

**THE TIME IS NOW!**

**EXECUTE & ACCOMPLISH...**

# AIMSE

**33RD ANNUAL  
MARKETING & SALES  
CONFERENCE**

April 25-27, 2010 | Aventura, Florida  
The Fairmont Turnberry Isle Resort & Club

**CONFERENCE PROGRAM**

**AIMSE**





## DEAR AIMSE COLLEAGUES:

The markets of the last year and a half have provided all of us with a wide array of challenges. Over the last year, much analysis has been done and preparations have been made to help position client's portfolios for success and take advantage of opportunities that have arisen. The Planning is done. The Time is NOW! As we all begin to Implement & Execute, AIMSE is here to provide the Education, Access and Support to help each of us, our firms and our clients be more successful.

The AIMSE 33rd Annual Conference has been developed by a well-connected cross-section of industry leaders representing world-class asset management firms with these goals and your success in mind. AIMSE continues to provide an unparalleled forum for education, access and mentoring to promote the success of sales professionals. We've developed a power packed agenda including:

- One of a kind sessions with Callan Associates and Wilshire Associates to provide an in-depth look at their research organizations and changes that have occurred in the last year
- The exclusive Roundtable Sessions which provide intimate access and keen intelligence on a stellar line-up of Consultants & Plan Sponsors representing all distribution channels
- Information and a blueprint to target new distribution channels and prospects for your firm – identify where opportunity is, the requirements for success and the most direct route to access
- Industry Leaders will provide insight and strategic advice on how to make the most of the current environment, position for success and create value for you and your firm.

We've assembled a conference agenda that provides the information, access and advice that is so crucial to driving your success in the current markets and beyond.

Best regards,

**Christopher Krein, WisdomTree Asset Management**  
Conference Chair

**Tony Wilkins, Northern Trust Global Investments**  
Conference Co-Chair

# WELCOME TO THE AIMSE 33RD ANNUAL MARKETING & SALES CONFERENCE.

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## DAVID J. BAUER, MBA CASEY, QUIRK & ASSOCIATES

David is a founding partner of Casey, Quirk & Associates. He has been in the investment management industry since 1989 as a consultant and portfolio manager. His consulting experience encompasses all major functional areas (business management, investment management, and distribution). His assignments have included broad organizational strategy and design, post-merger integration, and investment and distribution platform assessment.

David has co-authored several industry research papers, including *Success in Investment Management: Building and Managing the Complete Firm* (2000) and *Style is dead. Long live style!* (2001). David is a member of the Boston Investment Professionals Advisory Board.

Prior to founding Casey Quirk, David was a Director at Barra Strategic Consulting Group, where he worked with investment management clients as a management consultant, and RogersCasey, where he was a pension consultant. He previously worked for Greenwich Associates as the Senior Research Team Leader responsible for delivering investment management industry research to U.S. and U.K. clients. Prior to that, David was an Assistant Treasurer at Bankers Trust Investment Management, managing short-term fixed income portfolios for clients. David also has experience marketing consumer-packaged goods as a Product Manager at Playtex Products Inc.

David earned an M.B.A. from Duke University's Fuqua School of Business and holds a B.A. in Economics from Tufts University.



**KEYNOTE SPEAKER**  
**MONDAY, APRIL 26, 2010**  
**8:15 TO 9:15 AM**

# SCHEDULE-AT-A-GLANCE

## SUNDAY, APRIL 25, 2010

7:30-8:30 am	Golf Registration and Breakfast	Cascata Pool
8:30 am	Golf Tournament Sponsored by Pensions & Investments	Soffer Course
1:00-2:30 pm	Golf Tournament Lunch	Magnolia Courtyard
4:00-8:00 pm	AIMSE Registration Desk	Ballroom East Foyer
6:30-7:30 pm	Newcomer & Mentor Reception	Salons IV-VII
7:30-9:30 pm	Welcome & Exhibitor Reception	Garden Room

## MONDAY, APRIL 26, 2010

7:00 am-4:00 pm	Registration Desk	Ballroom East Foyer
7:00-8:00 am	Exhibitor Roundtable Breakfast	Garden Room
8:00-8:15 am	Welcome and AIMSE President's Address	Grand Ballroom
8:15-9:15 am	Keynote Presentation: David Bauer, Casey Quirk and Associates	Grand Ballroom
9:15-9:45 am	Refreshment Break in the Exhibit Hall	Garden Room
9:45-10:45 am	Consultant Overview – Ron Peyton, Callan Associates	Grand Ballroom
11:00-Noon	Concurrent Workshops	
<b>Workshop 1</b>	The Relationship Between Plan Sponsors, Consultants & Investment Managers	Grand Ballroom
<b>Workshop 2</b>	Capitalize on the Sub-Advisory Market	Veranda East & West
<b>Workshop 3</b>	Selling in a New Compliance & Regulatory Environment	Salons IV-VII
Noon-1:15 pm	Lunch with the Exhibitors	Garden Room
1:15-2:45 pm	Plan Sponsor Roundtables	Grand Ballroom I-II
2:45-3:00 pm	Refreshment Break in the Exhibit Hall	Garden Room
3:00-4:00 pm	Concurrent Workshops	
<b>Workshop 4</b>	Family Office – Exploring Dynamics Between the Family and Their Gatekeepers	Salons IV-VII
<b>Workshop 5</b>	Outsource CIO	Grand Ballroom III
<b>Workshop 6</b>	Forming Meaningful Bonds	Veranda East & West



### Optional Outdoor Activities

4:30-6:30 pm	Volleyball Tournament Sponsored by Callan Associates	Laguna Lawn
4:45-6:30 pm	Tennis Tournament	Tennis Courts
7:30-8:00 pm	Reception	Magnolia Courtyard
8:00-11:00 pm	Dinner and AIMSE Richard A. Lothrop Award Presentation	Grand Ballroom

## TUESDAY, APRIL 27, 2010

7:00 am-3:00 pm	AIMSE Registration Desk	Ballroom East Foyer
7:15-8:15 am	Exhibitor Roundtable Breakfast	Garden Room
8:15-9:15 am	Global Distribution Survey Results – Fernand Schoppig, FS Associates	Grand Ballroom
9:15-10:15 am	Consultant Overview – Luke O’Neill, Wilshire Associates	Grand Ballroom
10:15-10:45 am	Refreshment Break in the Exhibit Hall	Garden Room
10:45-Noon	Concurrent Workshops	
<b>Workshop 7</b>	Endowments & Foundations – Communications: Key Ingredients For Success	Veranda East & West
<b>Workshop 8</b>	Olympic-Athlete Primed and Ready to Perform, Now	Salons IV-VII
12:00-1:00 pm	Lunch with the Exhibitors	Garden Room
1:00-2:30 pm	Consultant Roundtables	Grand Ballroom
2:30-3:00 pm	AIMSE Annual Business Meeting	Grand Ballroom
3:00 pm	Conference Concludes	



# WORKSHOPS AND ROUNDTABLES

MONDAY, APRIL 26, 2010

8:15 – 9:15 AM

## KEYNOTE PRESENTATION

David Bauer, MBA, Casey, Quirk & Associates

9:45 – 10:45 AM

## GENERAL SESSION – CONSULTANT OVERVIEW

**Speaker:** Ron Peyton, Callan Associates

**Description:** Ron Peyton will provide an in-depth overview of the Research & Consulting effort at Callan Associates. His insight will be a valuable asset to everyone who works with Callan and their clients or is looking for the most efficient way to present their products to the right people there.

## 11:00 AM – NOON CONCURRENT WORKSHOPS

### Workshop 1: The Relationship Between Plan Sponsors, Consultants & Investment Managers

**Moderator:** Jonathan Cangalosi, Golden Capital Management, LLC

**Panelist:** David Hyman, CFA, Evaluation Associates, Brian Wright, CFA, Ashland Inc and Chris Davis, CFA, United Methodist Foundation of Western North Carolina

**Description:** This session will focus on how sales professionals should work with both the plan sponsor and their consultant. What are the optimal and most efficient ways to reach plan sponsors (pre-sale and post-sale), and how to do this in conjunction with the consultant (everyone reading from the same page).

### Workshop 2: Capitalize on the Sub-Advisory Market

**Moderator:** Scott Kearney, Turner Investment Partners

**Panelists:** Christopher Vella, CFA, Northen Trust, Jeff Margolis, Margolis Advisory Group, Brian Ahrens, Prudential Investment Management and George Riedel, T. Rowe Price

**Description:** Hear from some of the largest allocators in the sub-advisory market. As this market becomes more institutionalized and undergoes significant change, learn how to capitalize on the current trends from the leaders in this distribution channel.

### Workshop 3: Selling in a New Compliance & Regulatory Environment

**Moderator:** Steve Kneeley, Ardmore Partners, LLC

**Panelists:** Todd Cipperman, Cipperman and Company and David Tittsworth, Investment Adviser Association

**Description:** This session will cover trends and new requirements to asset management firms in compliance and regulatory matters. In addition, the panel will discuss the ongoing relationship between distribution and compliance within the asset management firm.

