



Brochure Supplement ADV Part 2B
March 31, 2012

This brochure supplement provides information about Linda Knutson 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.

Linda Knutson

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

Education: University of Wisconsin B.A., English

University of Michigan M.A., English

University of Wisconsin-Eau Claire, MBA

Year of Birth: 1949

Business Background: Linda Knutson is Senior Vice President and Director of Sales and Marketing at Northland Securities. She is responsible for all product distribution to retail clients and fixed income institutional clients. Linda has twenty-five years of experience in the securities industry. She is a member of Phi Beta Kappa, the Twin Cities Bond Club and participates in several community banking organizations.

Past Five Years Employment:

Northland Securities Senior Vice President 1/2002 – Present

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

There are no items to disclose. If you are unable to access the website, please call 612-851-5992.

Other Business Activity: Linda does not have other business activity.

Additional Compensation: Linda does not receive any economic benefit from non-advisory clients for the provision of advisory services.

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.

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