



# *News Release*

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**CNL SECURITIES GROWS PRESENCE IN RIA CHANNELS**

*-- Company names four vice presidents to oversee RIA divisions across the United States --*

(ORLANDO, Fla.) Oct. 30, 2014 — CNL Securities Corp., a national leader in raising investment capital for real estate and alternative investors, has hired four vice presidents to grow the company’s presence in Registered Investment Advisor (RIA) channels. Brandon Berry, William Cho, Michael Gatti, and Holly Onachilla will each oversee RIA relations in four regions across the United States.

CNL currently offers two products in the RIA channel, CNL Healthcare Properties, a non-traded real estate investment trust (REIT) focused on investing in senior housing and healthcare facilities, and Corporate Capital Trust, a non-traded business development company (BDC).

“Brandon, William, Michael and Holly all have deep experience working in RIA channels,” said Jeffrey R. Shafer, president of CNL Securities Corp. “We are confident they will strengthen CNL’s visibility in the RIA channel as we continue to increase our footprint in this expanding market.”

Berry is the vice president of CNL Securities for the RIA channel in the eastern United States. He previously served as regional internal sales manager and internal wholesaler for CNL Securities, as well as a business development specialist for the Carolina territory. Prior to that, Berry was a corporate strategic analyst for CNL Capital Markets. He holds a bachelor’s degree from the University of Memphis.

Cho will serve as vice president of CNL Securities Corp. for the RIA division along the West Coast. With 17 years of experience in the financial services industry, Cho helped grow RIA relationships at Symetra Financial and also worked as a fixed-income bond trader for Wells Fargo Advisors. He holds a bachelor’s degree from the University of Washington.

Gatti was named vice president of CNL Securities for the RIA distribution channel in the western United States. Prior to joining CNL, Gatti worked in the RIA channel for Schwab Institutional and Schwab

Financial Services where he managed representatives and RIAs in the Southeast. He holds a bachelor's degree from Stetson University and a master's degree from the University of Florida.

Onachilla will serve as vice president and regional business consultant for CNL Securities in the RIA channel in the Northeast. She has more than 15 years of experience working with RIA advisors; independent, fee-based broker-dealers; banks; family offices; and institutions. Before joining CNL Securities, Onachilla worked at Aria Retirement Solutions providing guaranteed income alternatives. She also spent 10 years at TIAA-CREF where she helped build its RIA platform. She holds a bachelor's degree from Ohio State University.

The team will be led by Brian Lee, CNL Securities' national sales manager. Lee has more than 25 years of experience in the asset management and broker-dealer space, working in all major distribution channels.

#### **About CNL Securities**

CNL Securities is a national leader in raising capital from the broker-dealer community, delivering alternative investment solutions designed to help financial advisors meet client goals. By capitalizing on the reputation of its parent company and their relationship with some of the most prominent investment organizations in the world, CNL Securities is able to provide access to a distinctive platform of products designed to provide a combination of return strategies. CNL Securities is an affiliate of CNL Financial Group. For more information, visit [CNLSecurities.com](http://CNLSecurities.com). CNL Securities Corp. is a member of FINRA and SIPC.

#### **About CNL Financial Group**

CNL Financial Group (CNL) is a leading private investment management firm providing global real estate and alternative investments. Since inception in 1973, CNL and/or its affiliates have formed or acquired companies with more than \$29 billion in assets. CNL is headquartered in Orlando, Florida. For more information, visit [CNL.com](http://CNL.com).

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