



EXPANDING HORIZONS

SUCCEEDING
In A Changing Global Marketplace

34th Annual Marketing & Sales Conference May 1–3, 2011
Arizona Biltmore Resort & Spa | Phoenix, Arizona



CONFERENCE PROGRAM



EXPANDING HORIZONS

SUCCESSING
In A Changing Global Marketplace

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WELCOME LETTER

Dear AIMSE Colleagues:

WELCOME TO THE AIMSE 34TH ANNUAL MARKETING & SALES CONFERENCE

Our theme this year is Expanding Horizons, Succeeding in a Changing Global Marketplace.

The markets and search activity have returned to pre-crisis levels, but the investment management business has changed forever. With many traditional institutional investment funds under duress, new solutions and techniques are needed. Global and alternative strategies are in increased demand, but managers need to differentiate themselves. Global distribution strategies to access new investors are paramount for success. AIMSE is here to provide the Information, Access and Support to help each of us, our firms and our clients, be more successful in this new environment.

We've developed an exciting and robust agenda including:

- Award-Winning Keynote Speaker, Don Yaeger, New York Times Best Selling Author and Business Leadership Coach discussing "What Makes the Great Ones Great"
- Consulting firm overviews with Dick Charlton from NEPC and Ian Peart from Hewitt EnnisKnupp to provide an in-depth look at their organizations, research platforms and search trends
- AIMSE's first ever pre-conference *Boot Camp* geared toward marketers newer to the business and experienced professionals alike, looking to improve their skills
- Exclusive panel discussions providing intimate access and insight with a stellar line-up of Consultants & Plan Sponsors representing all distribution channels
- Nicholas Bohnsack from Strategas Research Partners, providing timely and insightful research on the global equity and debt markets to institutional investors around the world
- Workshops to provide marketers with a blueprint to target new global distribution channels including sub-advisory, family offices and alternative consultants
- Sessions on enhancing your business, including "Building Brand" and "Building a Premier Sales and Marketing Team"
- Industry Veterans and 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

**On behalf of the AIMSE Board of Directors,
Welcome to Phoenix!**

Best regards,

Scott Kearney, Turner Investment Partners
Conference Chair

Kerry Dempsey, Lasair Capital
Conference Co-Chair

KEYNOTE SPEAKERS >

MONDAY
MAY 2 <

8:15 am–9:15 am



Don Yaeger

As an award-winning keynote speaker, business leadership coach, New York Times best-selling author and longtime Associate Editor for Sports Illustrated, Don Yaeger has fashioned a career that spans several decades. He has worked with audiences as diverse as Fortune 500 companies and cancer survivor groups, where he shares his personal story. He is primarily sought-out for his lessons on achieving greatness, learned from first-hand experiences with some of the greatest sports legends in the world. Additionally, Don has been engaged as a media coach to countless high-profile athletes, business leaders and elected officials. Throughout his writing career, Don has developed a reputation as one of America's most provocative journalists and has been invited as a guest to every major talk show—from Oprah to Nightline, from CNN to Good Morning America.



TUESDAY
MAY 3

8:15 am–9:15 am



Nicholas Bohnsack

Operating Partner—Sector & Earnings Strategist | *Strategas Research Partners*

Mr. Bohnsack is the Operating Partner of Strategas and the President and Chief Operating Officer of the Firm's broker-dealer subsidiary, Strategas Securities, LLC. Also the Firm's Sector Strategist, Mr. Bohnsack directs the Firm's sector and equity estimate research efforts. He has been voted among the Best Up & Comers for Portfolio Strategy in the Institutional Investor All-American Research survey. Prior to co-founding Strategas, he was an Investment Strategist and Associate Managing Director with International Strategy & Investment (ISI) Group. Prior to joining ISI, he worked in the Investment Banking Group at FactSet and in Restricted Securities at Morgan Stanley.

Mr. Bohnsack received his MS in Mathematics from Fairfield University and received degrees in Economics and Finance from Bryant University. He is a Board member of the Bryant University Endowment's Archway Investment Fund.



SCHEDULE AT A GLANCE

SATURDAY, APRIL 30

TIME	LOCATION	
2:00pm–5:00pm	Main Foyer	Registration Desk

SUNDAY, MAY 1

TIME	LOCATION	
7:00am–8:00am	Aztec Room	Golf Registration & Breakfast
8:00am	Adobe Course	Golf Tournament: Sponsored by Pensions & Investments
1:00pm–2:30pm	Grand Canyon Room	Golf Tournament Lunch
3:00pm–6:00pm	Mesa Room	Boot Camp
4:00pm–8:00pm	Main Foyer	Registration Desk
6:30pm–7:30pm	Aztec Room	Newcomer & Mentor Reception
7:30pm–9:30pm	Casa Grande Room	Welcome & Exhibitor Reception

MONDAY, MAY 2

TIME	LOCATION	
7:00am–4:00pm	Main Foyer	Registration Desk
7:00am–8:00am	Casa Grande Room	Exhibitor Roundtable Breakfast
8:00am–8:15am	Mesa/Flagstaff Rooms	Welcome & AIMSE President's Address
8:15am–9:15am	Mesa/Flagstaff Rooms	Keynote Speaker: Don Yaeger
9:15am–9:45am	Casa Grande Rooms	Refreshment Break & Book Signing
9:45am–10:45am	Mesa/Flagstaff Rooms	Consultant Overview: Richard Charlton, NEPC
11:00am–12:00noon		CONCURRENT WORKSHOPS
	Aztec Room	Workshop #1 : Global Distribution
	Sedona Room	Workshop #2 : Public Funds – A Panel of Experts Discuss the Investment Trends and Health of Today's Public Pension Plans
	Grand Canyon Room	Workshop #3 : Do All Investment Managers Tell the Same Story? How Brand Differentiation Drives Growth and Retention
12:00noon–1:15pm	Gold Room	Lunch with Exhibitors
1:15pm–2:45pm	Mesa/Flagstaff Rooms	Consultant Panel #1
2:45pm–3:00pm	Casa Grande Room	Refreshment Break

MONDAY, MAY 2 (continued)

TIME	LOCATION	
3:00pm–4:00pm		CONCURRENT WORKSHOPS
	Sedona Room	Workshop #4 : Exploring the Sub-Advised Fund Lifecycle
	Mesa/Flagstaff Rooms	Workshop #5 : Endowments & Foundations in the Aftermath of the Global Financial Crisis. Is the Yale Model still intact?
	Grand Canyon Room	Workshop #6 : Building a Premier Sales & Marketing Team
	Aztec Room	Workshop #7 : Inside the Mind of Family Offices: What do They Want from Their Managers?
4:30pm–6:30pm		OPTIONAL OUTDOOR ACTIVITIES
	Paradise Garden	Volleyball Tournament
	Tennis Court	Tennis Tournament
7:30pm–8:00pm	Squaw Peak Terrace	Reception
8:00pm–11:00pm	Grand Ballroom	Dinner & AIMSE Richard A. Lothrop Award Presentation

TUESDAY, MAY 3

TIME	LOCATION	
7:00am–3:00pm	Main Foyer	AIMSE Registration Desk
7:15am–8:15am	Casa Grande Room	Exhibitor Roundtable Breakfast
8:15am–9:15am	Mesa/Flagstaff Rooms	Keynote Speaker: Nicholas Bohnsack Strategas Research Partners
9:15am–10:15am	Mesa/Flagstaff Rooms	Consultant Overview: Ian Peart, Hewitt EnnisKnupp
10:15am–10:45am	Casa Grande Room	Refreshment Break
10:45am–12:00noon		CONCURRENT WORKSHOPS
	Grand Canyon Room	Workshop #8 : Corporate Funds
	Sedona Room	Workshop #9 : Veterans Panel
	Aztec Room	Workshop #10 : Alternative Consultants
12:00noon–1:00pm	Gold Room	Lunch with Exhibitors/AIMSE Business Meeting
1:00pm–2:30pm	Mesa/Flagstaff Rooms	Consultant Panel #2
2:30pm		Conference Concludes

SUNDAY, MAY 1

3:00pm–6:00pm Boot Camp

Location: Mesa Room

Presenters: Michael Gillis, Greystone Managed Investments, Inc.
Chris Rae, SAC Capital Advisors LP

Description: This pre-conference session is targeted toward those marketers new to the business as well as more experienced marketers looking to improve their skills. The goal of this session is to provide guidance on establishing a marketing program as well as to introduce and hone marketing skills. The presentation will focus on a “soup to nuts” approach to marketing for both traditional and alternative products.

Topics to be covered include:

- *Understanding the investor sales cycle*
- *Building a team*
- *Writing a marketing plan*
- *Engaging investors*
- *Presentation skills*
- *Relationship building*
- *Due diligence*
- *Marketing resources*
- *Marketing tips & tricks*



MONDAY, MAY 2

8:00am–8:15am Welcome AIMSE President’s Address

Location: Mesa/Flagstaff Rooms

8:15am–9:15am Keynote Presentation Don Yaeger

Location: Mesa/Flagstaff Rooms

9:45am–10:45am Consultant Overview Richard Charlton, NEPC

Location: Mesa/Flagstaff Rooms

Description: Dick Charlton will provide an in-depth overview of NEPC, one of the largest independent, full-service investment consulting firms servicing nearly 300 full retainer clients with total assets approaching \$400 billion. Don’t miss this opportunity to learn about NEPC’s traditional and alternative investment research and consulting practices, and how you can effectively position your firm with this important advisor.

