



## **Gracia Butwin**

Managing Director  
Fixed Income – Institutional Sales

### CONTACT

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### BACKGROUND

Gracia is a Managing Director in the Fixed Income Institutional Sales area with a focus on taxable investment opportunities. She began her career in the financial industry as a trading assistant in 1985 and has a diverse background in governments, agencies, certificates of deposits, mortgages, and taxable municipal bonds. Conducting daily trading of a number of fixed income products put her in the unique position to spot value over a wide array of investment options.

Since Northland's inception in 2002, Gracia has worked on the trading desk, working closely with Northland's institutional sales staff to supply our customers with the best possible investment opportunities to meet their specific needs. Over the last four years, she has moved that focus on the trading desk from bank and insurance companies investing to public entities investment and cash management. Gracia's knowledge of a variety of fixed income products allows her to help her clients design and execute the best options for their portfolio needs. She believes strongly that all her clients should have a good understanding of the various markets and what they offer and strives to communicate and empower them to be more proactive in this process.

### EDUCATION

Gracia attended St. Cloud State University and the University of Minnesota.

### PROFESSIONAL LICENSES/REGISTRATIONS

Gracia holds and maintains the FINRA Series 7 General Securities Representative, Series 63 Uniform Securities Agent Exam, and Series 24 General Securities Principal registrations.

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