1:15 – 2:45 PM

## PLAN SPONSOR ROUNDTABLES

**Moderator:** Martha Delgado, Wells Capital Management

**Panelists:** Ryan Bailey, CFA, Meadows Foundation, Inc., Wale Adeosun, CFA, Rensselaer Polytechnic Institute, Ed Hetherington, UPS Investments Group, Robert Hering, Rutgers University, Patrick Baumann, MBA, Harris Corporation, Bob Whitaker, DHL, Joe Thomas, CFA, BJC Healthcare, John Keane, Jacksonville Fire and Police, John Girard, Boca Raton Police and Fire Retirement System, Mark Kelliher, MBA, Deluxe Corporation and Brian Wright, CFA, Ashland, Inc.

**Description:** Don't miss this rare opportunity to meet top plan sponsors in an intimate roundtable setting. Ask them the questions you've always wanted to and learn how to gain access and in-sight into meeting their needs. Each plan sponsor will join you at your table for an open discussion where you will learn what it takes to get your firm positioned for future success.

3:00 – 4:00 PM

## CONCURRENT WORKSHOPS

### Workshop 4: Family Offices – Exploring the Dynamics Between the Family and Their Gatekeepers

**Moderator:** Matt Lugar, Gruss & Co.

**Panelists:** David Kupperman, Alternative Investment Management, Bruce Simon, CFA, Ballentine, Finn and Jay Weber, Laurel Capital

**Description:** This session will discuss the intricacies between the family members in control of the capital and their trusted advisors. Learn how to effectively build a complete relationship without alienating anyone.

### Workshop 5: Outsource CIO's

**Moderator:** Kerry Dempsey, Capital Guardian Trust Company

**Panelists:** Stephanie Lynch, CFA, Global Endowment Management LP, Jeffrey Nipp, CFA, BlackRock and Philip Schneider, Towers Watson Investment Consulting

**Description:** More and more institutional investors are delegating the management of their portfolios to outsourcing providers. Our panel represents outsourced CIO's from several successful business models. We will discuss their level of

discretion with client assets, how they structure client plans, and how they select investment managers. Learn how to work with outsourced CIO's, and how to effectively position your firm.

#### **Workshop 6: Forming Meaningful Bonds – Developing Solid Relationships**

**Moderator:** Kurt Wood, DePrince, Race & Zollo, Inc.

**Panelists:** Jack Gastler, Acadian Asset Management, Joanne Hickman, MBA, Northern Trust Global Investments and Obie McKenzie, MBA, BlackRock

**Description:** As sales professionals, we are the front door and the face of our respective firms. We have to be able to relate to people; they have to be satisfied with our personality to be able to do business with us and to build a relationship of mutual trust. In this session, you will hear from experienced, successful investment sales professionals on how they break down barriers and how they develop lasting relationships with consultants and plan sponsors.

## **TUESDAY, APRIL 27, 2010**

### **8:15 – 9:15 AM GENERAL SESSION: GLOBAL DISTRIBUTION SURVEY RESULTS**

**Speaker:** Fernand Schoppig, FS Associates

**Description:** In conjunction with AIMSE, Fernand and his team conducted a robust survey of the Global Distribution landscape. Hear from FS Associates the results of the survey, the most effective Global distribution strategies and what it takes to succeed as you look to take your product abroad.

### **9:15 – 10:15 AM GENERAL SESSION: CONSULTANT OVERVIEW**

**Speaker:** Luke O'Neill, CFA, Wilshire Associates

**Description:** Take in-depth view of Wilshire Associates and get the latest information from Luke O'Neill on their Research department. Learn the most effective way to work with one of our valuable Consulting partners.

### **10:45 AM – 12:15 PM CONCURRENT WORKSHOPS**

#### **Workshop 7: Endowments and Foundations – Communications: Key Ingredients For Success**

**Moderator:** Matt Crowe, Anchor Point Capital, LLC

**Panelists:** Robert Hering, Rutgers University and Ryan Bailey, CFA, Meadows Foundation, Inc.

**Description:** Participate in an interactive discussion with senior investment officers from leading endowments and foundations that will explore how marketers can more effectively

communicate their message. Hear firsthand about the key ingredients required to build successful relationships with this highly sought after investor group. Bring your questions, bring your best ideas, but most importantly, bring an open mind.

#### **Workshop 8: Olympic-Athlete Primed and Ready to Perform – Now**

**Speaker:** Sally Stalcup, Stalcup Consulting

**Panelists:** Tim Hill, Mirae Asset, Global Investments, Laura Esposito, First Eagle Investment Management, and Christopher Paoletta, Perimeter Capital Management

**Description:** Competing in an Olympic event is about performing at the top of your game. Athletes use a process of setting target goals, creating disciplines, training alone and with their team to remain strong, focused and ready to compete. Competing as a sales and marketing professional in the investment management industry is also about performing to the best of your abilities. Our AIMSE "athletes" will explore and discuss tips, techniques and disciplines practiced that demonstrate how they stay on top of their presenting game.

### **1:00 – 2:30 PM CONSULTANT ROUNDTABLES**

**Moderator:** Matt Crowe, Anchor Point Capital, LLC

**Panelists:** Fran Coopersmith, Asset Strategy Consultants, Bryan Decker, Evaluation Associates, Erik Knutzen, New England Pension Consultants, Alan Kosan, Rogerscasey, Liana Magner, CFA, Mercer Investments, Julie Moore, Rocaton Investment Advisors, LLC, Matthew Shirilla, Callan Associates, Weston Tompkins, CFA, Watson Wyatt Investment Consulting, Keith Berlin, Fund Evaluation Group, Nate Krogman, CFA, Hewitt Associates, Joe Bogdahn, The Bogdahn Group, Tracey Nykiel, Ennis, Knupp & Associates and Kieran Stover, Arnerich Massena

**Description:** Always one of our most popular forums. Get ready to roll up your sleeves, ask questions and listen to top consultants share their insights as to which asset classes are hot, and which are not. There's no formality and no audience—just you and your fellow marketers discussing manager search activity, organizational updates, how best to communicate with these influential consultants and more. You'll gain great insights into top consulting firms and begin the process of building relationships with these key people in an intimate and interactive setting.

\* Please refer to page 4-5 for the full program agenda.



## CONFERENCE CHAIRS



### CHRISTOPHER J. KREIN

#### WisdomTree Asset Management

Chris is the Director of Institutional Sales at WisdomTree Asset Management and is responsible for business development, consultant relations and client service efforts in the Pension, Foundation & Endowment, and Sub-Advisory markets. Prior to joining WisdomTree, Chris was a founding Principal of ACCI, a boutique investment firm and held senior business development and management roles with Evergreen Investments and SEI. He also served as a consultant with Investment Counseling, Inc. Chris currently serves on the Board of Directors of AIMSE and Philabundance.



### ANTHONY E. WILKINS, CFA

#### Northern Trust Global Investments

Tony heads up Northern's Global Defined Contribution Sales and Service organization and was previously head of consultant relations. From 1992-1996 he was Director of Marketing, Quantitative Equity Division of Weiss, Peck & Greer, a New York-based asset management firm, selling public and private asset management services to corporate and public pension plans. In this role, he was responsible for developing the marketing strategy and materials for the firm's Quantitative Equity product.

From 1989-1992, Anthony served as New Business Director, for Stein Roe & Farnham's Capital Management Group. This division of a Chicago-based \$24 billion asset management firm was started in 1989 to provide the firm's large capitalization domestic growth equity product to institutional investors. Prior to that, from 1986-1989, Anthony was a portfolio manager at Stein Roe & Farnham and served on the convertible bond investment committee.

Before transitioning into the investment industry, Tony worked as an electrical engineer and product manager with AT&T Teletype, a software manager with Loral Electronics Systems, and an electrical engineer for Chrysler Corp. He earned his BSEE from Northwestern University in 1979 and a MBA from the University of Chicago in 1986. He is a Chartered Financial Analyst.



# MODERATOR AND SPEAKER BIOS



## WALÉ ADEOSUN, CFA

### Rensselaer Polytechnic Institute

Walé F. Adeosun, CFA, is Treasurer and Chief Investment Officer at Rensselaer Polytechnic Institute (RPI) where he has oversight responsibilities for \$1 billion in assets primarily consisting of RPI's endowment and defined benefit pension plan. As Treasurer, Walé is also responsible for the Institute's debt issuance and cash management program. Prior to joining Rensselaer in 2004, Walé was a Managing Director in the Investments Group of the John D. and Catherine T. MacArthur Foundation. At MacArthur, Walé was responsible for \$2 billion in U.S. Equities and Hedge Fund investments. In addition to overseeing external managers at MacArthur, Walé also actively managed \$300 million of the Foundation's internal portfolios in U.S. Equities. Prior to joining the MacArthur Foundation, Walé served as Manager, Pensions and Risk Management of Ryerson Tull Inc, a former subsidiary of Inland Steel Industries.

Walé completed his undergraduate degree in Economics and Business Administration at Coe College, Cedar Rapids, IA. He received his MBA from John M. Olin School of Business at Washington University in Saint Louis, Missouri with a concentration in Finance. Walé is a Chartered Financial Analyst (CFA) and serves on a number of philanthropic boards including the Investment Committee of IPPF-WHR in New York City and he is currently Chair of the Investment Advisory Committee of the \$130 Billion New York State Common Retirement Fund.