11:00am–12:00noon | Concurrent Workshops

WORKSHOP #1 | GLOBAL DISTRIBUTION

Location: Aztec Room

Moderator: Chris Krein, WisdomTree Asset Management

Panelists: David Bauer, Casey, Quirk & Associates
Dean Patenaude, Artisan Partners, LP
Rick Roberts, First Quadrant, LP
Fernand Schoppig, FS Associates, Inc.

Description: We will examine the different regions of the world to identify opportunity & talk about the best ways to access investors.

- *What are the requirements to participate?*
- *What products make sense?*
- *What strategy should I deploy?*
- *Should I make the commitment in individual regions or are my resources best deployed elsewhere?*

WORKSHOP #2 | PUBLIC FUNDS – A PANEL OF EXPERTS DISCUSS THE INVESTMENT TRENDS AND HEALTH OF TODAY’S PUBLIC PENSION PLANS

Location: Sedona Room

Moderator: Larry Pokora, Paulson & Company Inc.

Panelists: Ric Badger, Sanders Morris Harris Group
Larry Krummen, MoDOT & Patrol Employees’ Retirement System
Daniel Owens, Holyoke Retirement Board
Justin Rodriguez, San Antonio Fire & Police

Description: Hear first hand from public fund veterans how they are addressing issues currently impacting public funds; these hot topics include funding status, collective bargaining, and investment trends. Learn what asset allocation decisions are being planned today and those being contemplated for the future as well as the underlying investment strategies designed to protect as well as grow plan assets. Finally and most importantly, what are their plan’s blueprint for success going forward? With over \$1 trillion in DB assets residing in today’s Public Pension Plans, you can’t afford to miss this interactive session.

WORKSHOP #3 | DO ALL INVESTMENT MANAGERS TELL THE SAME STORY? HOW BRAND DIFFERENTIATION DRIVES GROWTH AND RETENTION

Location: Grand Canyon Room

Moderator: Clive Gershon, Epoch Investment Partners, Inc.



Panelists: Howard Breindel, DeSantis Breindel
Chenoa Taitt, Rooney & Company

Description: There has never been a more critical time for investment management firms to sharpen their focus on communicating a clear message about who they are and what differentiates them from other managers. This panel will examine best practices and pitfalls to avoid for developing and communicating a compelling and memorable brand in the crowded investment management marketplace. Industry examples will demonstrate how to create and deploy a differentiated investment management brand.

1:15pm–2:45pm Consultant Panel #1

Location: Mesa/Flagstaff Rooms

Moderator:
Chris Paoletta, Perimeter Capital Management LLC

continued ►

Panelists: Dan Block, Arnerich Massena, Inc.
Aaron Dalrymple, Cliffwater
Chris DeMeo, Towers Watson LLC
Alan Kosan, RogersCasey
David Sancewich, PCA
Bryon Willy, Mercer

Description: Hear from leading consultants in an interactive panel format. More than just a panel discussion, this is a session that is designed to be driven by direct audience participation, so be sure to bring your specific questions! You and your fellow marketers will ask the questions and the answers will be provided by some of the industry's most influential consultants. Don't miss this opportunity for you and your peers to have a direct dialogue with consultants on the key topics and issues confronting marketing professionals today.

3:00pm–4:00pm | **Concurrent Workshops**

WORKSHOP #4 | EXPLORING THE SUB-ADVISED FUND LIFECYCLE

Location: Sedona Room

Moderator: Mike Saliba, BlackRock

Panelists: Dan Hayes, Lincoln Financial Group
Jeff Ringdahl, American Beacon Advisors

Description: The U.S. sub-advised mutual fund marketplace is a large and growing business. Comprised of two distinct but often overlapping sponsor sets, mutual fund and variable insurance sub-advisory often diverge in the goals each is seeking to achieve, but often share many of the same underlying product development and management processes. Today we will explore the philosophies and processes by which each sponsor type goes about building and managing its sub advised business, as well as hear from investment managers that serve both client types.

WORKSHOP #5 | ENDOWMENTS & FOUNDATIONS IN THE AFTERMATH OF THE GLOBAL FINANCIAL CRISIS. IS THE YALE MODEL STILL INTACT?

Location: Mesa/Flagstaff Rooms

Moderator: Chip Ridley, Artisan Partners LP

Panelists: David Hughes, The J. Paul Getty Trust
Brooke Jones, Stanford Management Company
Hallie Label, Makena Capital
John Pomeroy, Penn State University

Description: Hear directly from prominent leaders in the Endowment and Foundation world about the continued feasibility of adhering to the tenets of the Yale investment model—emphasizing long term, less liquid assets in exchange for higher longer term returns—given the recent experience of the global financial crisis.

WORKSHOP #6 | BUILDING A PREMIER SALES & MARKETING TEAM

Location: Grand Canyon Room

Moderator: Jeff Margolis, Margolis Advisory Group

Panelists: Richard Nino, AGF Asset Management U.S. Limited
Joel Stevens, Alliance Bernstein
Richard Torykian, Brookfield Investment Management

Description: Investment managers set up their sales and marketing function in a variety of ways. There is no single most effective structure for all organizations. Variables such as size of staff, investment disciplines, and target client bases help determine the optimal structure. In addition, the industry has changed dramatically since the financial crisis; institutional investors are demanding more from investment managers, and their representatives. This panel brings various viewpoints on these issues from a diverse group of firms and their sales executives.



WORKSHOP #7 | INSIDE THE MIND OF FAMILY OFFICES: WHAT DO THEY WANT FROM THEIR MANAGERS?

Location: Aztec Room

Moderator: Maureen Decker, FAMCO

Panelists: Kermit Claytor, Kings Mountain Capital Group, LLC
Bruce Simon, City National Bank
Peter Wilamoski, Threshold Group

Description: Family offices have become a significant channel for investment product distribution, along with institutional investors. Yet the family office marketplace is decidedly difficult to cover and their needs are decidedly different from that of many other investors. How can managers effectively provide the right investment products and catering that is necessary to succeed in attracting and retaining this hybrid form of client – which is institutional in size as far as assets, but retail as far as client servicing? This panel will give you advice as to how family offices like to be approached and how you can effectively cater to their specific needs.

TUESDAY, MAY 3

8:15am–9:15am Keynote Speaker
Nicholas Bohnsack, Strategas
Research Partners

Location: Mesa/Flagstaff Rooms

9:15am–10:15am Consultant Overview
Ian Peart, Hewitt EnnisKnupp

Location: Mesa/Flagstaff Rooms

Description: Get the inside track from Hewitt EnnisKnupp's Global Head of Investment Management, Ian Peart, and learn about the integration of Hewitt Investment Group, EnnisKnupp and Associates and Aon Investment Consulting. Ian will provide an overview of their research process, search trends and the best ways that we as investment managers can do our jobs and keep this valuable consulting partner informed.

10:45am–12:00noon | **Concurrent Workshops**

WORKSHOP #8 | CORPORATE FUNDS

Location: Grand Canyon Room

Moderator: Stephen Dunn, Cohen & Steers
Capital Management, Inc.

Panelists: David Alai, Sharp Electronics Corporation
Marc Katz, Teachers' Retirement System of the
City of New York
Joe Thomas, BJC HealthCare
Kent Voss, Koch Asset Management Group

continued ►

Description:

The corporate pension world continues to evolve and change as defined benefit plans are frozen and defined contribution plans are growing and offering increasingly customized solutions for plan participants. This panel will bring together plan sponsors who will discuss how they are structuring their plans and will answer your questions to allow your firm to be better positioned to capitalize on the expanding opportunities for managers focused on corporate pensions.

WORKSHOP #9 | VETERANS PANEL

Location: Sedona Room

Moderator: Jim Skesavage, Atlanta Capital Management

Panelists: Doug Angstrom, Angstrom Capital Advisors
Maureen Beshar, ClearBridge Advisors
Tom Sorbo, Regiment Capital Advisors, LP

Description: Join four recognized industry veterans who combine over “100” years of industry experience as they discuss “hot” topics for success. The veterans’ sales experience covers the alternative, third party marketing, fixed income and long only equity spaces.

Topics include:

- *Getting Appointments*
- *Winning Finals*
- *Working with investment professionals on your team*
- *How to be more effective with field consultants*
- *Touching clients*
- *Changes in approach to institutional marketing*
- *Sparking interest in your firm or product*
- *Value added to conference marketing*
- *Small firm vs. large firm focused & targeted marketing*

WORKSHOP #10 | ALTERNATIVE CONSULTANTS

Location: Aztec Room

Moderator: Matt Lugar, Gruss & Co.

Panelists: Nolan Bean, Fund Evaluation Group, LLC
Catherine Beard, Mercer
Lou Kahl, Hewitt EnnisKnupp

Description:

“Other” Real Risks in Hedge Fund investing... It’s not just investment risk marketers should be talking about. Our panel of hedge fund consultants will discuss other risks marketers should address when presenting their funds to prospective investors. Insider trading, headline risk, leverage, key man, regulatory and others to be discussed.

