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**INVESTMENT ADVISORS INTERNATIONAL NAMES  
PINNACLE ADVISORY GROUP AS NEWEST MONEY MANAGER**

*Pinnacle's years of tactical asset allocation and money management experience now available to IAI's corporate and individual clients*

**[Duluth, Ga.] — [March 3, 2010]** — Investment Advisors International, Inc. (IAI), the affiliate investment advisory firm of [World Financial Group, Inc. \(WFG\)](#), announced Pinnacle Advisory Group, Inc. as the company's newest third-party money manager.

IAI works with some of the industry's leading third-party money managers to make active asset management available not only to affluent clients and large corporations, but also to middle-income individuals and families and small businesses. Through these partnerships, IAI is able to offer diverse investment strategies to give clients a wide selection of styles customized to meet their financial objectives.

"IAI is proud to add Pinnacle Advisory Group to our team of professional money management firms dedicated to helping IAI make active money management available to everyday individuals and families," said IAI President Kevin L. Palmer.

Pinnacle's investment philosophy centers around Tactical Asset Allocation, which utilizes a value-based investment approach that allows for incremental changes in portfolio asset allocation to take advantage of investment opportunities that materialize throughout the year.

"Pinnacle Advisory Group has been in the business of providing comprehensive private wealth management services for affluent clients since 1993. We have created the kind of state-of-the-art investment process that is demanded by wealthy people who can afford to hire the best of the best," said Pinnacle CIO Kenneth Solow, CFP®. "We look forward to sharing our investment philosophy and industry expertise in Tactical Asset Allocation with IAI's clients."

In May 2009, Solow published his first book, "Buy and Hold Is Dead (Again): The Case for Active Portfolio Management in Dangerous Markets," which has been described by Crestmont Research's Ed Easterling as "a compelling account that the old conventional wisdom of buy-and-hold should be a relic of history."

Launched in June 2006 as the affiliate investment advisor firm of [World Financial Group, Inc.](#), IAI began operations to make fee-based professional money management services available to middle-income individuals and families. To help the firm reach that goal, IAI's third-party money managers did what a lot of other industry firms would not do: take on accounts with less than a six-figure investment minimum and provide active money management. As the company grew, IAI realized that its third-party money managers would work well for a range of clients, and they now serve everyone from middle-class families to affluent clients as well as large and small corporations with various investment needs, including retirement plans.

Both Investment Advisors International and [World Financial Group, Inc.](#) are AEGON companies. AEGON N.V. is an international life insurance, pension and investment group based in The Hague, The Netherlands, with businesses in more than 20 markets in the Americas, Europe and Asia.

### **About Investment Advisors International, Inc.**

Investment Advisors International, Inc. is an SEC-registered investment adviser able to conduct business in all 50 U.S. states. With more than 900 representatives, IAI is dedicated to one simple mission – to create financially independent families by growing and protecting their wealth through active money management. Through its team of independent representatives, IAI brings professional money management services previously reserved for institutions and the wealthy to underserved, middle-income families. In Ohio, Texas and Alabama, services are provided under the name of IAI Advisors International, Inc. Headquarters: 11315 Johns Creek Parkway, Duluth, GA 30097. For more information, please visit [www.InvestmentAdvisorsInternational.com](http://www.InvestmentAdvisorsInternational.com).

### **About Pinnacle Advisory Group, Inc.**

Since 1993 Pinnacle Advisory Group, Inc. has provided investment advice to affluent clients with multi-million dollar portfolios. Pinnacle is an acknowledged leader in the field of Tactical Asset Allocation, a methodology for managing risk and attempting to earn excess portfolio returns. Pinnacle's investment process is based on finding value opportunities. Pinnacle utilizes a three-part decision making process that includes evaluating traditional valuation metrics, market cycle analysis, and technical market analysis. Because of this diversified approach to decision making, Pinnacle believes they are likely to perform well throughout complete market cycles. Pinnacle has offices in Columbia, Md., and Naples, Fla.

### **About World Financial Group, Inc.**

[World Financial Group, Inc. \(WFG\)](#) is a financial services marketing company whose affiliates offer life insurance and a broad array of financial products and services. Driven by its mission to create financially independent families positioned to realize their dreams, the independent associates at [WFG](#) strive to help individuals and families who are often overlooked by the financial services industry to plan for their financial futures and work toward their goals. With agreements with several of the financial and insurance industries' leading companies, [WFG](#) advocates the power of choice for its clients. World Financial Group, Inc. is an AEGON company. AEGON N.V. is an international life insurance, pension and investment group based in The Hague, The Netherlands, with businesses in more than 20 markets in the Americas, Europe and Asia. Headquarters: 11315 Johns Creek Parkway, Duluth, GA 30097-1517, PO Box 100035, Duluth, GA 30096-9403. Phone: 770.453.9300. For more information, visit WFG's website at [www.WorldFinancialGroup.com](http://www.WorldFinancialGroup.com)

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