



Brochure Supplement ADV Part 2B
March 31, 2012

This brochure supplement provides information about Daniel Woog that supplements the Northland Asset Management brochure. You should have received a copy of that brochure. Please contact Chuck Cochran, Assistant Sales Manager (612-851-4962), if you did not receive Northland Asset Management's brochure or if you have any questions about the contents of this supplement.

Daniel J. Woog

45 South 7th Street, Suite 2000
Minneapolis, MN 55402
612-851-5900

Education: University of Minnesota, B.A. Liberal Arts

Year of Birth: 1972

Business Background: Dan Woog is Vice President of Investments and a shareholder of Northland Securities. He is a trusted resource for investors. Tax efficiency is one area of focus for Dan — whether it is tax-free, tax-deferred or tax-advantaged. Some strategies that he utilized are municipal bonds, mutual funds, annuities and RIETs (Real Estate Investment Trusts). Dan has over eleven years of industry experience, joining Northland Securities in October 2002.

Past Five Years Employment:

Northland Securities Vice President Investments 09/2002 to Present

Disciplinary Information: <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/>

There are no items to disclose for this Investment Advisor Representative. Information may be found through the link. If you are unable to access the website, please call 612-851-5992.

Other Business Activity: Dan does not have other business activity. Dan does receive compensation as a registered representative of Northland Securities, Inc.

Additional Compensation: Dan does not receive any compensation for advisory services in addition to client fees.

Supervision:

All accounts handled by Northland Asset Management are under ongoing supervision. When a client opens an account, a supervisor reviews the new account forms, including the investment objectives and risk parameters of the account. Actimize, an electronic system, is used to monitor trades for suitability and to monitor accounts for changes in value. On a daily basis, account activity is reviewed as part of the general review of trades at the firm. On a quarterly basis a supervisor reviews the performance reports for accounts. Clients who have questions about their accounts are invited to call Linda Knutson, Director of Advisory Services, at 612-851-5992.

Requirements for State-Registered Advisers – Event Disclosure

No events to disclose.

Northland Securities, Inc. does investment advisory business as Northland Asset Management.

Northland Securities, Inc. 45 South 7th Street, Suite 2000, Minneapolis, MN 55402
(800) 851-2920 or (612) 851-5900
Member FINRA/SIPC