1:00pm–2:30pm Consultant Panel #2

Location: Mesa/Flagstaff Rooms

Moderator: Paul Foster, Delaware Investments

Panelists: Keith Berlin, Fund Evaluation Group
Mika Buffington, Meketa Investment Group
Jonathan Miles, Wilshire Funds Management
Eric Petroff, Wurts & Associates
Ron Radcliff, Towers Watson
Reid Smith, Evaluation Associates, Inc.
Mark Stahl, Callan Associates

Description: Hear from leading consultants in an interactive panel format. More than just a panel discussion, this is a session that is designed to be driven by direct audience participation, so be sure to bring your specific questions! You and your fellow marketers will ask the questions and the answers will be provided by some of the industry’s most influential consultants. Don’t miss this opportunity for you and your peers to have a direct dialogue with consultants on the key topics and issues confronting marketing professionals today.

2:30pm Conference Concludes



Scott Kearney

Turner Investments

Scott J. Kearney is Head of Institutional Distribution, Americas and Managing Director at Turner Investments. He is responsible for managing the institutional sales and consultant relations teams. He has worked at Turner since 1995 and has 26 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 AIMSE Board of Directors, the Council of Institutional Investors and the National Conference on Public Employee Retirement Systems.

Turner Investments is an employee-owned investment management firm based in Berwyn, Pennsylvania. As of December 31, 2010 the firm manages approximately \$18.0 billion in equity investments for institutions and individuals.



Kerry Dempsey

Lasair Capital

Ms. Dempsey joined Lasair Capital in April 2010 as Consultant Relations Manager. She has over 17 years of institutional investment experience.

Previously, she was Vice President – Consultant Relationship Manager with Capital Guardian Trust Company where she developed and built strategic relationships with over 40 investment consulting firms. She worked closely with portfolio management, product development and marketing teams to position and rate the firm's products with each individual consulting firm. She also orchestrated product rollouts and consultant marketing strategy initiatives to consultants. Ms. Dempsey began her career at Smith Barney Inc., as an account administrator and later joined Siegler, Collery & Co. as an investment portfolio accountant.

Ms. Dempsey graduated from Boston University.

EXPANDING HORIZONS



David Alai

Sharp Electronics Corporation

David Alai, a frequent lecturer and panelist about analyzing asset versus liability risk within defined benefit (DB) plans and modeling 401(k) participant plans to mimic DB plans, is Sharp Electronics Corporation's (SEC) Corporate Vice President responsible for Human Resources including pension

and 401(k) plans. This role and other investment experiences have placed him on the front lines of investor rights. Additionally, at SEC, he has corporate-wide responsibilities for Purchasing, Facilities Management, and Community Relations. Mr. Alai, who started his career in international sales/marketing with a Fortune 100 organization, has been with SEC since 1979. Currently, as a member of the SEC Retirement Plan Committee, he oversees investment decisions and compliance with administrative and regulatory requirements. Mr. Alai has extensive interests beyond his duties at SEC and is the recipient of a Joint Legislative Resolution from the New Jersey Senate and General Assembly recognizing his record of community leadership, exemplary volunteerism, and professional achievement. He was appointed to and served on the New Jersey Governor's Task Force that compared NJ state workers' benefits with those of other states and offered recommendations to control benefits expenses, and he is a member of the Board of Directors of the Commerce and Industry Association of New Jersey (CIANJ) where he also holds the post of Chairman of the Strategic Planning Committee.

Moreover, Mr. Alai champions the needs of higher education as a member of the Board of Governors at Ramapo College (NJ). Most recently, the Mahwah Regional Chamber of Commerce has selected him as Humanitarian/Man of the Year and will officially honor Mr. Alai in September 2011.



Doug Angstrom

Angstrom Capital Advisors, LLC

Doug Angstrom founded Angstrom Capital Advisors, LLC in February, 2009 for the purpose of representing high quality asset management firms in the institutional investment management arena in a third-party capacity.

Doug Angstrom joined Goldman Sachs Asset Management in January, 2002, as a Managing Director, Head of Public Fund Sales. He retired in January, 2008. Prior to joining

Goldman Sachs, Angstrom was a Vice President – Institutional Sales at AllianceBernstein from December, 1999 through December, 2001. Prior to joining Alliance Bernstein, Angstrom was the head of institutional sales at Invista Capital Management, a subsidiary of the Principal Financial Group in Des Moines, Iowa. Angstrom began his institutional marketing career at Invista in September, 1990 and continued through November, 1999.

Angstrom received his B.S. – Business Administration degree in 1975 from Drake University in Des Moines, IA. He received his Certified Public Accountant certificate in 1977 and received his Chartered Financial Analyst designation in 1990. He is a past president of the Iowa Society of Financial Analysts and was honored as Money Management Letter's Public Funds Marketer of the Year in 2005.

Angstrom currently lives in Austin, TX. Angstrom has an avid interest in the financial markets and financial history and has worked assiduously but to no great effect to lower his golf handicap which currently sits at 21.



Ric Badger

Sanders Morris Harris, Inc.

Mr. Badger brings value to pension and benefit plans by combining years of investment experience with a unique understanding of fiduciary responsibilities to provide optimum results. His clients

include some of the nation's largest pension and benefit plans. His interest in portfolio analysis and construction led him to achieve the designation of ACCREDITED INVESTMENT FIDUCIARY ANALYST through the Joseph M. Katz Graduate School of Business, University of Pittsburgh and the Center for Fiduciary Studies.

Mr. Badger has over 25 years of experience in the securities industry as a licensed (Series 7) Registered Representative. His experience includes researching and analyzing mortgage back securities, corporate debt, distressed debt workouts and securitizations. His research work and due diligence efforts helped to establish the secondary market for distressed loans. While acting in a marketing role, Mr. Badger achieved Top 10 standings 9 out of 10 years.

Mr. Badger serves on boards, committees, and in advisory positions to companies, charities and community organizations. Currently he is an Associate Advisor to the Board of the Texas

Association of Public Employee Retirement Systems and serves the Houston Municipal Employees Pension System as board member and trustee for the last 6 years. Mr. Badger also serves as Board member to Crime Stoppers of Houston and a Board Member to Boys & Girls Harbor. While his experience includes investment banking, sales, research, analytics and workouts he is also a registered investment advisor (Series 65) and Group Life, Health and Variable Annuity license holder. Recently Mr. Badger achieved the designation of Professional Parliamentarian and is an active member of Parliamentarians - Roberts Rules of Order.



David Bauer

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), *Style is Dead. Long Live Style!* (2001), and *Target-Date Retirement Funds: The New Defined Contribution Battleground* (2009). 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.



Nolan Bean

Fund Evaluation Group, LLC

Nolan Bean is a senior vice president at Fund Evaluation Group, LLC (FEG). A member of the CFA Society of Cincinnati Board of Directors, Nolan holds the Chartered Financial Analyst and Chartered Alternative Investment Analyst designations. As a consultant and member of FEG's Investment Policy Committee, Nolan's responsibilities include investment philosophy, portfolio construction, investment manager selection, and Endowment/Foundation management.

He received his M.B.A. in Quantitative Analysis and Finance from the University of Cincinnati and earned a B.S.B.A. in Finance from Georgetown College. Nolan has been a FEG team member since 2004 and an investment professional since 2002. Prior to joining FEG, Nolan worked for Waddell & Reed Financial Services and participated in the Ewing Marion Kauffman Entrepreneur Internship program. Nolan is also on the advisory board of the Georgetown College PGA First Tee Scholars Program.

Catherine Beard

Mercer

Catherine is the lead researcher for Distressed and Event Driven Strategies in Mercer's Manager Research Alternatives Boutique, a unit of Mercer Investment Consulting. At Mercer, Catherine researches, rates and recommends hedge fund managers for Mercer's institutional client base. Based in Chicago, Catherine joined Mercer in 2009.

Catherine came to Mercer with over fifteen years of investment experience including tenure as a credit analyst at UBS-O'Connor and Northern Trust Global Investments. Catherine has deep experience in the high yield and distressed universe having been both a long-only high yield analyst as well as an analyst for a credit hedge fund.

Catherine earned a BA degree from the University of Kentucky and an MBA degree from the Indiana University Kelley School of Business. She is a CFA Charterholder and a member of the CFA Society of Chicago and the CFA Institute.



Keith Berlin

Fund Evaluation Group, LLC

Keith joined Fund Evaluation Group, LLC (FEG) in 2000 and is Senior Vice President / Director 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 as one of the "20 Rising Stars of Fixed Income." He 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.



Maureen L. Beshar

ClearBridge Advisors

Maureen joined ClearBridge Advisors in 2010 as a Managing Director and Head of Institutional Sales, leading a team that works directly with plan sponsors across all market segments; Public, Corporate, Endowment and Foundations, as well as

with the Institutional Consultant community. With almost \$60 Billion in assets under management, and a 45 year history in the marketplace, ClearBridge's underlying investment philosophy of being focused on quality and guided by fundamentals, has helped deliver consistent and competitive investment performance to clients through tenured portfolio management and research teams.