## BRIAN AHRENS

### Strategic Investment Research Group of Prudential Investments

Brian Ahrens, portfolio manager and Executive Vice President of Prudential's Strategic Investment Research Group leads a group of 23 analysts dedicated to investment consulting and portfolio construction services. Currently the group provides consulting services across Prudential's domestic businesses that encompass more than 200 separate accounts and 1000 mutual funds. Mr. Ahrens also leads a team dedicated to discretionary management of asset allocation portfolios. The team's multi manager approach uses down and bottom risk assessments on a total of 15 asset allocation portfolios that total over \$30 billion in AUM. Mr. Ahrens has been with Prudential for over 15 years.

Mr. Ahrens earned his M.B.A. in Finance from the Stern School of Business at New York University. He graduated from James Madison University with a double major in Finance and German.



## RYAN A. BAILEY, CFA, FRM, CAIA, CMT

### Meadows Foundation, Inc.

Mr. Bailey has worked as an Associate Analyst in the equity research departments of: Solomon Smith Barney, Deutsche Bank, and Credit Swiss First Boston.

In 2000, Mr. Bailey attained his CFA designation and started a trading company, located on the 83rd floor of World Trade Center One. After surviving the events of 9/11, Mr. Bailey relocated to Dallas, Texas at the end of 2003, and began working as a Wealth Manager in Merrill Lynch's Global Private Client Group.

In 2006 he received his FRM, Financial Risk Manager charter, and in 2008 he received his CAIA, Chartered Alternative Investment Analyst charter. In 2009 he received his CMT (Chartered Market Technician) charter. Mr. Bailey is currently enjoying his position as an Investment Analyst for the Meadows Foundation. Mr. Bailey is a graduate of Yale University with a Bachelor of Arts in Economics.

## MODERATOR AND SPEAKER BIOS CONTINUED



### PATRICK BAUMANN, CFA

#### Harris Corp

Since joining Harris Corp in 1997, Patrick Baumann has served in various international finance and treasury positions of increasing responsibilities. As the Assistant Treasurer, his key responsibilities are bank relations, foreign exchange, 401 (k) investment oversight, customer and trade finance, performance bond programs and international cash. Patrick gained experience with Bank of America and SunTrust for eight years before coming to Harris Corp. His last position at SunTrust was in the International Corporate Group.

Patrick earned a B.S in business management from Jones College and an MBA from City University in Zurich. He is accredited as a Certified Treasury Professional (CTP). Patrick also serves on the Export Import Bank of the United States Advisory Board and the Florida Institute of Technology – Investment Sub-Committee.



### KEITH BERLIN

#### Fund Evaluation Group, LLC

Keith joined Fund Evaluation Group, LLC (FEG) in 2000 and is Vice President of Global Fixed Income and Credit. In this capacity he is responsible for conducting primary research on fixed income managers and strategies across liquid, semi-liquid, and illiquid investment opportunities.

As leader of the Global Fixed Income Sector Team, he is responsible for driving strategic and tactical fixed income asset allocation recommendations to the Investment Policy Committee at FEG. Prior to joining FEG, Keith worked on the short-term funding desk at Fifth Third Bank and was a research analyst at Schaeffer's Investment Research. In 2008 he was recognized by Institutional Investor News as one of the "20 Rising Stars of Fixed Income." Berlin also sits on the advisory board of two private equity funds, one of which is focused on distressed debt and the other to mezzanine debt. Keith holds a master of business administration degree from Thomas More College and a bachelor of arts in economics from the University of Kentucky.



### JONATHAN CANGALOSI

#### Golden Capital Management

Mr. Cangalosi serves as Managing Director, overseeing all sales and client service initiatives. He is a member of Golden Capital Management's management team responsible for all aspects of the firm since 1999. Mr. Cangalosi graduated from Wake Forest University with a B.A. in Political Science, is a holder of the Certified Investment Management Analyst (CIMA) designation, a CFA Level I candidate, and has 17 years experience in the investment arena. In addition to his responsibilities at the firm, Mr. Cangalosi is a member of the Association of Investment Management Sales Executives (AIMSE), former Chairman of the University City YMCA, former Board member of Huntersville Christian Academy and active member of Christ Community Church. Mr. Cangalosi is married with three children residing in Davidson, North Carolina.



### TODD CIPPERMAN

#### Cipperman & Company

Todd Cipperman is the founding principal of both Cipperman & Company (CipCo) and Cipperman Compliance Services (CCS). CipCo provides legal services to investment managers, investment advisers, broker-dealers, mutual funds, hedge funds, and technology providers. CipCo provides a wide range of services for the industry including regulatory advice, product development, distribution arrangements, and client and vendor agreements. CCS provides CCO and compliance outsourcing services to registered funds and money managers including the development, implementation, and operation of customized compliance programs that include ongoing review, testing, management, training, and regulatory response.

Mr. Cipperman has nearly 2 decades of experience in the investment management and financial services industries. He has represented a wide range of investment management clients with a focus on distribution issues facing investment managers and broker-dealers. He previously served as general counsel of SEI Investments, a public mutual fund and financial technology firm, including its \$65 Billion proprietary mutual fund family. He has also served as general counsel of one of the largest international equity managers. He spent several years in private practice on Wall Street representing both buy

and sell side clients in investment management and capital markets transactions. He is a graduate of the University of Pennsylvania Law School and Cornell University.

Mr. Cipperman is also the author of the "Our Take" Regulatory Alerts, which provide daily updates on important industry developments via e-mail. An archive can be found at <http://blog.cipperman.com>.



## FRAN COOPERSMITH

### Asset Strategy Consultants

Fran M. Coopersmith provides her Endowment, Foundation, Retirement Plan, and High Net Worth clients with a unique consulting perspective of the investment arena. In addition to her Juris Doctor, MBA, and BS in Engineering

from Washington University in St. Louis, Fran came to Asset Strategy Consultants with over 25 years of Financial, Administrative, and Consulting experience, in both the for and not-for-profit sectors.

Fran has hands-on experience in two key areas -- Investment Management and Endowments/Foundations. She was a portfolio manager for Brandywine Asset Management, responsible for research and client service in their large cap value product, and a portfolio manager for Rorer Asset Management, providing industry research and client services to high net worth individuals for their large cap relative value product. At Rorer she was also responsible for AIMR (now GIPS) performance calculations and reconciliation, and proxy voting. In addition, Fran has served as Chief Financial Officer for two non-profit Foundations, William Penn Foundation, in Philadelphia, and Quantum Foundation in West Palm Beach. As CFO, Fran was responsible for investments, accounting and budgets, data processing, human resources, and the pension plan. She worked closely with the Board of Directors and Finance Committee.

Her industry experience has proven to be an exceptional resource for her consulting clients across the entire consulting relationship – asset allocations; investment policy statements; manager structure, manager evaluation and monitoring; and on-going communication about research, reporting, investment and financial issues.



## MATT CROWE

### Anchor Point Capital, LLC

Prior to joining Anchor Point Capital, LLC in January 2006, Crowe worked on the U.S.-based sales team at Fjord Seafood ASA, a leading global aquaculture company whose principal business involved salmon farming in South America

and Europe. Before Fjord he worked as a sales & marketing representative for Lonely Planet Publications, a global travel-focused media firm. Prior to joining Lonely Planet Publications Crowe started his career as a marketing consultant with technical outdoor sporting equipment manufacturers in the Latin American sporting goods market. Crowe received his BA in business administration from Western State College of Colorado (1997).



## CHRIS DAVIS, CFP, CIMA

### United Methodist Foundation of Western North Carolina

Chris Davis has served the United Methodist Foundation of Western North Carolina since 1987. He has served as Chair of the Investment committee since 2000. Chris presently also

serves the boards of Aldersgate, a Methodist retirement community in Charlotte NC, the United Methodist Church Foundation in Nashville, Tennessee and the Economic Advisory Committee to the Secretary General of the United Methodist Church. He is the past chairman of Hospice and Palliative Care in Charlotte.

Chris currently is Wells Fargo Advisors Premier Advisor with Davidson Wealth Management. He holds a Certified Financial Planner™ certification and the Certified Investment Management Analyst and PIM Portfolio Manager designations, and he is a graduate of the Securities Industry Institute program held at the Wharton School of the University of Pennsylvania. In addition, Chris is a member of the Investment Management Consultants Association. He holds a bachelor's degree in economics from the University of North Carolina at Chapel Hill.

## MODERATOR AND SPEAKER BIOS CONTINUED



### BRYAN DECKER

#### Evaluation Associates

Bryan is a principal, managing director, and chief investment strategist at Evaluation Associates. He joined the firm in 1993. Bryan brings broad industry experience and proven leadership skills to the firm. He has overall responsibility for the management of Evaluation Associates, including client service, manager research, and business development. In his role as chief investment strategist, Bryan develops both short-term and long-term views of market opportunities. He is chair of the firm's Executive Committee and is a member of the firm's Asset Allocation Committee. Bryan is also part of Milliman's Investment and Marketing Strategic Planning Groups.

Bryan first joined Evaluation Associates as an analyst covering alternative strategies for Evaluation Associates Capital Markets, and subsequently joined the consulting practice in 1997. While director of the firm's research department, Bryan managed and coordinated activities across the various asset class teams, ensuring consistency in the firm's investment manager due diligence process, market evaluation, and manager search process. As director of alternative research, Bryan oversaw Evaluation Associates' efforts in the alternatives arena, including private equity, real estate, hedge funds (fund of funds), and commodities.



