



FOR IMMEDIATE RELEASE

Don Megliola Joins Fulcrum

**Megliola joins Firm
To head new Branch Office**

RESTON, VIRGINIA; November 20, 2006: Fulcrum Securities, Inc. (Fulcrum) today announced that Don Megliola has joined the firm as one of its founding Principals to open a new Branch Office in Reston, Virginia. Megliola comes from H2O Investments Inc. where he was President and Co-Founder. Among other things, Don specializes in overall wealth management strategies for retirees using a wide range of investment programs and has significant experience integrating life insurance and variable annuity products into his plans. His arrival reflects the rapid growth Fulcrum has seen in its institutional and retail investment business, and the Firm's increasing emphasis on these growing market segments.

"Don will be a tremendous asset to our firm," said J. Patrick Kearns, President and CEO of Fulcrum, "His leadership skills and knowledge of the many investment vehicles available to investors today, together with his particular expertise in insurance and variable and fixed annuity products make his addition to the Firm a perfect complement to our existing product coverage. We are committed to providing the very best comprehensive investment advice available anywhere including a full range of investment products from which to select, and having Don with us is a significant part of fulfilling that commitment." According to the Insurance Industry Institute, sales of variable annuity products increased 3.5% in 2005, fixed annuity sales dropped 10.2% during the same time period. "More and more advisors are coming to appreciate the many benefits of working with an independent broker/dealer," said Kearns, "and our team of investment professionals is one of the best anywhere."

As the baby boom generation begins taking a hard look at its prospects for a financially secure retirement, expect investor demand for specialized financial advice to grow exponentially. With increased focus on servicing this rapidly growing segment of its business, Fulcrum is expanding its product and technology platform and will roll out new functionality in 2007.

Megliola started in the financial services industry in 1997, when he joined Prudential Securities Inc. as a Financial Advisor in their Washington D.C. office. Upwards of six years later he left Prudential and started his own independent investment and retirement planning practice through H2O Investments Inc.

About Fulcrum Securities, Inc.

Fulcrum Securities Inc. is a registered independent full service regional broker/dealer offering brokerage and money management services to individual and institutional investors. Fulcrum Advisory Services, Inc. is an SEC registered investment advisory firm providing asset management and consulting services. The firm's product suite includes a wide range of services and best-in-class investment advice. We work with a diversified client base and are particularly suited to serve the portfolio needs of not-for-profit organizations, especially those needing expertise in the field of ethically and environmentally screened portfolios. Fulcrum is headquartered in Reston, Virginia. Member FINRA and SIPC. For more information visit www.fulcrumsecurities.com

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