Prior to joining ClearBridge, Maureen spent over 6 years as a Managing Director and Head of Global Consultant Relations at Lazard Asset Management where she initiated and developed a dedicated team focusing on the Institutional Consultant community. She spent a similar time period with Invesco as a Partner and also led the firm's Consultant Relations team. Prior affiliations include Weiss, Peck and Greer and Smith Barney

Capital Management, where she focused on all clients and consultants in the institutional community. She began her career in 1980 at Merrill Lynch.

Maureen is a former Board Member of AIMSE and one of the original founders of Women in Asset Management. She is currently participating in the Big Brothers Big Sisters program in New York, acting as a mentor to a 12 year girl. A lifelong New York City resident, Maureen earned a degree in Philosophy and Political Science from Fordham University and completed graduate studies in Psychology at Fairfield University.



Dan Block

Arnerich Massena, Inc.

As director of traditional investments, Daniel Block oversees all traditional investment manager research, including sourcing and conducting primary and ongoing due diligence within the traditional investment universe. He also guides client projects, cash flow analysis, and traditional and alternative

asset allocation studies. Mr. Block previously served as a senior analyst at Arnerich Massena and is a voting member of Arnerich Massena's Investment Committee.

Mr. Block has worked in the investment industry since 1993. Prior to joining Arnerich Massena in 2005, he worked with HighMark Capital in San Francisco. As an analyst, his duties included research on technology, telecommunications, and cable/media companies. His prior work experience includes covering Enterprise Hardware, Storage, and IT Distributors as an associate at Banc of America Securities, as well as being a portfolio manager at two investment firms in Los Angeles.

Mr. Block holds a Masters in Business Administration from the Anderson School at UCLA; received a Bachelor of Science in economics, concentrating in finance; and also obtained the equivalent of a minor in Japanese at the Wharton School of the University of Pennsylvania. Mr. Block has earned the right to use the Chartered Financial Analyst (CFA) designation.



Howard Breindel

DeSantis Breindel

Howard Breindel combines extensive experience building successful businesses with in-depth expertise in branding and marketing communications.

As a partner in DeSantis Breindel, Howard has led strategic teams that delivered consistently innovative branding and marketing communications programs to blue-chip corporations and foundations. He stewarded the development of integrated brand strategy and marketing programs for such companies as the Royal Bank of Scotland, AES, Stephens, Honeywell, Logitech, CIT, JP Morgan, Bloomberg, Morgan Stanley and Pfizer. Not-for-profit clients include the Robert Wood Johnson Foundation, New York Women's Foundation, United Jewish Appeal, Thinkfinity, the educational foundation of Verizon Corporation, and a number of medical and research institutions.

Prior to co-founding DeSantis Breindel, Howard founded the Visual Communications Group (VCG), a Grey Global Group company, and built it into a leading business-to-business branding and design firm for the financial services, not-for-profit, technology and health care sectors. He was also a co-founder of Directors Desk, a revolutionary communications platform for boards of directors that was purchased by NASDAQ in 2007.

Howard is a frequent speaker on the role of branding and marketing communications in helping corporations and foundations achieve their mission to deepen relationships with their most important stakeholders, including customers, partners, employees, investors, policy makers and donors.



Mika Buffington

Meketa Investment Group

Ms. Buffington is in her eighth year at Meketa Investment Group. A Senior Vice President of the firm, Ms. Buffington currently works as the lead consultant on a variety of clients on their Defined Benefit, Endowment, and Defined Contribution plans.

Her work includes developing asset allocation policies, selecting investment managers, and developing investment strategy for clients. Ms. Buffington also coordinates the research and inclusion

of transition managers for the use of our clients. Additionally, she is a member of the firm's Compliance, Defined Contribution, and Sustainability Committees.

Prior to joining Meketa Investment Group, Ms. Buffington was employed as a portfolio assistant in the Treasury department for Clark Construction, Inc. Ms. Buffington received an MBA from the University of San Diego, with a concentration in Finance, and an undergraduate degree in English, with honors, from the University of Maryland. Outside the office, she sits on the Associate Board for San Diego Youth Services and is the active fundraising chair. In addition, Ms. Buffington volunteers with multiple organizations in the San Diego area, and is a competitive rider at hunter/jumper horse shows.

Ms. Buffington is an active speaker at investment industry conferences, including the International Foundation of Employee Benefit Plans (IFEPP), Opal, and Informational Management Network (IMN) events. She has recently spoken on topics ranging from Liability Driven Investing, to Global Investment Outlook, to Transition Management.



Richard M. Charlton

NEPC

Dick's investment experience dates back to 1972 when he initiated Michigan Bell's Pension Oversight District in anticipation of the requirements of ERISA. Dick also prepared risk, return and capital structure regulatory testimony, and wrote his master's seminar on pension fund performance evaluation. He was elected Assistant Treasurer in February 1976, overseeing the financial modeling, market research, corporate economics, pension, and math research districts.

After an assignment at AT&T, Dick joined Merrill Lynch Capital Markets in 1981, assuming the investment consulting responsibility for over \$25 billion in assets. With Merrill Lynch's decision to leave the institutional investment consulting market at the end of 1985, Dick formed his own firm, New England Pension Consultants, converting 100% of his clients in this process. During the ensuing 25 years, NEPC has become one of the ten largest investment consulting firms in the industry, earning wide acclaim for its superior client ratings in national independent surveys, its unconflicted revenue model and its ability to add value to client investment programs.

NEPC was recently honored as the recipient of PLANSponsor Magazine's prestigious ALTIES Award as the 2008 Alternative Asset Consultant of the Year. Additionally, two of our clients, The State of South Carolina and San Jose County, were recognized Money Market Letter's 2008 Large Public Fund of the Year Mid-Size Public Fund of the Year, respectively.

NEPC currently services 293 full retainer relationships with over \$400 billion in overall assets and \$61 billion invested/committed to alternatives.

Dick is a frequent speaker at national industry conferences and seminars. He served as the Co-Chairman of the Consultant's Performance Presentation Standards Task Force, a two-year effort by the investment consulting industry to develop standards for performance documentation, presentation and disclosure.

Dick's undergraduate degree is in Mechanical Engineering from the University of Detroit (1965) and his M.B.A., with emphasis in Statistics and Finance, is from Wayne State University (1972). He is also a past director of IMCA, the Investment Management Consultants' Association.



Kermit Claytor

King's Mountain Capital Group, LLC

Kermit Sean Claytor is the founder and principal of King's Mountain Capital Group, LLC. He has been working with high-net-worth individuals, family-offices, trusts, funds-of-funds and institutional clients concerning hedge fund investments and wealth preservation since 1993. In

this capacity, he has performed initial screening of prospective managers, conducted various due diligence efforts, and made regular asset allocation recommendations on both a consulting and discretionary basis and has participated in hundreds of various hedge fund transactions. He has overseen the construction and management of generally diversified and sector-specific portfolios.

Prior to this, Mr. Claytor spent over five years analyzing global capital market activities and economic trends as a Market Analyst with Standard & Poor's MMS International, an early pioneer in on-line dissemination of real-time market intelligence and information. In this capacity, Mr. Claytor obtained extensive experience with a wide variety of market sectors, including

currency, fixed income, and equity markets throughout North America, Europe, the Far East and Latin America.

Mr. Claytor began his professional experience with an internship with the Federal Reserve Bank of San Francisco. Here he served in the Supervision, Regulation & Credit Department as a Credit Analyst. He holds a BS in Economics from Santa Clara University.

In addition to his investment-specific experience and training, Mr. Claytor is a Reserve Deputy Sheriff with the San Mateo County Sheriff's Office. Among other skills acquired in this role, he has gained law-enforcement-specific training in the conduct of individual background investigations, one-on-one interviews and interrogations, and fraud detection.



Matthew J. Crowe

Anchor Point Capital, LLC

Matthew Crowe is a Principal of Anchor Point Capital, LLC, a Coral Gables, FL-based investment management firm. He is responsible for managing the firm's marketing and investor relations efforts, with a specific focus on institutional investors.

Prior to joining Anchor Point Capital, Matthew worked with the U.S.-based sales & client services team at Fjord Seafood ASA, a global commodity company specializing in salmon production. Before joining Fjord, he worked as U.S.-based sales & marketing representative for Lonely Planet Publications, a global travel-focused media company. Matthew received his BA in business administration from Western State College of Colorado.

Anchor Point Capital, LLC was founded in 2005 and specializes in the design, construction and management of multi-manager hedge funds, with a specific focus in commodity and global macro strategies.



Aaron Dalrymple

Cliffwater LLC

Aaron Dalrymple is a member of the hedge fund research team at Cliffwater LLC and serves as Head of Global Credit Strategies. Aaron is responsible for all aspects of investment due diligence in the credit space, including sourcing, strategy analysis, monitoring and portfolio construction. Prior to joining Cliffwater in 2006,

Aaron was a Securities Compliance Examiner with the SEC where he managed audits of investment advisors, investment companies and hedge funds advisors. Previous experience includes serving as an Operations Officer in the U.S. Coast Guard. He graduated Summa Cum Laude with a BBA in Finance from Texas A&M University. Aaron holds the Chartered Financial Analyst® designation and is a member of the CFA Institute and the Los Angeles Society of Financial Analysts.



