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FOR IMMEDIATE RELEASE

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Inland Securities Corporation Announces Appointments of Two New Vice Presidents

OAK BROOK, Ill. (October 27, 2016) – Inland Securities Corporation (“Inland Securities”), the exclusive dealer manager and placement agent for real estate investment programs sponsored by Inland Real Estate Investment Corporation and Inland Private Capital Corporation, announced today the appointments of Ronald Cole and Jeff Spah as Vice Presidents.

In their new roles, both Cole and Spah will serve as external wholesalers working in partnership with an Inland Securities internal wholesaler to build relationships with current and new financial advisors. Cole will be responsible for building networks in Connecticut, Massachusetts, Maine, Rhode Island, Vermont and New Hampshire. Spah will oversee relationships in Minnesota, Iowa, North Carolina, South Dakota and Nebraska.

Cole brings more than 25 years of experience to his new position with Inland Securities. Prior to joining Inland Securities, he served as a Managing Director with Four Springs Capital where he led the capital raising initiatives for a private real estate investment trust, Delaware Statutory Trust offerings and private equity investments. Prior to his position with Four Springs Capital, he was the owner and President of Ron S. Cole Consulting. In this position, he served as an independent sales director and was instrumental in raising \$20 million in capital for more than five private companies, developed a significant network of more than 50 institutional investors and launched a private equity fund in excess of \$15 million. During his career, Cole has also held executive positions with Velocity Consulting, Deutsche Bank, CIBC Oppenheimer, Smith Barney, Bear Stearns & Co., A.G. Edwards, Kidder, Peabody & Co. and L.F. Rothschild.

Cole received a certificate in Auditing and Financial Accounting from Norwalk Community College in Norwalk, Connecticut and a bachelor’s degree in Marketing and Business Administration from Northeastern University in Boston. He also holds Series 7, 63, 65 and 66 securities licenses.

Spah comes to Inland Securities from ICON Investments, an alternative investments independent broker dealer, where he served as a Regional Vice President and External Wholesaler. In this position, he successfully started and increased sales in the previously vacant Great Plains territory and wholesaled three separate alternative products. Prior to ICON Investments, he served as an Internal Wholesaler and Hybrid Wholesaler with Cole Real Estate Investments, where he achieved the number one position in hybrid sales for the company in 2011. During his career, Spah has also held positions with Guaranteed Bank Home Mortgage and RBC Dain Rauscher, and is the creator and owner of The Meta Advisor, a website and podcast dedicated to helping financial advisors enhance their practices.

Spah received his bachelor’s degree in Finance from the University of Wisconsin in La Crosse. He also holds Series 7 and 63 licenses.

“We are thrilled to welcome both Ronald and Jeff, two dynamic financial services sales leaders, to Inland Securities Corporation,” said Michael Ezzell, chief executive officer of Inland Securities Corporation. “With their proven track records of leading effective, successful sales efforts, building strong financial advisor networks and having developed significant expertise in a variety of investment products, we believe Ronald and Jeff are



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excellent additions to support Inland Securities' continued goal of bringing innovative, institutional-quality real estate programs to the investing public."

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About Inland Securities Corporation

Inland Securities Corporation, member FINRA/SIPC, is the exclusive dealer manager and placement agent for real estate investment programs offered by Inland Real Estate Investment Corporation ("Inland Investments") and Inland Private Capital Corporation. "Inland" refers to some or all of the entities that are part of The Inland Real Estate Group of Companies, Inc. which is comprised of independent legal entities, some of which may be affiliates, share some common ownership or have been sponsored and managed by subsidiaries of Inland Investments. Additional information is available at www.inland-investments.com.