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Date: April 20, 2015
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Inland Securities Corporation Names New Vice President of Broker Dealer Relations

OAK BROOK, IL – Inland Securities Corporation (“ISC”), the managing broker dealer for Inland Real Estate Investment Corporation (“Inland Investments”), announced today that Kathleen A. Pelletier has joined the company as vice president of broker dealer relations. In this new role, Pelletier will be responsible for cultivating and strengthening broker deal relationships and expanding ISC’s network of broker dealer partners. Her territory will include broker dealers in the Eastern U.S. region.

“Our broker dealer relationships are key to our business and it is our top priority to assist them with the best possible team and expertise,” said Shawn Vaughan, senior vice president of broker dealer relations for ISC. “Kathleen brings more than 20 years of experience in the investment industry, specifically in the area of non-traded REITs, and has an award-winning, proven track record of success. We are thrilled to welcome Kathleen to our Broker Dealer Relations Team,” said Vaughan.

Prior to joining ISC in April 2015, Pelletier most recently served as vice president of national accounts for NorthStar Realty Securities, where she led broker dealer account management initiatives for the Central U.S. region. During her time with NorthStar Realty Securities, she was instrumental in acquiring new broker dealer selling agreements, developing marketing initiatives, training wholesaler distribution teams on new product offerings and delivering investment presentations at numerous national broker dealer conferences, meetings and webinar events. During her career, Pelletier has also held positions with AXA Equitable, Salomon Brothers Asset Management and DWS Scudder Investments.

Pelletier received her Master of Business Administration in Finance degree from DePaul University and holds a Bachelor of Arts in Marketing degree from Michigan State University. She also holds FINRA Series 6, 7 and 63 licenses.

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