Maureen Decker

FAMCO

Ms. Decker oversees FAMCO's business development effort. She is responsible for both consultant relations and our direct institutional calling effort in the Northeast and Midwest. Maureen began her career in 1991 and spent two years at Pratt & Whitney as a Financial Analyst. In 1993

she began a seven-year tenure with Evaluation Associates as an Associate Consultant. In 2000, Maureen joined Deutsche Asset Management and spent two years as Vice President, Senior Client Service Officer. Prior to joining FAMCO, Maureen spent nearly nine years at Invesco Ltd. as a Marketing Director on the consultant relations team in New York. Maureen received a B.S. in Business Administration from Eastern Connecticut University and an M.B.A. in Finance from the University of Connecticut. Maureen has also successfully completed the NASD licensing series 65 exam and serves on the Board of Directors for the Association of Investment Management Sales Executives (AIMSE).



Chris DeMeo

Towers Watson

Christopher DeMeo is the Head of Investment for North America and has been with the firm since 2008. He is also responsible for the delivery of investment consulting to a number of the firm's major clients. Chris has over 20 years of experience in the investment and pensions marketplace and is a CFA charter

holder and Fellow of the Society of Actuaries. He graduated from Syracuse University with a bachelor's degree in Mathematics & Philosophy.

Prior to joining Towers Watson, Chris was Director of Investment Strategy for Russell Investments where he led the Strategy Implementation team for Russell's North America

Institutional Investment group. He & his team delivered advice, recommendations & implementation strategies to a wide range of Institutional clients.

Chris also worked as Director of Retirement Capital solutions at Merrill Lynch and Vice President, Global Structured Products at Bank of America. Prior to this, Chris spent five years as a Consultant at Towers Perrin.



Steve Dunn

Cohen and Steers

Stephen Dunn, executive vice president, is director of institutional marketing. He is responsible for overseeing the marketing of Cohen & Steers' investment products to institutional investors and consultants globally. He has 24 years of investment experience. Prior to joining Cohen and

Steers in 2005, Mr. Dunn was Director of Marketing at Essex Investment Management Company, LLC. Mr. Dunn received his BA degree from Brown University and his MBA degree from Babson College. He is based in New York.



Paul Foster

Delaware Investments

Paul D. Foster is responsible for developing and servicing institutional consultant relationships in the eastern half of the country, reprising the role in which he began his tenure at Delaware Investments in 2000. From 2001 to 2007, he worked in several

capacities for the firm's Emerging Growth Equity team, including institutional client services and, from 2005, as the team's investment specialist. Prior to joining Delaware Investments, Foster served as director of marketing and client service for large-cap value manager Sturdivant & Co. from 1996 to 2000, following eight years as an executive search consultant to the investment management industry. Foster graduated Phi Beta Kappa and magna cum laude from Furman University with a degree in history and was a member of three Southern Conference Champion football teams. He earned a master's degree in ancient history from the University of Missouri, where he was named a Brady Fellow. He is a member of the CFA Society of Philadelphia.



Clive Gershon

Epoch Investment Partners, Inc.

Clive is responsible for Epoch's marketing strategy and its implementation across all investment strategies and distribution channels globally. Clive also works with Epoch's client service and sales team to help manage Epoch's growing sub-advisory client base. Before joining Epoch, Clive spent 15 years with Capital Guardian and JP Morgan in senior investment management marketing and client relations functions. Clive previously held senior positions with the London Stock Exchange and the Financial Times. Clive has a BA in Business Studies from Bournemouth University, England, UK.



Michael R. Gillis

Greystone Managed Investments, Inc.

Michael Gillis is Senior Vice-President, Business Development of Greystone Managed Investments Inc.

Immediately prior to joining Greystone, Michael held the position of Vice-President Institutional Marketing and Sales for a number of years with Seamark Asset Management. Previously, he worked for the Halifax Grammar School for 2 years, as a Teacher. Michael has also worked as a Director of Business Development for National Trust, and has held the position of Senior Account Representative for both Royal Trust and National Trust.

Michael's professional credentials include a Bachelor of Education, which he completed at Mount Saint Vincent University and a Bachelor of Business Admin., which was obtained from St. Francis Xavier University.

Michael is also an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE) and Benefits and Pensions Monitor. Michael is also actively involved in the Canadian Benefits and Pension Institute (CPBI), the Association of Canadian Pension Managers (ACPM), the Canadian Association of University Business Officers (CAUBO), and the International Foundation of Employee Benefits (IFEFP). Michael serves on the board of two charities, MAGICANA and the Canadian Paraplegic Association (Ontario).



Dan Hayes

Lincoln Financial Group

Dan Hayes leads the Funds Management function for Retirement Solutions at Lincoln Financial Group.

Hayes joined Lincoln in November 2008. In his current role, he is tasked with increasing visibility and working to further enhance Lincoln's competitive fund lineup for profitability, client satisfaction and increased sales. Hayes works collaboratively to build strong relationships with internal partners—particularly Lincoln Financial Distributors, Retirement Solutions, and Insurance Solutions.

Hayes comes to Lincoln from Fidelity Investments where he served as Senior Vice President and managed Fidelity's business and relationships with insurance companies, including Lincoln Financial. In his role, he developed strategic business and marketing plans, coordinated Fidelity corporate services and insurance company teams, was responsible for both Advised and Subadvised investment strategies, and managed key business objectives including growth and satisfaction of overall relationship, profitability, net flows, assets under management, shelf space and breadth and scope of business relationships.

Prior to joining Fidelity Investments, Hayes was a Senior Marketing Officer at Provident Mutual Life Insurance Company where he was responsible for creating the overall strategic marketing direction for its insurance and financial services businesses, establishing and managing business goals and objectives, incorporating distribution/strategic alliances across business divisions including product management (VA, VUL, Life, 401K), marketing programs, sales, customer support and producer training.

Hayes holds a bachelor's degree in Psychology from University of Arizona and NASD Series 7. He has extensive knowledge and experience in retirement, insurance and investment industries, and expertise in annuity, life and 401(k) products, investment management, distribution strategies, operations, sales and key account management.

David Hughes

The J. Paul Getty Trust

Mr. Hughes is responsible for strategy development and manager selection for the Trust's fixed income and public equity portfolios.

Prior to joining the J. Paul Getty Trust, Mr. Hughes served for five years as an Investment Officer for The Regents of the University of California. In that position, he was responsible for developing and implementing investment strategy for the University's endowment and pension plan's domestic, international, global and emerging market equity portfolios. With upwards of 45 external manager relationships, portfolio construction was emphasized and care was taken to ensure each manager provided a unique contribution to the overall portfolio.

From 2001 to 2005, Mr. Hughes was a Principal at Banc of America Securities' Prime Brokerage Services where he was head of capital introductions for the western United States. In that role he provided consulting services to start-up hedge fund businesses, selected hedge funds to receive marketing assistance, cultivated a network of qualified investors interested in hedge funds, and orchestrated networking opportunities between investors and managers.

Mr. Hughes began his investment career in 1996, at Laurel Management LLC (now called Hall Capital Management,) a multi-family investment advisory firm where he researched hedge fund strategies, assisted with asset allocation and portfolio construction, and enhanced performance reporting capabilities.

Mr. Hughes received an MBA from the Haas School of Business at the University of California, Berkeley in 2001; studied economics at the London School of Economics; and received a BS in Economics, a BA in Administrative Studies and a minor in International Relations from the University of California, Riverside in 1992.



Brooke Jones

Stanford Management Company

Brooke Jones is Manager, Public Equity at the Stanford Management Company (SMC). In this role she oversees the emerging markets public equity portfolio, which represents \$1.5bn, or 30%, of the overall public equity portfolio and includes a range of global and regional strategies. As part of her emerging

markets coverage, Ms. Jones participates in developing broader public equity portfolio strategy and is directly involved in pan-asset sourcing and monitoring of investments in EM. She joined SMC in October 2009.

Prior to joining the SMC, Ms. Jones worked at Development Alternatives (DAI), an economic development consulting firm, where she focused on financial services consulting in Latin America, Africa, and South East Asia. Prior to DAI, Ms. Jones was a Fulbright scholar in Peru.

Ms. Jones holds an MBA from the Stanford Graduate School of Business, a BS in Economics from Wharton and a BA in International Studies from the University of Pennsylvania.



Lou Kahl

Hewitt EnnisKnupp

As a senior researcher with Hewitt EnnisKnupp's alternative investment group, Louis is responsible for leadership efforts involving hedge fund and hedge fund-of-fund manager research. Louis's role includes working in coordination with

Hewitt EnnisKnupp's non-U.S. practices in sourcing, evaluating, conducting due diligence, and monitoring hedge funds on a global basis. Additional responsibilities include working with clients on education involving hedge funds, as well as advising clients on structure, selection, and implementation of hedge funds into their portfolios.

Prior to Hewitt EnnisKnupp, Louis was a Director with Cliffwater LLC where he was responsible for hedge fund manager research across strategies. As part of his manager research responsibilities, Louis worked with the consulting staff on behalf of institutional investors, including public and corporate pension plans, and endowments and foundations on hedge fund allocations. Before Cliffwater LLC, Louis was with Pfizer Inc.'s pension group, where he was responsible for multiple asset classes, including global equities and alternative investments for the U.S., select international pension plans, and the corporate foundation, which represented more than \$20 billion in assets.

