

## Inland Securities Hires Two Wholesalers

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Inland Securities Corporation has hired 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.

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



Cole brings more than 25 years of experience to his new position with Inland Securities. Prior to joining the firm, 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.

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 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 joined 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 started and increased sales in the previously vacant Great Plains territory and wholesaled three separate alternative products.

During his career, Spah has also held positions with Cole Real Estate Investments, 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 and holds series 7 and 63 licenses.

Inland Securities Corporation is the exclusive dealer-manager and placement agent for real estate investment programs sponsored by Inland Real Estate Investment Corporation and Inland Private Capital Corporation.

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