### KERRY DEMPSEY

#### The Capital Group Companies

Kerry S. Dempsey is a vice president and relationship manager. She has consultant relations responsibilities for the Eastern United States. She joined Capital in 1997 after spending two years as a hedge-fund portfolio accountant for Siegler, Coltery & Co. Before that, she spent almost two years as an account administrator in the Employee Stock Purchase department of Smith Barney, Inc. Ms. Dempsey earned her BS in business administration from Boston University and is based in New York.



### LAURA K. ESPOSITO

#### First Eagle Investment Management

Laura is a Vice President for Consultant Relations on the First Eagle Investment Management Institutional Sales and Marketing team. She is responsible for developing and managing strategic relationships with investment consultants across the Midwest and West Coast and brings the team more than 11 years of industry experience.

Prior to joining the Firm in 2009, Laura was a Vice President of Consultant Relations at Goldman Sachs Asset Management (GSAM). Before joining the Consultant Relations team in August 2006, she managed relationships with corporate, endowment and foundation clients as a member of GSAM's U.S. Institutional Mid Markets team beginning in 2005.

Laura began her career in 1998 at Lord, Abnett & Co. where she held various positions, most recently as a Director of Defined Contribution (DC) Services, offering Lord Abnett's equity and fixed income products to DC plans, retirement platform providers and various investment consultants. Laura earned a B.S. in Marketing from Villanova University.



### JACK GASTLER

#### Acadian Asset Management

Mr. Gastler is a Senior Vice President of Acadian and a key member of the marketing and client service team. He focuses on institutional public fund clients and prospect relationships.

Jack has over 30 years of sales and marketing experience in the financial services industry including working with public funds and their consultants at Nicholas-Applegate, heading the Public and Taft-Hartley Sales Teams at Deutsche Asset Management (formerly Morgan Grenfell), and held various marketing and sales positions at CIGNA and Merrill Lynch. Jack is a member of the Executive Committee of the National Association of Retirement Administrators (NASRA) as well as numerous national and state public fund associations. He sits on the Investment Advisory Committee of the Xaverian Brothers Worldwide, and is a Trustee/Board Member of Mercy High School in Middletown, CT. Jack has a BA in Economics and Political Science from Columbia University.

## JOHN GIRARD

### **Boca Raton Police and Fire Retirement System**

John Girard has been a Trustee of the City of Boca Raton Police & Firefighters' Retirement System for 28 years. His professional career encompassed President of the National Stock Exchange, Director of the Depository Trust, Executive Vice President of Girard Bank, Executive Vice President First National Bank of Palm Beach and Executive Vice President of Kennedy Capital Management. Mr. Girard is currently a private investor.

## MARTHA DELGADO

### **Wells Capital Management**

Martha Delgado joined WellsCap on March 1, 2010, and is responsible for sales and client service for the firm's international business development efforts. Prior to this, she served as vice president of Atlantic Asset Management where she was responsible for institutional marketing and consultant relationships in the Eastern United States and the Caribbean. Earlier, Martha held positions as a principal and senior relationship manager for State Street Global Advisors and as a portfolio associate and equity analyst for Solomon Smith Barney. She earned bachelor's degrees in international economics and international affairs from Florida State University, Tallahassee, and a master's degree in business administration with an emphasis in finance and management from the Goizueta Business School at Emory University, Atlanta. Martha has earned the right to use the CFA designation and is a member of the CFA Society of San Francisco and CFA Institute.

## ROBERT HERING

### **Cogent Alternative Strategies**

Bob, a Managing Director responsible for the endowment, foundation and consultant marketplace at Cogent Alternative Strategies, has 25 years of sales, marketing and leadership experience in the financial services sector. Prior to joining Cogent, he was an Executive Vice President and head of Sales and Marketing for Carret and Company, an asset management firm based in New York City, where he was responsible for strategic direction and tactical implementation of the sales and marketing plan for a high net worth firm looking to expand its business model to include an institutional clientele. Before Carret, Mr. Hering served in various roles in the financial

services business, including Division Head and member of the Executive Committee at First Data Investor Services and Assistant Division Head for the Furman Selz mutual fund group. Mr. Hering is a member of the Board of Trustees of Rutgers University, where he is the Chairman of the Joint Investment Committee of the approximately \$500 million Rutgers Endowment. Mr. Hering is also a frequent speaker to school, community and business groups on leadership.



## ED HETHERINGTON

### **UPS Investments Group**

Ed Hetherington is the Portfolio Manager, Global Equity for the UPS Investments Group. The UPS Investments Group is responsible for approximately \$16 billion in assets held for the UPS defined benefit plans.

In this role, Ed has responsibility for the plan's domestic and international equity portfolios totaling approximately \$8.5 billion in assets. Ed's role includes manager selection and due diligence, portfolio allocation, as well as risk and performance monitoring.

Ed began his career at UPS in 2001 with the company's Mergers & Acquisitions Group. In this role he took part in over 20 M&A transactions including UPS's acquisitions of First International Bank, Mail Boxes Etc., Menlo Worldwide Forwarding, and Overnight Transportation. Ed also served on special assignment as the Finance Coordinator for the integration team tasked with combining 15 acquired companies to create the UPS Supply Chain Solutions business unit.

Prior to his current role, Ed was a member of the UPS Risk Management Group where he was responsible for the management and placement of UPS's casualty insurance programs, oversight of UPS's captive insurance company, as well as the analysis and modeling for UPS's workers compensation and auto liability portfolio (approximately \$5.5 billion in ultimate loss). Ed also played a key role on the development team for UPS's corporate Enterprise Risk Management initiative.

Ed holds a Bachelor of Science in Economics from The Wharton School of the University of Pennsylvania.



## MODERATOR AND SPEAKER BIOS CONTINUED



### JOANNE HICKMAN

#### Northern Trust Global Investments

Joanne Hickman is a Senior Vice President, Managing Director and Global Head of Consultant Relations for Northern Trust Global Investments at Northern Trust - Chicago. Joanne will lead all efforts representing Northern Trust Global Investments and its investment capabilities to the global investment consultant community.

Prior to joining NTGI, she was Head of Consultant Relations for UBS Global Asset Management. Her extensive background includes roles with State Street Research & Management and with Zurich Investment Management (formerly Kemper Asset Management). Joanne has a first-hand understanding of the needs of consultants and their clients having been a consultant with Ennis, Knupp & Associates for 10 years. Her passion for the investment industry is evidenced by her involvement with The Women Investment Professionals (WIP) Association in Chicago, of which she is a cofounder.

She earned a B.S. from Elmhurst College and a M.B.A. from Loyola. She is Series 7, 24 and 63 licensed.



### TIM HILL

#### Mirae Asset Global Investments (USA)

Timothy Hill is Head of North American Sales for Mirae Asset Global Investments (USA). Prior to joining Mirae Asset, he held various hedge fund and fund of funds sales positions at Lehman Brothers, from 2002 to 2008. From 1990 to 2002, he held various derivatives sales and trading positions globally for O'Connor and Associates, Swiss Bank Corporation, Tree Path Hill LLC and Kovell-Caldwell LLC in Philadelphia, New York, London, Zurich, Chicago and San Francisco.

Tim graduated from the Wharton School of the University of Pennsylvania with a BS in Economics in 1990.



### DAVID HYMAN, CFA

#### Evaluation Associates

David is a principal and director of consulting services at Evaluation Associates. He joined the firm in 1999. David assists his clients in developing and implementing their unique investment strategies to help them meet their long-term goals and objectives. He works with a variety of clients, which include corporations, endowments, foundations, and financial intermediaries. In addition to his client responsibilities, David is a member of Evaluation Associates' Executive Committee. He also serves on Milliman's Employee Benefits Steering Committee.

Prior to joining Evaluation Associates, David worked as an investment research analyst at American Planning Group, a financial planning and asset management firm that serves high-net-worth individuals. He worked with clients on developing asset allocation strategies, provided quarterly performance reports, and conducted mutual fund research.



### JOHN KEANE

#### Police and Fire Pension Fund

John Keane has served as the Executive Director-Administrator of the Fund since 1990. Joining the Sheriff's Office in 1962 and transferred to the re-organized Fire Rescue Department on February 1, 1969, Mr. Keane also earned AA and AS degrees from FCCJ and a BS degree from Southern Illinois University majoring in Workforce Education and Training. He was an active member of the Fraternal Order of Police (Lodge 30), an elected Board Member of the Jacksonville Association of Firefighters, the Pension Advisory Committee, and the Pension Board of Trustees. John was elected to the first independent Police and Fire Pension Fund Board of Trustees.

John has served on both the Public Employee and Administrators Committee for the International Foundation of Employee Benefits Plans, served five years on the Executive Board of National Conference on Public Employee Retirement Systems, and four terms as a Member of the Board of Directors of the Coalition to Preserve Retirement Security. He also is a member of the Government Finance Officers Association Focal Group, the Florida Government Finance Officers Association,

and the American Legion Post 137. John is a member and past Chairman of the Fire Science Advisory Committee at Florida Community College, Vice Chairman of the Jacksonville Fire Credit Union Executive Board, and the former Executive Director of the Badge of Honor Foundation.

Certified as a Chartered Pension Professional and Certified Retirement Administrator through INFRE.



## SCOTT KEARNEY

### Turner Investment Partners, Inc.

Scott J. Kearney is Managing Director of institutional sales and consultant relations at Turner Investment Partners. He is responsible for managing the institutional sales team efforts and building and maintaining relationships with consultants and plan sponsors. He has worked at Turner since 1995 and has 25 years of investment experience.