Louis earned his BA in Economics from Villanova University and his MBA in Finance from Pennsylvania State University. Additionally, he holds the Chartered Financial Analyst designation, and is a member of the CFA Institute and the New York Society of Security Analysts. Louis joined Hewitt in July of 2009 and is based in New York.



Marc Katz Teachers' Retirement System of the City of New York

Marc Katz is the Deputy Director–Investment Administration for the Teachers' Retirement System of the City of New York ("TRS").

In this capacity, he is responsible for the investments, administration and compliance

of the System's Variable Annuity Program which is currently valued in excess of \$15 billion.

Mr. Katz is a veteran of our business; having worked as both a plan sponsor and as an investment manager. Prior to joining TRS, he was a Senior Vice President with Independence Investments and previous to that, was a Senior Vice President with Trust Company of the West who he joined following a stint with the General Signal Corporation where he was responsible for their pension and savings plan assets worldwide.

He began his career in the former Bell System with New York Telephone which was then followed by an illustrious career with AT&T. Subsequently, Mr. Katz got a taste of the "dark side" when he joined Morley Capital Management as Vice President.

Mr. Katz has an MS in Taxation and a BS in Accounting, both from Long Island University and has been a featured speaker at many industry conferences.

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 North American distribution specialist for the firm's Global Private Equity Fund of Funds and International Hedge Fund products, 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 150 alternative investment funds representing in excess of \$2.0 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 (CT) Region and Connecticut Public Broadcasting, Inc. (CPTV) Endowment Investment Committees.



Chris 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.

Larry Krummen

MoDOT & Patrol Employees' Retirement System



Hallie Label

Makena Capital Management

Hallie Label is a Principal at Makena Capital Management responsible for long only and long short equity manager selection and portfolio construction. Prior to joining Makena, Hallie was an Associate at Hall Capital Partners in San Francisco in the equity strategy group. Prior to Hall Capital, Hallie was an analyst at a start-up long

short equity hedge fund in San Francisco. She also spent time at Charles Schwab in corporate strategy and at Putnam Investments in equity research prior to business school. She holds an A.B. in Economics from Princeton University and an MBA from the Stanford Graduate School of Business.



Matt Lugar

Gruss & Co

Mr. Lugar joined Gruss & Co in 2007 as Director of Business Development. He is responsible for new business development and investor relations for the Americas and the Middle East. Prior to joining Gruss, Mr. Lugar was Head of Marketing for the Americas at Deutsche Bank in their internal hedge fund group, DB Advisors. From 2001 to 2005, Mr.

Lugar was Global Director of Business Development and Associate Portfolio Manager for Schafer Capital Management. He earned a B.S. in Management Science from Virginia Tech.



Jeff Margolis

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 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.



Jonathan Miles

Wilshire Funds Management

As head of hedge fund research, Jonathan Miles is a member of the Manager Research Group of Wilshire Funds Management. Jonathan leads the group's single strategy hedge fund research and portfolio construction efforts. He has over thirteen years of investment experience. Prior to joining Wilshire, Jonathan worked at Mercer

conducting single strategy hedge fund manager due diligence and portfolio construction. Prior to Mercer, Jonathan worked at Ritchie Capital Management in two different roles: first helping build and manage the firm's convertible bond arbitrage capabilities, and then as a research analyst on the distressed debt desk.

Jonathan earned a B.S. from the University of Illinois Chicago, concentrated in Finance with graduate studies in time series analysis, and a M.B.A. in Finance from W.P. Carey School of Business at Arizona State University. He is a Chartered Financial Analyst, a Chartered Alternative Investment Analyst, and a member of the CFA Society of Los Angeles, the CFA Institute, and a member of the CAIA Association.



Brian K. Monroe

Sawgrass Asset Management

Mr. Monroe is a founding Principal of Sawgrass Asset Management and serves as the firm's Director of Sales & Marketing. He is responsible for all new business development and marketing efforts for Sawgrass and serves on the firm's management committee. Prior to Sawgrass, Mr. Monroe was directly responsible for all national market sales and new business development at Barnett Asset Management. He also developed and served client and consultant relationships in the Florida and national marketplace. His previous experience also includes working with SEI Capital Resources in their New York City office where he served as Primary Consultant to institutional plan sponsors in the corporate endowment, foundation, Taft-Hartley and hospital industries for over five years. Mr. Monroe earned his B.S. and M.B.A. in Finance from Providence College and currently serves as a committee member for the Association of Investment Management Sales Executives (AIMSE). Mr. Monroe also holds a Series 65.



Richard Nino

AGF Investments America Inc.

Rick Nino leads the distribution function for AGF Investments America Inc., including business development strategy, sales, strategic alliances and consultant relations. In addition, he is the Global Head of Sales which includes EMEA.

Rick is an accomplished sales and marketing executive in the investment management industry achieved through leadership roles in business and organization strategy, distribution, business operations, and sales / business development. His experience spans complex, diverse, and multi-jurisdiction (Canadian, U.S. and global) settings. He has led two successful U.S. investment management business unit start-ups, including P&L

accountability. He also has experience leading 3rd party multi-manager investment platform and fiduciary oversight to corporate pension plans.

Prior to joining AGF, Rick was a senior executive with CIBC Global Asset Management Inc. and Vice-President CIBC Global Asset Management (USA) Ltd. He led the start-up and successful development of this U.S. firm and its distribution infrastructure.

Rick is a graduate of the University of Western Ontario (Bachelor of Arts) and an MBA graduate from McMaster University. He has also completed the Ivey School of Business Executive Development Program in Marketing. Rick was awarded the Chartered Director (C.Dir) designation through McMaster University's Directors College (2005). In 2010, Rick attended the University of Pennsylvania Wharton School Global Studies in Investment Management and Portfolio Management.



Daniel Owens

Holyoke Retirement Board

Dan was the Treasurer of the City of Holyoke prior to his appointment as the Holyoke Retirement Board's Executive Director in 1988. It is a Defined Benefit Plan. He also serves as the elected Trustee for the active and retired members of the Holyoke Retirement System. Currently, he is the chairman of the Board's Investment Committee.

Mr. Owens is a graduate of Providence College, Western New England College (MBA) and a 1995 graduate of the Institution of Chartered Pension Professionals. Dan designed and implemented a Pre-Retirement Planning Program for the system's active employees. Also, he developed the state's first Post-Retirement Forum to educate and facilitate the needs of the system's retirees. He views these yearly workshops as one of his most notable accomplishments.

Dan volunteers his time at the Holyoke Boy's Club as a coach of the youth basketball teams. Dan and his wife Kathy have two children – Andy and Mary Kate.



Chris Paolella

Perimeter

Chris Paolella 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).



Dean Patenaude

Artisan Partners, LP

Dean J. Patenaude, CFA is a Managing Director of Artisan with responsibility for the firm's global distribution. Prior to joining the firm in March 2009, Mr. Patenaude was a senior vice president and head of global distribution for Affiliated Managers Group, Inc. (AMG), where he liaised between AMG

and the institutional investment consultant and global distribution channels, and assisted with product development and marketing and client service initiatives. Before joining AMG, Mr. Patenaude was vice president and director of global consultant marketing at Wellington Management Company. He began his career in investment management at Brinson Partners, Inc. as a partner in business development.

Mr. Patenaude holds a BS in Business Administration from Georgetown University and an MBA from the Kellogg School of Management at Northwestern University.

Ian Peart

Aon Hewitt

Ian joined Aon Hewitt in 2002 and is Global Head of Investment Management. In this role he is ultimately responsible for manager recommendations across all asset classes globally. In addition to this he is a standing member of both the Global Investment Committee (this group is responsible for setting house Investment views) and the Global Investment Board (this group is responsible for setting and developing business strategy).

Ian started his professional career by joining the investment department of Morley Asset Management in 1987 having graduated from Loughborough University, where he obtained his Economics degree. He specialised in US equity fund management and after successful completion of his MBA in 1992 joined Friends, Ivory and Sime (FIS) as Head of their US Equity desk. He was based in New York before coming back to London in 1999 as a Director, Head of all Pan European Equity portfolios. Other responsibilities at FIS included membership of the asset allocation team and Head of Global Research.



Eric Petroff

Wurts

Eric J. Petroff, CFA, FRM, CAIA - Director of Research, specializes in macroeconomic and capital markets research, as well as the formulation of long term strategic investment initiatives. Prior to joining Wurts & Associates, Eric spent eight years at Hammond Associates in St. Louis where he

was a Senior Consultant and Shareholder. Eric has been a holder of the CFA designation since 2000, is a Chartered Alternative Investment Analyst, holds the Financial Risk Manager designation, has an MBA with an emphasis in finance from Webster University, as well as bachelors degrees in Economics and Russian from DePauw University.



Larry Pokora

Paulson & Company Inc.

Larry Pokora is Senior Vice President of Investor Relations at Paulson & Co. Inc. where he is responsible for public fund marketing and consultant relations globally. Larry has over twenty years of industry experience. Prior to working with Paulson, he was Vice

President of Client Service and Marketing at Chartwell Investment Partners from 2004-2006. Prior to this, he was the Director of Global Marketing at Brandywine Asset Management from 1998-2003 and Managing Director, SEI Investments from 1991-1998.

Larry is currently on the Board of Directors for AIMSE and sits on the Institutional Investor Institute Public Funds Advisory Council.



