

Author of *The Investor's Paradox* Joins Virtus Investment Partners To Expand Investment Education for Advisors, Clients

HARTFORD, Conn., Nov. 4, 2014 /PRNewswire/ -- [Virtus Investment Partners, Inc.](#) (NASDAQ: VRTS), which operates a multi-strategy, multi-manager asset management business today announced that Brian Portnoy, Ph.D., CFA, a recognized expert on behavioral finance and alternative investments and the author of the recently-published [The Investor's Paradox: The Power of Simplicity in a World of Overwhelming Choice](#), has joined the company as vice president and director of investment education.

Portnoy will use his broad investing, research, and writing experience to develop new investment educational and solutions-oriented content for financial advisors and clients who invest in Virtus offerings, including the [Virtus Mutual Funds](#). He will provide his insight on investor behavior, industry trends, and market opportunities to empower investors to make better decisions as well as highlight Virtus' array of distinct and effective investment solutions.

"Our top priority at Virtus is helping our clients achieve better investment outcomes by delivering an array of elite boutique investment managers that offer a range of distinctive solutions," said Barry M. Mandinach, executive vice president and head of distribution.

"We are excited to have someone of Brian's caliber and vision join the Virtus team to help us in that effort," Mandinach said. "Brian is particularly strong at providing common-sense understandings of complex investment strategies, and his practical experience across the mutual fund and hedge fund landscape, and his passion for writing and educating, will be key elements in Virtus' steadfast commitment to its mission."

"I am thrilled about the opportunity to work with Virtus," Portnoy said. "I've been so impressed by the company's vision, energy, and enthusiasm for helping investors meet their financial goals."

Portnoy noted that his book, *The Investor's Paradox*, provides simple, time-tested approaches for advisors, institutions, and individuals to evaluate countless investment options and navigate volatile markets.

"Research shows that we are overwhelmed by the number and complexity of choices in our lives," Portnoy said. "The investment industry needs to offer clearer and more comprehensive answers in a world of volatile markets and too much choice. I look forward to working with the Virtus team to build out distinct and impactful ways to communicate with financial advisors and their clients with the goal of driving better client outcomes."

About Brian Portnoy

Portnoy, who has held senior strategy, investing, and research positions at several investment firms, joins Virtus from Chicago Equity Partners, where he was managing director and head of strategic initiatives and alternative investments since 2012. Previously, he was the associate director of hedge fund research at Mesirow Advanced Strategies, and senior mutual fund analyst at Morningstar.

In addition to writing *The Investor's Paradox*, Portnoy has been a featured speaker at investing conferences globally on topics related to investment decision-making and the convergence of traditional and alternative investments, and has lectured on the history and future of hedge fund investing at the U.S. Securities and Exchange Commission as part of its "Leading Authors" series. He is also a regular contributor to [Forbes.com](#) and [Yahoo! Finance](#), and has appeared frequently in major media outlets such as CNBC, *The Wall Street Journal*, and *The New York Times*.

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Portnoy earned a bachelor's degree from the University of Michigan and a Ph.D. from the University of Chicago. He holds the Chartered Financial Analyst (CFA) designation and is a member of the Economic Club of Chicago.

About Virtus Investment Partners

Virtus Investment Partners (NASDAQ: VRTS), which has \$60.1 billion of assets under management as of September 30, 2014, is a distinctive partnership of boutique investment managers singularly committed to the long-term success of individual and institutional investors. Virtus offers access to a variety of investment styles across multiple disciplines to meet a wide array of investor needs, and provides products and services through affiliated managers and select subadvisers, each with a distinct investment style, autonomous investment process and individual brand. Its affiliated managers include [Cliffwater Investments](#), [Duff & Phelps Investment Management](#), [Euclid Advisors](#), [Kayne Anderson Rudnick Investment Management](#), [Kleinwort Benson Investors International](#), [Newfleet Asset Management](#), [Newfound Investments](#), [Rampart Investment Management](#), and [Zweig Advisers](#). Additional information can be found at virtus.com.

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