



# PRIME ADVISORS, INC.

## **Prime Advisors, Inc. Announces Promotion of Donald L. McDonald to Chief Executive Officer**

FOR IMMEDIATE RELEASE

**REDMOND, WASHINGTON** – October 21, 2011 – Prime Advisors, Inc.,<sup>®</sup> an investment adviser specializing in managing bond portfolios for insurance companies, announced today the promotion of Donald L. McDonald to Chief Executive Officer effective immediately. “I am extremely pleased the board of directors has agreed with me on this promotion,” said Duane Castles, Prime’s Founder and Chairman. “I hired Don as part of Prime’s succession plan. His professional career has been one of uninterrupted accomplishment, and his promotion will build on Prime’s successes.” McDonald joined Prime in May of 2009. A Princeton University graduate, McDonald served as Executive Vice President and Chief Investment Officer of Jefferson Pilot Financial, which now is known as Lincoln Financial Corporation, and before that as President and Chief Investment Officer of Conning Asset Management Company. “As I retire as CEO, I cannot envision leaving the company I founded in any but Don’s capable hands.” Castles will retain his position as Chairman of Prime’s board of directors.

McDonald said, “I am delighted that Duane brought me to Prime and now has seen fit to name me as his successor. One of my great professional satisfactions has been to work with Prime’s varied insurance company clients. The deep relationships Prime has with its clients serve as an

added incentive to deliver superior investment results. Our motto is ‘Success Through Client Satisfaction,’ so I believe that the best way for me to add value for Prime’s shareholders is through overseeing an investment firm that constantly strives to improve, is never satisfied, and delivers an unparalleled client service experience.”

### **About Prime Advisors, Inc.**

With offices in Redmond, Washington and Windsor, Connecticut, Prime Advisors, Inc. is a federally registered investment advisory firm focused primarily on managing investment grade bond portfolios for the insurance industry. Prime’s assets under management were \$11.4B as of September 30, 2011. Since 1988, Prime has worked to create integrated investment strategies, linking its clients’ financial goals with current capital market opportunities. At Prime we understand that no single approach or one set of guidelines applies to every company. Prime’s Disciplined Approach<sup>sm</sup> to the complexities of managing insurance company investment portfolios gives us a unique ability to develop customized solutions that integrate investment strategy with the realities of an insurance company’s operations. Additional Information is available at [www.primeadvisors.com](http://www.primeadvisors.com).

Prime Advisors, Inc.  
22635 NE Marketplace Dr., Suite 160  
Redmond, WA 98053-5885

and

100 Northfield Dr., 4<sup>th</sup> Floor  
Windsor, CT 06095

Contact:  
Donald McDonald, CEO  
Phone: 860.331.3030  
[donald.mcdonald@primeadvisors.com](mailto:donald.mcdonald@primeadvisors.com)

® Prime Advisors, Inc. and its logo are registered trademarks, and Prime Disciplined Approach is a service mark of Prime Advisors, Inc. All other names are trademarks of their respective owners.