John C. Pomeroy, Jr., CFA

Pennsylvania State University Endowment

John became the Chief Investment Officer in the Office of Investment Management at Penn State University on July 1, 2001. During John's 10-year tenure, the Penn State Endowment has grown to \$1.5 billion and increased its allocations to both hedge funds and private equity.

Prior to joining the University, John was portfolio and product manager for Trinity Investment Management Corporation since 1989. Before that, he was Vice President and Trust Investment Officer for Mellon Bank in Central Pennsylvania. John has over 38 years experience in the investment industry and is a Chartered Financial Analyst (CFA). He holds a B.S. in Industrial Psychology from Bowling Green State University and an M.A. in Urban Economics from the University of Akron.



Ronald E. Radcliff, Jr., CFA

Towers Watson Investment Services (Atlanta)

Ron Radcliff is Head of International Equity manager research for Towers Watson Investment Services and a Senior Consultant. He leads a globally based team that is responsible for investment manager research and due diligence primarily in Global ex-U.S.

Equities. He also contributes to the global and emerging markets teams. He is the U.S. member of the global infrastructure private equity team. He also serves on the U.S. portfolio construction group.

Ron began working in the investment industry in 1989. Prior to joining Towers Watson in 2004, Ron worked as an internal investment consultant for Nationwide Retirement Solutions. Before that he served as Director of Investment Consulting at ICMA Retirement Corporation. Ron has an MBA (finance and investments) from the George Washington University School of Business Administration and BAs in both economics and history from the University of Virginia. He is a Chartered Financial Analyst (CFA) charter holder, a member of the CFA Institute and the Atlanta Society of Financial Analysts.



Chris Rae

S.A.C. Capital Advisors, L.P.

Prior to joining SAC in November 2008, Chris was a Managing Director of Client Relations at Chilton Investment Company from 2006 to 2008. Prior to that Chris was a Vice President at Goldman, Sachs & Co. working with the Equities and Fixed Income Divisions as a member of the Pensions Services Group

providing institutional sales coverage for pensions, endowments, and foundations from 2003 to 2006. Prior to that Chris was also an Associate in Goldman's Investment Banking Division primarily covering natural resources and industrial companies. Chris received both his AM and BA in Philosophy from Stanford University and his JD/MBA from Duke University.

S.A.C. Capital Advisors, L.P. is a diversified, research-driven investment management firm built around a core position in Long/Short Equities, as well as significant positions in Quantitative and other strategies. S.A.C. Capital Advisors, L.P. is a successor to a firm founded in 1992 by Steven Cohen. The firm began with nine employees and approximately \$25 million in assets under management. As of April 1, 2011, the firm has grown to approximately 890 employees with approximately \$13.2 billion in assets under management. The firm has offices in the US, Europe, and Asia.



Chip Ridley

Artisan Partners LP

Chip Ridley, CFA is a Managing Director of Artisan with responsibility for national institutional marketing and client service. Prior to joining Artisan, Mr. Ridley was

the director of business development and consultant relations for Grantham Mayo Van Otterloo & Co. LLC ("GMO") where he managed the institutional marketing efforts for western North America. Additionally, he served as product manager for the Emerging Markets strategy. Before joining GMO, he was a corporate vice president and principal at Montgomery Asset Management. He also spent nine years as an aviator in the United States Navy where he flew and instructed invarious types of fighter aircraft.

Mr. Ridley holds an AB from Duke University and an MBA from Mississippi State University.

Jeff Ringdahl

American Beacon Advisors

Mr. Ringdahl serves as Chief Operating Officer of American Beacon Advisors and Vice President of American Beacon Funds. Prior to joining American Beacon in 2010, Mr. Ringdahl spent six years with Western & Southern Financial Group, including Vice President of Product Management for the company's mutual fund subsidiary, Touchstone Investments. At Touchstone Investments, Mr. Ringdahl oversaw product development, competitive analysis, market research, and pricing. Prior to this, Mr. Ringdahl served in senior investment and operational roles with Fidelity Investments, State Street Global Advisors, and The Penobscot Group. Mr. Ringdahl received his BA in Economics from Boston University and MBA from the University of Notre Dame.



Rick Roberts

First Quadrant

Rick Roberts is the First Quadrant partner who determines the firm's international marketing strategy. In this function, Rick manages a team of professionals that develops business with large institutional investors in the US and, through First Quadrant joint ventures, around the world.

Rick brings to his position years of experience as an analyst, trader, and currency risk manager. Prior to joining First Quadrant in 1997, Rick was affiliated with Provident Capital Management, Akamai International, and money-center and investment banks in similar roles. He earned a bachelor of science degree in agriculture from the University of Arizona in 1982, and an MBA in finance from the University of Notre Dame in 1986.

Justin Rodriguez

San Antonio Fire & Police



Mike Saliba

BlackRock

Michael G. Saliba, Managing Director, is head of BlackRock's Strategic Alliances Group and a member of the US Retail Executive Committee.

Mr. Saliba's service with the firm dates back to 1998, including his years with Merrill

Lynch Investment Managers (MLIM), which merged with BlackRock in 2006. At MLIM, he served as co-head of the MLIM Strategic Alliances Group. Prior to joining MLIM, Mr. Saliba served as Vice President of Alternative Distribution at Jurika & Voyles, where he was responsible for sub-advisory and institutional mutual fund business development. Previously, Mr. Saliba served as a Vice President in the Institutional Funds Group at AMR Investment Service, Inc from 1995 to 1996. Mr. Saliba began his career as a marketing representative for Federated Investors in 1992.

Mr. Saliba earned a BA degree in economics and political science from the University of Pittsburgh in 1991.



David Sancewich

PCA

Mr. Sancewich joined PCA in 2004 and provides consulting services for PCA clients across all asset classes, as well as conducting both traditional and hedge fund/absolute return strategy research. Consulting services include risk budgeting, investment policy and guideline development, portfolio

and manager attribution analysis, asset class structural reviews, investment manager searches, and performance monitoring. Mr. Sancewich also conducts traditional and alternative manager due diligence.

Previously, Mr. Sancewich worked at Windermere Investment Consulting as an Analyst, where he focused on performance measurement analysis, traditional manager research, and day-to-day support of client specific issues.

Prior to that, Mr. Sancewich worked as an Analyst for the Russell Investment Group, where he evaluated various US equity products for Russell's manager research group.

Mr. Sancewich also advised large institutional clients on manager selection, as well as Russell's multi-manager funds business. He also helped work on the structure of Russell's equity, taxable, and alternative investment products.

Mr. Sancewich earned a MBA as well as a Bachelor of Arts degree in Business Management from Washington State University.



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.



Bruce Simon

City National Wealth Management

As chief investment officer of City National Wealth Management, Bruce Simon directs the bank's investment strategy and manages City National's skilled team of portfolio managers.

Mr. Simon, who joined the bank in 2011, is responsible for multiple investment strategies for the bank's open investment platform that features customized, propriety and non-proprietary strategies. He chairs the bank's Investment Committee.

With more than 25 years of experience in the investment community, Mr. Simon was previously the chief investment officer and a managing director at Ballentine Partners, a \$5 billion independent wealth management firm near Boston. During his tenure there, he chaired the Investment Management Committee, which is responsible for the oversight of all the firm's investment activities.

Before that, Mr. Simon was a managing director at Morgan Stanley's Private Wealth Management Division in New York. In that role, he was responsible for advising Morgan Stanley's largest and most sophisticated private clients. He was previously the chief investment officer at Glenmede Trust Co. 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. Mr. Simon began his investment career at Wells Fargo in San Francisco where he was a portfolio manager.

Mr. Simon received an MBA in Applied Economics from George Washington University and a bachelor's degree from Penn State University. He holds the Chartered Financial Analyst (CFA) designation.



Jim Skesavage

Atlanta Capital Management Co., LLC.

Jim Skesavage is Director of Marketing, Principal and a member of the management team at Atlanta Capital Management Co., LLC. His additional responsibilities are as co-head of client service. With over thirty years of professional experience, Mr. Skesavage has served in a variety of marketing and client service roles. Atlanta Capital manages over \$9.8 billion for 200 clients, with a primary focus on institutional, tax-exempt pension plans.

Before joining Atlanta Capital in 2002, he was Director of Client Service/Product Management, a global partner and member of the management team at INVESCO Capital Management.

He serves on the Alumni Association Board of Directors for the Eugene W. Stetson School of Business and Economics at Mercer University and the Board of the American Society for Competitiveness. Additionally, he was past President of the Board of Directors for the Association of Investment Marketing Sales Executives (AIMSE), and a past board member of Zoo Atlanta and of the Florida Public Pension Trustees Association (FPPTA). He has also participated on the Program Committee for the Southern Employee Benefits Conference.

A native of Hasbrouck Heights, New Jersey, Mr. Skesavage earned his MBA in management from Mercer University, Atlanta, Georgia, where he was inducted into the National Honor Society of Phi Kappa Phi. He received his BA in business administration from Loyola College, Baltimore, Maryland. He has completed postgraduate work at the Wharton School, University of Pennsylvania and attended the Chief Executive Leadership Institute's Leadership Exchange and Analysis Program.



