



News Release

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REISA Co-Sponsors FPA Alternative Investments Report with American Realty Capital

INDIANAPOLIS – September 12, 2011 –The Real Estate Investment Securities Association (REISA) and REISA member American Realty Capital co-sponsored the preparation and publication of a White Paper addressing alternative investments.

In a report released by the Financial Planners Association, 91percent of those financial planners surveyed are using alternative investments including real estate investment trusts, commodities, managed futures, and hedge funds.

“REISA is pleased to be a sponsor and participate in the development of this independent research report that provides our members and the industry with new insights and understanding of the use of alternative investments in the current economic climate,” said Rick Chess, REISA President. “Given recent investor concerns with these direct investments, our advisers and members continually need coherent, intelligent support for recommending alternative investments. This study will provide them with new tools to support their clients’ investments in alternatives.”

Nicholas S. Schorsch, Chairman and CEO of American Realty Capital, added, “Making direct investments in real estate, particularly for the retail investor, requires a thorough understanding on the part of the financial planner. This White Paper which we have sponsored, should provide a clearer and more comprehensive understanding of this investment sector. Such investments serve to enhance an investor’s portfolio, furnishing solid income, diversification, and a lack of correlation to traded securities.”

According to the FPA survey, 31percent of financial planners intend to increase their use of alternative investments over the next two years.

Other key findings in that report indicate:

- More than 86 percent of financial planners who employ alternative investments are satisfied with the performance of these vehicles.

- 81 percent of advisers initiate the conversation about alternatives with clients rather than the other way round.
- On average, advisers use four different types of alternative investments.
- Of those surveyed, 57 percent of advisers utilize alternative investments more so than they did 12 months ago.

A copy of the report will be distributed to all FPA and REISA members. For more information, contact Jill Delaney at 317.663.4175 or jdelaney@reisa.org.

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.

About American Realty Capital

American Realty Capital is a real estate finance and investment firm formed by Nicholas S. Schorsch and William M. Kahane. The two were behind the growth of American Financial Realty Trust, where they acquired over 1,500 properties valued at more than \$5 billion. In the last five years, American Realty Capital's executive team has collectively negotiated and closed on over \$7 billion of bank branch and net-leased real estate. For more information, visit www.americanrealtycap.com.

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