Prior to joining Turner, Mr. Kearney was a Vice President in institutional marketing for The Stanley-Laman Group, Ltd. He was also previously employed with First Capital Analysts, Inc. Mr. Kearney received a bachelor's of science degree in Finance and Marketing from the University of Richmond. He is a member of the Association of Investment Management Sales Executives Board of Directors, the Council of Institutional Investors and the National Conference on Public Employee Retirement Systems.

Turner Investment Partners is an investment management firm that's employee-owned and based in Berwyn, Pennsylvania. As of December 31, 2009, the firm managed approximately \$17.7 billion in equity investments for institutions and individuals.



## MARK KELLIHER

### Deluxe Corporation

Mr. Kelliher is currently the Senior Manager, Retirement Plans of the Deluxe Corporation. His past work experience includes; University of Minnesota Hospital and Clinics as a Clinical Pharmacist, Principal Financial Securities as an Investment Analyst, U.S. Bank First American Funds as an U.S. Bank First American Funds Portfolio Manager and Nicollet Investment Management as a Private Client Advisor.

Mr. Kelliher has a B.S. from the University of Minnesota in Pharmacy and an MBA from the University of St. Thomas. Mr. Kelliher is also a Charterholder of the CFA Institute



## STEVE KNEELEY

### Ardmore Partners, LLC

Stephen Kneeley is President and CEO of Ardmore Partners, a consultant to asset management firms. Steve was one of the founders of Turner Investment Partners and was responsible for all non-investment functions as it's CEO. Steve has also been Managing Partner of Brandywine Global and Senior Partner at Logan Circle Investments. Steve serves on the Board of Trustees of The University of Richmond and presently Chairs its Investment Committee, Spider Management.



## ERIK KNUTZEN

### New England Pension Consultants

Mr. Knutzen joined NEPC in 2008 as Chief Investment Officer. Erik is responsible for overseeing Investment Research at NEPC, and developing and communicating investment strategy. Research at NEPC is comprised of a team of over 30 professionals working closely with NEPC's consultants and client support analysts. The Research team has dedicated groups focusing on Alternative Investments (including Absolute Return Strategies and Private Markets Strategies), Traditional Strategies, and Asset Allocation. Erik is also responsible for leading investment strategy development at NEPC including; asset allocation recommendations, market assessment and outlook, and new asset class and investment strategy identification. Erik is a member of the Traditional and Alternative Research Due Diligence Committees. The committees meet regularly to evaluate investment strategies for recommendation to clients and to review events that impact the investment management community. Additionally, Erik is a member of the firm's Management Group and was elected a partner in 2009.

Erik has 22 years of experience in the financial services industry, and was mostrecently Director, Institutional Strategies at RiverSource Investments, LLC. While

## MODERATOR AND SPEAKER BIOS CONTINUED

there, Erik was responsible for positioning key investment capabilities and for institutional product development ranging from traditional long-only strategies to 130/30, absolute return, and hedge fund strategies. Prior to joining RiverSource, Erik worked at several investment firms including: Standish Mellon; Garret Capital Management; Putnam Investments; and the Minneapolis-based consulting firm of Jeffrey Slocum & Associates.

Erik earned his M.B.A. from Harvard University in 1990 and his B.A. from Williams College in 1986. Erik holds the Chartered Financial Analyst designation and is a member of the CFA Institute and Boston Securities Analyst Society.

## ALAN KOSAN

### Rogerscasey

Alan Kosan leads our Alpha Investment Research Group, responsible for Fundamental/ Quantitative Manager Research. Prior to his present position, Alan headed the Non-Traditional Research Group, which includes private equity, hedge funds, real estate, infrastructure and natural resources. Alan is a member of the Fiduciary Investment Review Committee, which provides oversight for our fully discretionary relationships, and the firm's Management Committee. Prior to joining Rogerscasey in 2005, Alan was Director, Consultant Relations and Institutional Marketing for Henderson Global Investors North America, a multi-asset class investment manager. Some of Alan's responsibilities at Henderson included serving as the lead distribution specialist for the firm's Global Private Equity Fund of Funds in North America and ad-hoc member of its Investment Committee, and as the Director of a diversified, open-end comingled real estate fund. Before Henderson, Alan was the head of the Alternative Investment portfolios at both the Philip Morris and United Technologies Corporation pension funds. Earlier in his career, Alan served in a variety of management positions with both real estate and private investment groups. During his 20 years of alternative investment experience, Alan has served as an institutional limited partner or advisor to limited partners in over 90 private equity funds representing in excess of \$1.1 billion of committed capital. Alan has also served on a number of private equity and real estate fund Advisory Boards.

Alan graduated with a B.A., *summa cum laude* with distinction, from Boston University's College of Liberal Arts and a Juris Doctor degree from Emory University School of Law. He is a NASD licensed Series 7 and 63 Registered Representative. Alan currently sits on the United Way of the Capitol Region and Connecticut Public Broadcasting, Inc. (CPTV) Endowment Investment Committees.



## NATE KROGMAN, CFA, CAIA

### Hewitt Associates

A senior investment consultant based in Lincolnshire, Illinois, Nate serves as the U.S. Head of Manager Research and the Global Co-Head of Equities and is a member of the U.S. Investment Committee. In his role, he maintains leadership and oversight for manager research conducted in all asset classes throughout the U.S. and equity research conducted across the globe. In addition to his manager research responsibilities, he consults to defined benefit, defined contribution and endowment clients on a wide range of topics including investment program structures, policy development, risk management and investment manager evaluation and selection. Nate has presented at conferences on Pension Risk and is also a member of Hewitt's Retirement and Financial Management Defined Contribution Team, tasked with thought leadership on defined contribution topics. He holds a BA degree in Economics and Finance from Augustana College. Additionally, he holds the Chartered Financial Analyst designation and is a member of the CFA Institute and the CFA Society of Chicago as well as the Chartered Alternative Investment Analyst designation. He joined Hewitt Investment Group in 1998.



## DAVID KUPPERMAN

### Alternative Investment Management

David G. Kupperman joined Alternative Investment Management in July of 2005 as a partner. Prior to joining the firm, David worked as a Managing Director and member of the Executive Committee of Paloma Partners Management Company, a multi-strategy hedge fund. Prior to Paloma, David worked at The Carlyle Group, one of the world's largest private equity firms. At Carlyle, he most recently served as the Principal of Product and Business

Development, reporting directly to the firm's co-founder. Prior to Carlyle, David was a Vice President in both the Private Equity and Portfolio Strategy Groups at Goldman, Sachs & Co. In his role in portfolio strategy, he authored papers on asset allocation and helped develop Goldman's quantitative asset allocation framework for high net worth investors. Additionally, he worked with individual ultra-high net worth clients in establishing their asset allocations and investment strategies. While in the private equity group, he worked on secondary private equity transactions, fund performance analysis, and the structuring of private equity investment programs for Goldman clients. He currently serves as a member of the Executive Committee of the Investment Management Division of the UJA Federation of New York and was a trustee of the Solomon Schechter Day School of Bergen County. David holds a M.A. and a Ph.D. in Physics from The Johns Hopkins University and a B.A. and a M.E. from Cornell University.



## MATT LUGAR

### Gruss & Co.

Matt is responsible for new business development and investor relations at Gruss & Co., a \$2.2bln global event driven hedge fund. Prior to joining Gruss, Matt was Head of

Marketing for the Americas at Deutsche Bank in their internal hedge fund group, DB Advisors. From 2001 to 2005, Matt was Global Director of Business Development and Associate Portfolio Manager for Schafer Capital Management. Matt earned a B.S. in Management Science from Virginia Tech.

## STEPHANIE LYNCH, CFA

### Global Endowment Management LP

Ms. Lynch is a founding partner of Global Endowment Management, an investment firm that manages \$1.4 billion in assets for institutional investors, family offices and individuals, using a fund structure which seeks to replicate the investment style employed by leading university endowments. Prior to forming GEM in February 2007 with partners Thrus Morton and Hugh Wrigley, previous with Duke University Management Company (DUMAC), she was previously Chief Investment Officer for The Duke Endowment, a \$3.3 billion private foundation based in Charlotte.

Ms. Lynch serves as Trustee, Presbyterian Hospital Foundation; director, Novant Asset Management Company; chair, investment committee for Charlotte Country Day School; and member, investment committee for the Baby J Fund, a private foundation supporting medical research for pediatric cancers. Ms. Lynch has a Chartered Financial Analyst (CFA) designation and holds a BS degree in Finance from Florida State University. She lives in Charlotte, NC with her husband and three children.



## LIANA MAGNER, CFA

### Mercer Investment Consulting, Inc.

Liana Magner is a principal, senior investment consultant and the New England Market Leader for Mercer Investment Consulting, Inc. Her responsibilities include monitoring investment programs, evaluating and selecting investment

managers and developing investment policies and objectives. She provides these services to both defined contribution and defined benefit plans for a variety of corporate, healthcare, foundation and endowment plan sponsors.

In addition, Liana is a member of the US Ratings Review Committee, Target Date Fund Strategic Research Committee, and is a member of the national Defined Contribution Specialty Group. Liana spent seven years in Mercer IC's Boston office, followed by four years in Atlanta, before returning to New England.

Prior to joining Mercer IC in 1998, Liana worked in the investment management industry as a marketing analyst at Quadra Capital Partners, and previously in operations at Boston Investor Services.

