and Registered Investment Advisors. He will also work closely with advisors with Securities America who are currently using Iron Point’s asset management services, helping them achieve their profitability goals and increase their assets under management. “I’m thrilled to lead Iron Point’s sales and relationship endeavors,” said Lindewall. “They have a solid reputation in the industry for their innovative strategic, yet tactical, portfolios and for their strong commitment to support advisors and their clients.”

About Iron Point Capital Management

Iron Point Capital Management is a third party money management firm based in Folsom, CA, whose investment philosophy revolves around the client achieving their financial goals by developing a prudent investment portfolio utilizing strategic asset allocation with a tactical overlay. The core

strategic approach focuses on the long-term investment goal while the short-term tactical element capitalizes on market opportunity. Growth, protection and preservation of assets are the ultimate goals at Iron Point Capital Management. For more information, visit www.ironpointcapital.com. Learn more about Iron Point's parent company, Securities America Financial Corporation, at www.securitiesamerica.com.

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