



News Release

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**CNL EXECUTIVES SPOKE AT
INVESTMENT PROGRAM ASSOCIATION CONFERENCE**

-- Neil Menard and Chris Hysten spoke at conference on portfolio diversifying investments --

(Orlando, Fla.) Sept. 27, 2017 — Neil Menard, president of CNL Securities Corp., and Chris Hysten, senior vice president for CNL Capital Markets, presented at the Investment Program Association (IPA) annual Vision Conference being held in Chicago Sept. 24- 28.

Hysten participated in a panel discussion on registered investment advisor (RIA) platforms that reviewed the basics of wrap accounts, unified managed accounts, third-party platforms and firm-created accounts. The panel also discussed top strategies for targeting different RIAs to find those more likely to be interested in a specific investment offering.

Before joining CNL, Hysten spent 25 years working with RIAs, including working with the three largest firms in the country.

Menard spoke on a panel focused on the role of product development in successful distribution. Among the topics the panel discussed were drivers of change, new pricing models, distribution channels and the due diligence process.

At CNL, Menard focuses on the strategic direction for the capital raising efforts associated with the company's growing multiproduct platform. He also has a strong history of working with RIAs and independent broker-dealers.

"It is crucial, now more than ever, to create a space for industry professionals, RIAs and broker-dealers to network, share stories of their success and discuss the changes we are seeing across the industry," Menard said. "I thoroughly enjoyed not only sharing my thoughts on executing successful distributions, but also hearing my colleagues' experiences as we continue to navigate new demand, procedure and strategy."

About CNL Financial Group

CNL Financial Group (CNL) is a private investment management firm providing real estate and alternative investments. Since inception in 1973, CNL and/or its affiliates have formed or acquired companies with more than \$34 billion in assets. CNL is headquartered in Orlando, Florida. For more information, visit cnl.com.

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