Liana has a BA, cum laude, in economics from the University of New Hampshire. She is a CFA® charterholder and a member of the CFA Institute and the Atlanta Society of Security Analysts.



## JEFF MARGOLIS, CFA, CPA

### Margolis Advisory Group

Jeffrey Margolis has spent more than 25 years in the investment management industry focusing on sales, marketing, client service, and product management. A hallmark of Mr. Margolis' career has been a strategic understanding of industry

dynamics as well as a hands-on approach to management

## MODERATOR AND SPEAKER BIOS CONTINUED

and leadership of the businesses and people under his responsibility. With this expertise, he assists investment organizations in designing effective distribution and marketing strategies, converting those strategies into complete business models through successful execution.

Mr. Margolis began his investment career with Continental Asset Management, a specialist in managing insurance portfolios, where he spent 11 years managing investment strategy, sales and client service. At the time of his departure, he was Chief Operating Officer. He later joined Morgan Stanley to build its insurance asset management business. During his nine years at Morgan Stanley, Mr. Margolis built and managed the insurance asset management business, the intermediary distribution business, and grew and managed the institutional business, for which he had global responsibility. In each of these businesses he had responsibility for distribution, marketing, and product management.

In 2004, Mr. Margolis was recruited by TIAA-CREF to grow its newly launched institutional investment management business. Subsequently, his role was expanded to lead business development across all distribution channels. During his tenure at TIAA-CREF, Mr. Margolis created and managed institutional sales, including a specialization in real estate with global distribution, defined contribution sales, client portfolio management, and wholesaling to affiliated platforms. In addition, he re-evaluated the sales effort to Registered Investment Advisors, and developed detailed multi-year plans to grow the entire asset management business.

Mr. Margolis earned a BA in Economics from Cornell University and an MBA in Finance and Accounting from Cornell's Johnson School of Management. He holds both a CPA and CFA designation.



### OBIE MCKENZIE, MBA

#### BlackRock

Since 1972, Obie L. McKenzie has served the financial services industry in asset management, commercial banking, trade finance, investment banking, corporate treasury and brokerage.

Mr. McKenzie is currently a Managing Director at BlackRock in the Global Client Group. BlackRock is one of

the largest publicly traded investment management firms in the United States. During his career he has held positions as Managing Director at Merrill Lynch Investment

Managers (1990–2006) Executive Director at UBS Asset Management and Managing Director at Chase Investors (1987 to 1990). From 1984 to 1987, Mr. McKenzie was President and founder of McKenzie & Company, a NASD registered broker dealer. During the late 1970's and early 1980's, Mr. McKenzie held positions at Citibank, Chemical Bank and Freedom National Bank as a commercial banker. Mr. McKenzie was also Manager of Banking and Pensions at the New York Times in 1975 and Corporate Finance Associate for Morgan Stanley in 1972. Mr. McKenzie has served as President of the Association of Investment Management Sales Executives (AIMSE); founding board member of the TOIGO Foundation and Associate Advisor to the Texas Association of Public Employees Retirement Systems (TEHPERS). He was also a founding board member of the National Association of Securities Professionals (NASP), where he received the Wall Street Hall of Fame Award in February, 2001.

Mr. McKenzie is a published writer, an accomplished public speaker and vocalist and has been an Expository Bible teacher for over 20 years.

Mr. McKenzie graduated from Tennessee State University in 1967 and received his MBA in Finance from Harvard Business School in 1972.



### JULIE H. MOORE

#### Rocaton Investment Advisors, LLC

Julie Moore is a Founder and Partner of Rocaton where she leads the international and global equity research effort. Julie is responsible for leading the qualitative and quantitative analysis of investment management organizations and their products as well as for general asset class coverage. Julie is also instrumental in working with clients on investment manager searches in all parts of the international equity universe including non-U.S. developed markets, emerging markets and global equity. Julie joined Rocaton after 5 years at Barra RogersCasey where she served as Director and Head of International Equity Research and was previously part of a client relationship and consulting team. Julie has also served as



a Portfolio Manager with Bankers Trust Company. Julie earned an M.B.A. at Amos Tuck School of Business at Dartmouth College and a B.S. in Business Administration at Skidmore College.



## JEFF NIPP, CFA

### **BlackRock Multi-Asset Client Solutions (BMACS)**

Jeffrey Nipp, CFA, Managing Director, is a member of the BlackRock Multi-Asset Client Solutions (BMACS) group, which is responsible for developing, assembling and managing investment solutions involving multiple strategies and asset classes. Within BMACS he is responsible for selecting and monitoring internal and external managers for multi-asset portfolios as well as for fiduciary assignments.

Prior to joining BlackRock in 2008, Mr. Nipp spent ten years with Watson Wyatt Investment Consulting, most recently as Global Director of Manager Research Governance. Previously, he was Director of Investment Manager Research with Towers Perrin, and worked with Confederation Life Insurance Company as a group pension marketing analyst.

Mr. Nipp earned a BBA degree in management and communications from Mercer University and an MBA from Duke University. He is a CFA charterholder.



## TRACEY NYKIEL, MBA

### **EnnisKnupp**

Tracey, associate, manages consulting assignments for several retainer and project clients. Tracey is also a member of the firm's investment manager research group and assists with client projects that require her expertise.

Prior to joining EnnisKnupp in 2004, Tracey was a senior research analyst at Hedge Fund Research, Inc. Her past experience also includes working as an investment analyst at Mercer Investment Consulting, as well as a registered sales assistant with Smith Barney.

Tracey holds an M.B.A. from the University of Chicago Booth School of Business. She also has a B.A. degree from Rutgers University and studied abroad at the Université François Rabelais in Tours, France.

## LUKE O'NEILL, CFA

### **Wilshire Associates**

Luke O'Neill, vice president, is the Head of the Manager Research Group of Wilshire Associates. He has 11 years of industry experience and is based in Wilshire's Pittsburgh office. Prior to joining Wilshire in 2004, he worked as a Senior Financial Planner for The Ayco Company, a Goldman Sachs company, as an advisor to high net worth corporate executives regarding asset allocation, manager selection, and other financial issues. In addition, he has experience in actuarial science and pension administration. Mr. O'Neill received a B.S. in Applied Mathematics and a M.S. in Organizational Leadership from Geneva College. He also received an M.B.A. in Finance from the Tepper School of Business at Carnegie Mellon University. Additionally, he is a CFA charterholder.



## CHRISTOPHER PAOLELLA

### **Perimeter**

Chris Paoella is a founding partner of Perimeter and a member of the management committee. As Perimeter's Director of Marketing and Consultant Relations, Chris brings institutional sales, marketing and management experience since 1985 from Trusco Capital Management and Great-West Life and Annuity. At Trusco, Chris was a Managing Director in charge of consultant relations and institutional sales, which included Public Funds and Taft Hartley Plans. Chris earned his B.A. from the University of Richmond (1985).



## RON PEYTON, MBA

### **Callan Associates Inc.**

Ronald D. Peyton is Chairman and Chief Executive Officer for Callan Associates Inc., a privately held, employee-owned firm whose mission is to deliver superior consulting solutions that help clients achieve their investment and business objectives.

Mr. Peyton joined Callan Associates in 1974. Since that time, he has worked with many large institutional investors to effectively plan, structure, and evaluate investment programs, products and organizations. He is a frequent speaker at industry investment conferences and meetings.

## MODERATOR AND SPEAKER BIOS CONTINUED

Mr. Peyton serves on the Board of the United Way Bay Area and is a member of its Road to Recovery Cabinet. He was previously a member of the Kelley School of Business Dean's Council at Indiana University, and currently serves as a Dean's Council "Counselor." He was past President of the Governing Board of the Filoli Center (a National Trust for historic preservation property) where he still serves on the Executive Committee, Compensation Committee, Audit Committee and is Chairman of the HR Committee. Mr. Peyton is a former member of the Advisory Board of the University of California at Berkeley Extension and The Castilleja School Investment Committee. From 1990 to 1999, he served on the AIMR Performance Standards Implementation Committee. He is an advocate of the Vista Center for the Blind and Visually Impaired where Callan Associates has been a fundraising sponsor for over 20 years.

Mr. Peyton is Chairman of Callan's Management Committee. He is Chairman of the Board of Directors and a shareholder of the firm.

Prior to joining Callan Associates, Mr. Peyton worked with Marathon Oil Company's pension investments, in addition to handling other financial responsibilities. Mr. Peyton earned a B.S. degree in Accounting and an M.B.A. degree in Finance at Indiana University.



### GEORGE REIDEL, MBA, CIMA

**T. Rowe Price Group, Inc.**

George Riedel is a vice president of T. Rowe Price Group, Inc., T. Rowe Price Associates Inc., and T. Rowe Price Investment Services, Inc. He is head of intermediary distribution in the Third Party Distribution division of T. Rowe Price. Prior to joining the firm in 1998, George was a vice president of the Global Bank Group at Federated Investors. He earned a B.S. in finance and economics from Alfred University and an M.B.A. in marketing and strategic planning from the University of Pittsburgh. George is a Series 6, 7, and 63 registered representative and a Series 24 Registered Principal and holds his Certified Investment Management Analyst (CIMA) designation.



### PHILIP SCHNEIDER, MBA

**Towers Watson Investment Consulting**

Philip J. Schneider is a Director of Advanced Investment Solutions for Towers Watson Investment Consulting. He assists clients in establishing investment policies and objectives, and implementing the policy established which includes selecting investment managers, rebalancing and maintaining asset allocation, communication with investment managers, and investment performance monitoring.

