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## **American Realty Cap. welcomes Kinney and Williams as sales mgrs.**

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American Realty Capital recently appointed two new sales managers, Jeff Kinney and Steve Williams, to Realty Capital Securities, LLC, the company's broker dealer unit and an affiliate of American Realty Capital Trust, Inc., a non-traded Real Estate Investment Trust (REIT). Kinney will serve as the senior vice president and sales manager for the Midwest division while Steve Williams will serve as senior vice president and sales manager for the Western division. The two bring more than 30 years of combined real estate securities sales experience to Realty Capital Securities (RCS).

Kinney and Williams will be responsible for developing and implementing sales strategies, coordinating marketing and sales efforts and increasing the number of selling agreements with retail broker dealers in their respective regional territories. In addition, Williams will also assume responsibility for deepening and broadening RCS' relationships with registered investment advisors (RIAs).

Williams brings more than 18 years of experience to Realty Capital Securities. Most recently, he served as regional vice president at KBS Capital Markets Group, where he was its first employee and a leading wholesaler of real estate related securities. Williams previously served as vice president in Deutsche Bank's Private Banking group.

Kinney brings more than 15 years of experience to Realty Capital Securities. Most recently, he served as regional vice president at KBS Capital Markets Group, where he was a wholesaler of real estate related securities. Additionally, Kinney has worked for Goldman Sachs, Edward Jones and Delaware Investments in securities sales and marketing roles.

"We are pleased to welcome Jeff and Steve to Realty Capital Securities," said Nicholas Schorsch, CEO of American Realty Capital. "Both men have a proven track record of developing successful sales teams within the non-traded REIT industry. Their deep understanding of sales desk operations and extensive relationships with broker dealers will strengthen our securities business." Schorsch said, "Jeff and Steve join a growing list of high-profile industry executives that have joined American Realty Capital. We think this speaks volumes about the excitement associated with our business model."

Kinney earned a bachelor of Science from the University of Illinois, where he played varsity football. Williams earned an MBA from the University of Connecticut with a focus on Finance. He also serves on the board of Orange County Big Brothers & Big Sisters of America.

Realty Capital Securities was formed in 2007 and is the exclusive dealer-manager for both American Realty Capital Trust and, as of August 29, 2009, Grubb & Ellis Healthcare REIT.

American Realty Capital was formed by Nicholas Schorsch and William Kahane. As CEO and board member, 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, ARC's executive team has collectively negotiated and closed on over \$7 billion of bank branch and net lease real estate. American Realty Capital Trust is a non-traded Real Estate Investment Trust (REIT) that acquires and operates a portfolio of commercial real estate primarily consisting of single-tenant properties net leased to high credit, quality tenants throughout the U.S.

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