

FOR IMMEDIATE RELEASE  
NAPLES, FL

### **Pat Dorsey Talks About New Opportunity with Naples Trust Company**

NAPLES, FL (May 2, 2011) – As Director of Equity Research at Morningstar, Pat Dorsey held one of the most prestigious jobs in the investment research industry. Leaving his position to be involved with The Naples Trust Company, a division of the Sanibel Captiva Trust Company, paid the firm quite a compliment.

Dorsey said the prospect of working with The Sanibel Captiva Trust Company CEO Al Hanser and Co Chairman Chip Lesch, The Naples Trust Company Vice Chairman Dick Botthof and President Adria Starkey, and other talented members of the management team gave him the incentive to make the move from Morningstar.

“I am happy to be here,” said Dorsey, shortly after chairing a meeting of the asset management committee in late April. “Al Hanser and the Trust Company team are wonderful people, it’s like a small family. They put their clients first, and this was an opportunity to be with a small firm and help it grow.”

Dorsey joined the Trust Company full-time on March 21, and since then the high-energy equity researcher has been a whirlwind of activity in becoming familiar with client accounts and other aspects of the firm.

As Vice Chairman and Director of Research & Strategy, Dorsey will help oversee the money management process and buy-sell list, work directly with the team of portfolio managers, and create new products and services. His stature in the investing universe is expected to open up new avenues of business for The Naples Trust Company as it builds its brand in Southwest Florida, and his arrival is likely to enrich Trust Company shareholders as well as clients.

The author of two books, *The Five Rules for Successful Stock Investing* and *The Little Book that Builds Wealth*, Dorsey’s investment style fits well with the Trust Company’s value investing philosophy. He looks for wonderful companies at reasonable prices, and he brings a vast experience of security analysis to the task. He is excited about doing this work on behalf of individuals after years of providing research for institutional investors, which put him “one step removed” from the beneficiaries.

“It is enjoyable to be in direct contact with the people who will benefit from our research,” said Dorsey. “Every day at the Trust Company we see the impact on a person’s financial life. There is a lot of satisfaction in being the steward of someone’s assets.” Dorsey’s investment approach strikes a chord with investors looking for capital preservation combined with returns that can outpace the market indexes.

“The character and culture of the people at the Trust Company was a huge factor in my decision,” he said. “The team goes above and beyond to help clients, whether it is helping to find the right accountant or other personal matters. Service is what sets the Trust Company apart. There are no ‘off the shelf’ portfolios -- they customize portfolios to risk tolerance, income needs, and tax situations, and help clients understand why they own what they own. It’s rare to find portfolio managers with these skills sets and the ability to interact well with clients.”