Prior to joining Watson Wyatt in 1987, Mr. Schneider had over sixteen years experience with various corporations where he was involved in the management of pension and savings plan assets including establishing policies and objectives, manager selection and performance measurement. In addition, Mr. Schneider had responsibility for the administration of savings plan programs. He was Assistant Treasurer Employee Trust at Baxter Travenol Laboratories, Inc. and, prior to that, at American Hospital Supply Corporation and United Airlines.

Mr. Schneider holds a Bachelor of Science in Business Administration from the University of Illinois-Chicago, and an MBA in Finance from Northwestern University. He served on the Executive Committee of the National Investment Sponsor Federation.



### FERNAND SCHOPPIG

**FS Associates, Inc.**

Fernand Schoppig is the President of FS Associates, Inc. an international financial consultant specializing in money management counseling, both on the traditional and alternative investment side. Furthermore, the firm has as business consulting practice that specializes in cross-border strategic alliances in the money management arena, particularly between Europe and the United States.

Before establishing FS Associates in 1988, Mr. Schoppig ran the Private Banking and Asset Management Department of Bank Leu's New York Branch, where he was responsible for establishing global investment policy and the development of unique "niche" products in international financial planning.

geared towards foreign and domestic high net worth individuals. Prior to joining Bank Leu, Mr. Schoppig was a co-founder and an Associate Director of SBC Portfolio Management International, New York, an affiliate of UBS's predecessor Swiss Bank Corporation, specializing in global asset management for institutional clients. He was also the firm's compliance officer, directly responsible for all legal administrative and strategic planning matters. In Switzerland, Mr. Schoppig was a global investment strategist with the Swiss Bank Corporation and other leading banks.

Fernand Schoppig was born in Basel, Switzerland where he received his basic education in banking and investment management. He was awarded the Swiss Federal Banking Diploma, the highest educational degree in Swiss banking. Mr. Schoppig is also a Certified Financial Planner, a Certified Investment Management Analyst and a Certified Investment Management Consultant.

Mr. Schoppig, is a sought after domestic and international speaker on issues pertaining to the global investment management industry. Mr. Schoppig is a past member of the Board of the Institute for Certified Investment Management Consultants.



## **MATTHEW SHIRILLA, MBA**

### **Callan Associates, Inc.**

Matthew J. Shirilla is a Vice President in Callan's Chicago Fund Sponsor Consulting Office. Matt works with a variety of fund sponsor clients in the Midwest region including defined benefit plans, defined contribution plans, multi-employer plans, endowments and foundations. His responsibilities include strategic planning, implementation, performance evaluation and continuing education. Matt is also a member of Callan's Defined Contribution Committee.

Prior to joining Callan in 2007, Matt worked as a Consultant at Stratford Advisory Group, Chicago Il., where he was a consultant for institutional clients in a lead and supporting role, and led the Non-U.S./Global Equity Research Team. He also worked as a FX Options Broker Assistant at Cantor Fitzgerald.

Matt received a B.A. in Economics from Hobart College (Geneva, NY) and is currently pursuing his MBA at DePaul University's Kellstadt Graduate School of Business.



## **BRUCE SIMON, MBA, CFA**

### **Ballentine Partners**

Bruce is the Chief Investment Officer and a Senior Investment Advisor at Ballentine Partners. Ballentine Partners is a globally recognized multi-family office and investment advisory firm with clients in the US, Canada and Europe.

Its Family Office division serves families with assets of \$20 million or more. Bruce is responsible for the oversight of all of the investment activities for the firm, and also works directly with a number of the firm's clients. Bruce is also a member of the firm's Management Committee.

Bruce has more than 25 years of experience in the investment industry. Prior to joining Ballentine Partners, Bruce was the Managing Director and Chief Investment Officer for Morgan Stanley's Private Wealth Management business in New York, a specialized group of investment professionals serving family clients with investment assets in excess of \$25 million. At Morgan Stanley, Bruce managed a staff of more than 60 people responsible for asset allocation, manager research, due diligence and portfolio management. Before that, he served as Chief Investment Officer for Glenmede Trust Company in Philadelphia, where he was responsible for the firm's \$15 billion in assets under management. Among his direct responsibilities was the management of the Pew Charitable Trusts, one of the largest private foundations in the United States. Bruce began his investment career at Wells Fargo Bank in San Francisco in a variety of investment management related roles.

Bruce received a MBA in Applied Economics from George Washington University and a BS degree from Penn State University. Bruce holds the Chartered Financial Analyst (CFA) designation. Bruce has made numerous appearances on CNBC and Bloomberg television and has been quoted frequently in the financial press. Bruce is a member of the CFA Institute.

## MODERATOR AND SPEAKER BIOS CONTINUED



### KIERAN STOVER

#### Arnerich Massena

Kieran Stover is the director of business development for the Foundation and Endowment and Wealth Management practices at Arnerich Massena, responsible for client relations, developing and generating sales, and formulating marketing goals and objectives. He joined the firm in 2009.

Mr. Stover brings ten years of experience in sales and marketing in the finance industry. Prior to joining Arnerich Massena, he worked with Forward Management, LLC as vice president of institutional sales and consultant relations, where he led the development of marketing collateral and established an institutional sales plan. He also served as vice president of sales for Zephyr Associates, Inc., maintaining relationships with foundations and endowments, asset managers, and consultants. Mr. Stover also served in sales and marketing at Advent Software, Inc.

Kieran Stover earned his Bachelor of Science in Marketing from Arizona State University. He currently holds a NASAA Series 65 license and is a former FINRA Series 7 and 63 license holder.



### SALLY STALCUP

Sally M. Stalcup founded Stalcup Consulting in 2007, which provides strategic consulting services ranging from strategic marketing and messaging, to presentation coaching, win/loss reviews and sales/client service strategies to the financial services industry. Prior to launching

Stalcup Consulting, Sally led the presentation coaching and research practices at Charnley & Røstvold, Inc. Her responsibilities included business development, relationship management, and the structuring and delivery of the firm's research and coaching services. Sally has 15 years of investment industry experience and is a frequent speaker at industry conferences.

Prior to joining the investment management industry, Sally taught French and African Studies at Anneliese's School in Laguna Beach, CA. She also served as a Peace Corps Volunteer in Zaire (Democratic Republic of the Congo) and Cameroon, Africa. She holds a BA in Psychology from Arizona State University.

#### Affiliations

- Evelyn Brust Financial Research and Education Foundation, Board of Trustees
- AIMSE, Association of Investment Management Sales Executives, Member
- PAICR, Professional Association for Investment Communications Resources, Advisory Board Member and Member (former President and Board of Directors Member)
- 100 Women in Hedge Funds, Member
- Toastmasters, served as President of Toastmasters, Dana Point, CA Chapter

### JOE THOMAS, CFA

#### BJC Healthcare

Mr. Thomas is the Treasury Director for BJC HealthCare, a 13-hospital system with revenue of \$3.4 billion and 26,500 employees. Joe joined BJC in 2007 and brings 20 years of investment, capital markets and treasury experience. Joe had a degree in Statistics and Applied Mathematics before earning an infinitely more practical Masters in Business Administration from St. Louis University. He is a CFA charterholder since 1996.



### DAVID TITTSWORTH

#### Investment Adviser Association

David Tittsworth is a native of the State of Kansas. He received his B.A. degree from the University of Kansas in 1975 and his law degree from the University of Kansas School of Law in 1978.

Mr. Tittsworth served a significant portion of his professional career in the public sector, where he held positions in all three branches of government. He began his legal career as a research attorney for the Kansas Court of Appeals in 1978. Thereafter, he held various positions in state government, including his appointment as Chief Counsel of the Department of Transportation in 1983, where he supervised a staff of attorneys and advised the Department on a wide variety of legal and administrative issues. In 1985, David joined the bond counsel firm of Gilmore & Bell in Kansas City, where he advised state and municipal officials on various tax-exempt issues. Upon moving to Washington, D.C. in 1987, Mr. Tittsworth first served as Associate Staff on the House Budget Committee. He accepted a position as Senior Counsel to the House

Subcommittee on Transportation, Trade, and Hazardous Materials in 1989. In 1991, he left Capitol Hill to become General Counsel and a partner with a government relations firm (now Chambers, Conlon & Hartwell), where he represented the Investment Adviser Association and other clients. In 1992, he returned to Capitol Hill to serve as Counsel of the House Committee on Energy and Commerce, a position he held until joining the IAA as Executive Director and Executive Vice President in October 1996.

Mr. Tittsworth oversaw the relocation of the Association's offices from New York to Washington, D.C. early in 1997. Today he manages all of the Association's activities, including its involvement in a wide variety of legislative, regulatory, compliance, educational, and business issues that affect the investment advisory profession.



## WESTON TOMPKINS, CFA

**Watson Wyatt Investment Consulting, a Towers Watson Company**

Weston Tompkins is the investment consulting practice leader in the southeastern U.S. for Watson Wyatt Investment Consulting, a Towers Watson company. Weston is responsible for managing and guiding the talents and resources of the investment consulting practice in the Southeast, and is located in the firm's Atlanta office. As a senior investment consultant, Weston assists various types of clients with the design, implementation, and on-going evaluation of their investment programs. Weston is a member of Watson Wyatt's hedge fund of funds "ASK" team and target date funds "ASK" team. Weston also is a member of WVIC's U.S. Investment Committee, which is responsible for ensuring that our investment advice is consistently delivered across WVIC's U.S. client base.

