



# News Release

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## **Real Estate Investment Securities Association Recognizes Industry Leaders with Annual Awards**

**INDIANAPOLIS — November 14, 2011** — The Real Estate Investment Securities Association (REISA) presented three members with its annual awards at its Annual Conference held in Las Vegas on October 16.

Over the past six years, REISA has recognized members who exemplify outstanding achievement in the field of securitized real estate investments with A Champion of Excellence (ACE) Award. This prestigious award is given to companies and/or individuals who have demonstrated a commitment to excellence, service to our industry and adhere to the highest ethical standards and quality performance in the industry.

“We are honored to recognize these members with these annual awards for their outstanding conduct in the industry and volunteerism within REISA,” Rick Chess, REISA President stated. “REISA is dedicated to promoting commitment and service to the industry.”

Mark Kosanke was selected as the recipient of this year’s ACE Award. Kosanke is a founding partner of the Concorde Financial Group of Companies. In addition, he is also a managing Principal with Concorde Investments Services, a registered broker-dealer and fills the role of Due Diligence Officer in charge of private placements. Kosanke has over 25 years of accounting, tax and operations experience and over 20 years of securities experience in both equities and real estate. He has served as REISA Treasurer for the past four years.

In addition to the ACE Award, REISA presented two additional awards this year: the Distinguished Service Award and President’s Award. These awards honor individuals or organizations that have provided exceptional service to REISA and the industry REISA serves.

Jim Fitzpatrick received this year’s Distinguished Service Award. Fitzpatrick recently accepted a position at KBR Capital Partners as the Senior Vice President and National Sales Manager. Previously, he was the Vice President of Sales & Operations at Steadfast Capital Markets Group. He has more than 25 years of experience in the industry and sales leadership. Throughout 2011,

Fitzpatrick served as the co-chair of the Conference Planning Committee. He led the design and implementation of two successful REISA conferences.

Rick Chess, REISA President, presented the President's Award to American Realty Capital for their creation of the first successful multi-sponsor distribution platform, which has set the standard for best practices on how non-traded REITs are distributed. American Realty Capital is a leading sponsor of non-traded real estate investment trusts.

“The award recognizes our dedication to industry best practices, including our commitment to reducing fees, aligning interests between shareholders and management, and providing our shareholders greater reporting transparency and clarity,” said Michael Weil, Executive Vice President of American Realty Capital and Chief Executive Officer of Realty Capital Securities. “Additionally, we will continue to introduce investment solutions guided by strong, experienced management teams with records of excellence. This award from REISA validates these changes and encourages us to continue to work hard to improve the industry.”

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**About the Real Estate Investment Securities Association (REISA)**

The Real Estate Investment Securities Association (REISA) is a national, non-profit trade association for professionals who offer and distribute securitized real estate investments. Members include real estate sponsors, broker-dealers, registered representatives, financial advisors and affiliated businesses such as law, accounting and real estate brokerage firms. REISA works to maintain the integrity and reputation of the industry by promoting the highest ethical standards to its members and providing education, networking opportunities and resources. For more information, call REISA at 866.353.8422.

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