

FOR IMMEDIATE RELEASE  
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### **First Mercantile Adds Scott Gardner to National Sales Team**

(Memphis, Tenn.) –Scott Gardner has joined First Mercantile’s national sales team effective November 2, 2009, as Regional Sales Director for its Southeast region.

“Scott’s solid foundation in retirement plans, combined with his extensive account management experience, is an advantageous complement to our team,” says Stan Label, Vice President of Sales and Distribution for First Mercantile, to whom Gardner reports. “His addition further deepens the effectiveness of the national sales team that we have been aggressively growing throughout 2009.”

Mr. Gardner is responsible for developing new business through bank brokers, consultants, employee benefit brokers, independent broker-dealers, life brokers, registered investment advisors, regional stock brokers, TPAs, and wirehouses in First Mercantile’s Southeast region.

The Southeast region is composed of the states of Georgia and Alabama. “Our sales proposal pipeline is at an all-time high. We expect the addition of Scott in this territory will contribute significantly to First Mercantile’s momentum,” adds Label.

Prior to First Mercantile, Scott spent more than 13 years with ADP Retirement Services. His most recent position was National Account District Manager.

Gardner can be reached at [sgardner@firstmerc.com](mailto:sgardner@firstmerc.com). For more information regarding First Mercantile, please contact your investment professional or call First Mercantile at 800-753-9863.

Photo available upon request from [psaddler@firstmerc.com](mailto:psaddler@firstmerc.com).

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#### **About First Mercantile**

First Mercantile, one of the premier collective investment trust (CIT) record keepers in the United States, offers investment solutions for qualified retirement plans. Employing a due diligence process, First Mercantile Trust (FMT) searches the investment universe to select non-proprietary options suited for the investment platforms. CITs are sub-advised by institutional money managers, or invest in mutual funds or exchange traded funds (ETFs). Also included on the investment platform are Dimensional Fund Advisor (DFA) investments, Lifestyle and Target Date options. First Mercantile acts in a fiduciary capacity with respect to the management of the assets of the collective investment trust. The Advisor Review Committee oversees the entire due diligence process, which includes qualitative and quantitative analysis.

These investment products are distributed through solid relationships with quality investment consultants and third party administrators. First Mercantile offers full fee disclosure and transparency with a flexible and competitive cost structure. FMT has a national network of seasoned, knowledgeable professionals to provide excellent client service, customer care and support.

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