Weston has seventeen years of experience providing investment consulting services to defined benefit plans (both corporate and public), defined contribution plans (401k, 403b, and 457), and endowments/foundations. Prior to joining WVIC, Weston spent ten years as a senior investment consultant at Hewitt Investment Group. While at HIG, Weston's responsibilities included asset/liability studies, asset allocation/spending policy studies, investment policy development, investment manager research across various

traditional and alternative asset classes, defined contribution plan investment structure reviews, and on-going monitoring of various investment programs. Weston also served as the Chair of HIG's Manager Evaluation Committee for seven years. His primary research responsibilities included fixed income, non-US equities, and hedge fund of funds. Prior to joining Hewitt Investment Group, Weston was an analyst at New England Pension Consultants and The Principal/EGT. He served six years in the U.S. Army and Florida Army National Guard.

Weston earned a B.S.B.A. degree in finance (cum laude) from the University of Florida. He was received his CFA charter in 1998. Weston is a member of the CFA Institute, CFA Society of Atlanta, and the Southern Employee Benefits Conference.



## CHRISTOPHER VELLA, CFA

**Northern Trust Global Advisors**

Christopher E. Vella, CFA, is responsible for overseeing U.S. equity manager research. Prior to joining Northern Trust, he was a founding member of Goldman Sachs's external manager business which consists of institutional and private client assets; he managed the international and emerging markets teams. Prior to Goldman Sachs, he was with SEI Investments. Mr. Vella graduated Phi Beta Kappa from Lehigh University with a BS in finance and a minor in applied mathematics. He is a Chartered Financial Analyst.

## JAY WEBER, MBA

**Laurel Capital**

Mr. Weber has 15 years of private equity, financial and business development experience. Prior to co-founding Laurel in 2007, he was a Partner at MVP Capital Partners, which he joined in 2003. While at MVP, Mr. Weber led three platform investments totaling \$20 million in transactions valued at more than \$70 million. During his tenure at MVP, Mr. Weber sourced numerous proprietary investment opportunities through his extensive personal and professional networks. He conducted due diligence on both platform and add-on acquisitions, recruited half a dozen senior executives, and raised \$40 million in capital on behalf of his portfolio companies.



## MODERATOR AND SPEAKER BIOS CONTINUED

Previously, Mr. Weber was a Business Analyst in the investment division of independent energy company Mirant Corporation where he focused on operations as well as strategy and planning.

As one of a handful of recent MBA graduates recruited to complete a comprehensive management training program, Mr. Weber focused on business opportunities in the deregulated natural gas and electricity markets as well as prospective acquisitions for Mirant's internal venture capital group.

Prior to attending graduate school at Duke, Mr. Weber spent four years in sales and marketing at the Quaker State Corporation. He began as a Territory Manager working in the northeast selling automotive aftermarket products to wholesale, retail, and industrial customers. After two years, Mr. Weber was promoted to Associate Brand Manager of the company's \$130 million private label automotive lubricants business, which covered over 500 SKUs and operations in four states. Prior to Quaker State, Mr. Weber held operations and analyst positions at Boston-based firms Brown Brothers Harriman and The Raymond Company.

Mr. Weber currently serves on the boards of the Please Touch Children's Museum in Philadelphia, the West Hill School and the Live Oak Foundation. Mr. Weber holds a B.A. degree from Wake Forest University and an MBA from the Fuqua School of Business at Duke University.

Welker is also a member of the CFA Institute of Orlando.

## BOB WHITAKER, MBA

### DHL Americas

Robert Whitaker is currently DHL's Treasurer for the Americas region, a post he has held for 6 years. DHL Americas is a logistics and express delivery business operating in more than 30 countries with \$10+ billion in revenue and over 70,000 employees. In his role as Treasurer, Robert is responsible for all areas of treasury management including US retirement plans. As chairman of the DHL Employee Benefits Committee, Robert directly manages the company's benefits department and outside service providers. Prior to joining DHL, Robert held

a number of financial positions of increasing responsibility with AT&T, including CFO for AT&T Capital - Latin America. Robert has an MBA from Indiana University, and an undergraduate degree in Finance from the University of Louisville.



## KURT WOOD

### DePrince, Race & Zollo

J. Kurt Wood serves as Portfolio Manager for DePrince, Race & Zollo with client service and marketing responsibilities. Mr. Wood rejoined his former Sun Bank Capital Management colleagues in 2004.

Prior to joining DePrince, Race & Zollo, he was a founder and partner of JRW Partners, a consultancy dedicated to helping improve the businesses of institutional money managers worldwide. He began his investment career 23 years ago at Sun Bank Capital Management and left the firm as Managing Director, responsible for national marketing to plan sponsors and consultants.

Mr. Wood is a graduate of Clemson University. He is a former board member and past president of the Association of Investment Management Sales Executives (AIMSE).



## BRIAN WRIGHT, CFA, CPA

### Ashland, Inc.

For the past three years, I've managed the \$2.5B US Pension Plan for Ashland. During this period, we've reduced our forward looking volatility of funding status from 13% to 6%, by adjusting our asset allocation to include an interest rate hedge, long duration bonds, and by moving 45% of the portfolio to hedge funds.

Prior to this role, I held roles in various audit departments, where my primary focus was forensic accounting.

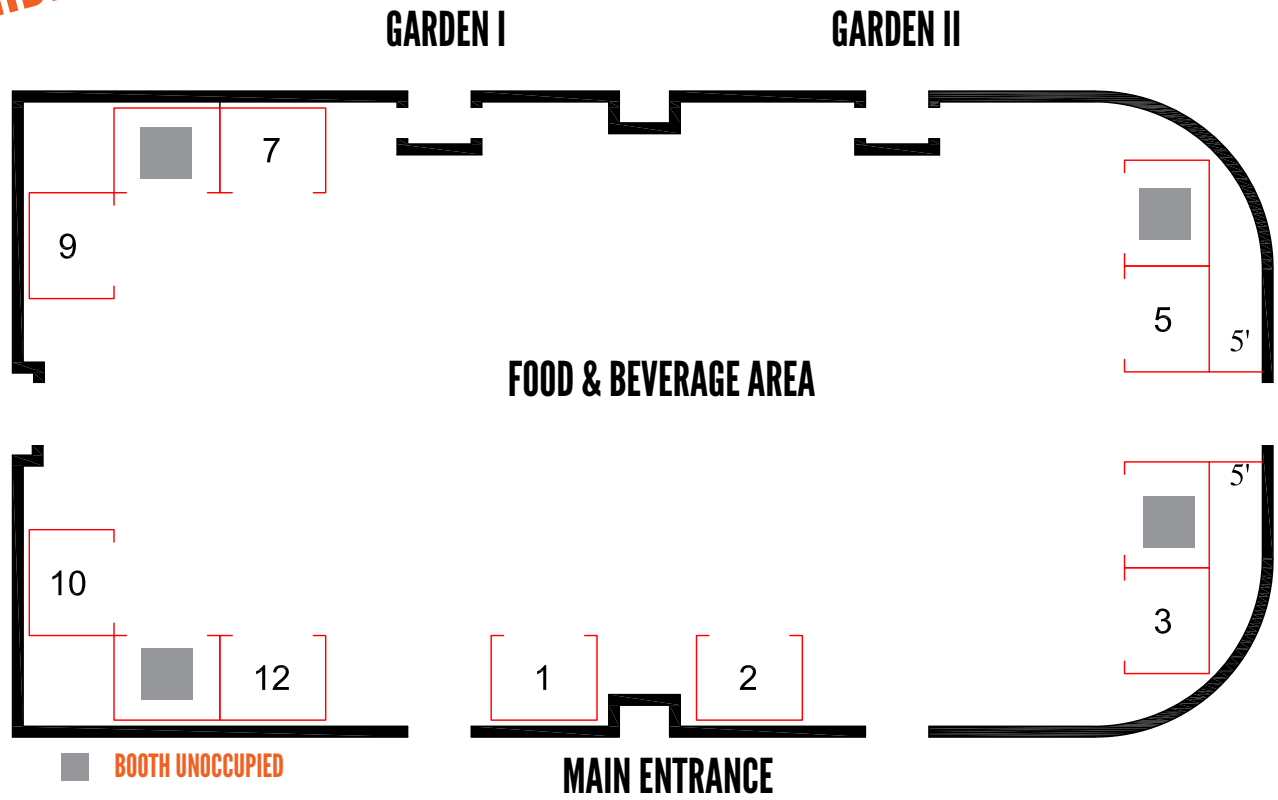
Brian holds both the CFA Charter and the CPA certification.

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# EXHIBITORS

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Founded in 1973, Callan Associates Inc. is one of the largest independently owned investment consulting firms in the country. Headquartered in San Francisco, the firm provides research, education, decision support, and advice to a broad array of institutional investors through five distinct lines of business: Fund Sponsor Consulting, Independent Adviser Group, Institutional Consulting Group, The Callan Investments Institute, and the Trust Advisory Group. Callan employs more than 170 people and maintains four regional offices located in Denver, Chicago, Atlanta, and Florham Park, N.J.

## CARNE GLOBAL ADVISORS

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