



Brochure Supplement ADV Part 2B  
March 31, 2012

This brochure supplement provides information about Steve Isaacson 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.

**Stephen A. Isaacson**

2675 N. Mayfair Road Ste 550  
Milwaukee, WI 53226  
414.727.2229

**Education:** San Diego State University (B.A.)

**Year of Birth:** 1943

**Business Background:**

Institutional Sales and trading of corporate bonds, structured products, and preferred stock (1985- present).

**Past Five Years Employment:**

Northland Securities Vice President Investments 12/2009 – Present  
BC Ziegler and Company 12/1994 to 04/2009

**Disciplinary Information:** <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/>  
No items for this Investment Advisor.

**Other Business Activity:** Steve is a Trustee of Milwaukee Repertory Theatre, a not-for-profit organization. He is chair of the Endowment investment Committee and serves on the Rep's Finance Committee. This is a voluntary position, with no compensation. Steve does receive compensation as a registered representative of Northland Securities, Inc.

**Additional Compensation:** Steve does not currently 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 – Events Disclosure**

No events to disclose.

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

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Member FINRA/SIPC