Reid Smith

Evaluation Associates

Reid Smith is the director of private markets investments at Evaluation Associates. He leads the firm's research effort on illiquid investments including buyouts, venture capital, real estate, and other non-traditional private investments. This includes meeting,

monitoring, and assessing investment managers; directing client searches; and evaluating trends and opportunities across this spectrum.

Prior to joining Evaluation Associates, Reid was at General Atlantic Partners, a global private equity firm, where he was involved in investing across technology sectors. He also worked in the Bank Debt Group at Goldman Sachs and was an equity analyst at Value Line, an equity research firm. He is a Chartered Alternative Investments Analyst, and has an MBA from the Kellogg School of Management and a BA from Southern Methodist University.



Tom Sorbo

Regiment Capital

Tom joined Regiment Capital in 2005 to work with investor relations, product development and firm risk management initiatives. Tom has over 25 years of experience in the investment management industry. Prior to joining Regiment Capital he was Chief Operating Officer of Standish Mellon Asset Management and a Partner in its predecessor firm, Standish, Ayer & Wood. Before that he was Director of Marketing, Sales and Client Service at Stein Roe & Farnham in Chicago and he began his career with the Travelers Asset Management and Pension Services division. Tom received a BA in Economics from Providence College and is a CFA charter holder.



Mark Stahl

Callan Associates

Mark N. Stahl, CFA, Senior Vice President. Mark is the Manager of Callan's Domestic Equity Manager Research Group. He joined Callan in 1995, and is a shareholder of the firm. Mark researches and analyzes money management firms with various investment styles for pension fund plan sponsors. He meets with general consultants and oversees manager searches, conducts on-site visits, and attends final presentations. Mark regularly interviews and visits portfolio managers and marketers to discuss products, strategies, and organizational issues.

Prior to joining the Domestic Equity Group, Mark was a member of Callan's Fixed Income Research Group where he gathered, analyzed, and verified data on domestic and international fixed income investment managers.

Mark earned a B.A. in Managerial Economics from the University of California at Davis and earned the right to use the Chartered Financial Analyst designation



Joel R. Stevens II

Alliance Bernstein

Joel R. Stevens II is a Senior Managing Director leading Alliance Bernstein's institutional Business Development and Client Service practice for the Americas. In addition, his responsibilities include the sales leadership and development for the firm's defined contribution business as well

as oversight of the firm's North American Consultant Relations effort. Previously, Stevens was responsible for Bernstein's private-client practice for the Southeast United States, encompassing the Atlanta, Miami, Tampa and West Palm Beach offices. He joined the firm in 1994 as a private client associate; he became a financial advisor in 1996 and was appointed Principal in 2000. Stevens was the managing director of the Tampa office from 2004 through 2007 and assumed the role of Senior Managing Director in 2008. Prior to joining the firm, he was an associate in the private client group at Mid-Atlantic Companies, Ltd., a national financial consulting company. Stevens earned a BS in applied economics from Cornell University. He is a member of the Young Presidents' Organization and a corporate partner member of the Kravis Center for the Performing Arts.



Chenoa Taitt

Rooney & Company

Chenoa Taitt, partner of Rooney & Associates Communications, is an experienced communications professional with an expertise in corporate and financial public relations. Chenoa has represented numerous financial services companies including Cohen & Steers, M&R Capital, and Stephens Inc., the largest

investment bank off Wall Street. Chenoa develops and implements strategic communications strategies aligned with clients' core business

objectives. Chenoa holds strong relationships with top-tier business media, which has generated significant coverage for client strategies, investment theses, thought leadership, and industry developments.

Before joining Rooney & Associates Communications in March 2006, Chenoa was Vice President of Lippert/Heilshorn & Associates, a leading independent investor relations firm headquartered in New York. Chenoa led the financial media practice and directed public relations programs for technology, consumer, financial services, and healthcare companies.

From 1998 to 2000, Chenoa was an assistant account executive for The MWW Group, where she led grassroots programs for corporations, coalitions, and politicians. Responsible for strategic media and investor outreach, Chenoa forged strong relationships with local print and broadcast press and scheduled and marketed investor meetings for client road shows.

Chenoa has also served as the community public relations liaison for The Morris County Historical Society.

Chenoa graduated with a BA in print journalism and public relations from Seton Hall University in 1998.

Joe Thomas

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.



Richard Torykian

Hyperion Brookfield

Mr. Torykian is the Director of Marketing and Client Service. He is responsible for overseeing the day-to-day management of the marketing and client service team as well as for strategic product initiative. Additionally, he maintains a business development role within the institutional

consultant, public and corporate plan sponsor, and sub-advisory marketplaces. Mr. Torykian has over 14 years of experience in the industry. Mr. Torykian received a Bachelor of Arts in History from Yale University and an MBA from The Anderson School at the University of California, Los Angeles.



Kent R. Voss

Koch Asset Management Group

Kent Voss is the Managing Director of Global Research of Koch Industries, Inc. Asset Management Group. Kent joined Koch Industries, Inc. in 2008 and has ten years of experience in research, trading and risk management. Prior to joining

Koch Industries, Inc., Kent spent three years with Koch Supply & Trading managing the equity trading group. Prior to Koch, Kent was the managing partner of an equity long/short hedge fund and was a manager with Accenture in the Energy Trading and Risk Management group. Kent earned his Bachelor of Science in Mechanical Engineering and Bachelor of Arts in Economics from Rice University.



Peter Wilamoski

Threshold Group

Peter Wilamoski oversees Threshold Group's investment manager research.

With more than 10 years of experience in financial services, he joined Threshold in May 2009 after serving as Director of Manager Research with Greycourt & Co.

There he directed the team responsible for evaluating and selecting managers used by Greycourt's private and endowment/foundation clients.

Previously Peter worked with the Russell Investment Group in both their capital markets and manager research groups. His duties in capital markets included working with Russell's 20/20 group on understanding issues facing investors in emerging markets. Within Russell's manager research group he focused on evaluating US Equity managers and specifically those employing quantitative stock selection models.

He began his career as an Assistant Professor of Economics in the Albers School of Business at Seattle University where he taught international trade and finance as well as macroeconomics to both undergraduates and MBA students. He has a BA from California State University at Sacramento and a PhD in economics from the University of Oregon.



Bryon Willy

Mercer

Bryon Willy is a Principal in the manager research group of Mercer's investment consulting business in Chicago.

Bryon works in the Fixed Income Boutique as Lead US researcher. He is a member of Mercer's US Manager Ratings Review

Committee and Global Fixed Income Manager Ratings Review Committee. The MRRCs provide recommendations on investment managers and determine ratings at the strategy level.

Bryon joins us from the Federal Home Loan Bank of Chicago where he was Lead Market Risk Analyst. In this position, Bryon was responsible for daily risk analysis on the entire \$90 billion GSE portfolio, including mortgages, CMOs, agency debt, and derivatives. Previously Bryon worked for ABN AMRO in the Capital Markets group and Blue Cross Blue Shield. He brings more than 16 years of experience to Mercer IC.

Bryon earned his MBA in finance at DePaul University and his Bachelor of Science in finance and marketing from Indiana University. He is a CFA charterholder, and a member of the CFA Society of Chicago and the CFA Institute.

Callan Associates

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for Investors

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Founded in 1973, Callan Associates is one of the largest independently-owned investment consulting firms in the country. Headquartered in San Francisco, Calif., the firm provides research, education, decision support and advice to a broad array of institutional investors through four distinct lines of business: Fund Sponsor Consulting, Independent Adviser Group, Institutional Consulting Group, and the Trust Advisory Group. Callan employs more than 155 people and maintains four regional offices located in Denver, Chicago, Atlanta and Florham Park, NJ. For more information, visit www.callan.com.



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REFRESHMENT BREAK

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KEYNOTE SPEAKER

Sawgrass Asset Management, L.L.C. is a SEC-Registered Investment Advisor, based in Jacksonville, Florida. The firm is 100 percent employee-owned by its active Principals and Partners. Since the firm's founding on January 15, 1998, our primary focus has been managing assets with a specific focus on institutional client relationships. The business of asset management is the firm's sole focus. Sawgrass is not affiliated with any other organization.

Our firm's core group of investment professionals has worked together for more than two decades, as Sawgrass Asset Management was founded by its active principals Andrew Cantor, Dean McQuiddy, and Brian Monroe as a lift-out from Registered Investment Advisor, Barnett Capital Advisors, Inc.

Sawgrass Asset Management provides unique investment-based solutions to institutional investors through active growth equity and fixed income investment management services. Our products include large and small cap growth equity as well as core, intermediate and short-term fixed income portfolios. The investment managers at Sawgrass have an average of nearly 30 years of experience in establishing and managing investment portfolios in these products. We pride ourselves in providing our clients with a highly personalized (customized) investment approach, flexibility to capitalize on changes in market conditions and a "hands-on" client service experience.

HOW WE DEFINE SUCCESS

Sawgrass defines success by our ability to assist our clients in meeting or exceeding their investment goals by the consistent application of a disciplined investment process.

OUR FIRM VISION

Our firm vision is to operate as an independent investment group which provides us the flexibility to acquire the resources to serve the needs of our clients. Our entire firm meets every Monday morning to review client, firm and individual goals for that week. Every employee knows exactly what our client service and retention goals are. Once a month, all equity owners meet at a Partner's meeting. At these meetings, items discussed include new business, client activity, resources needed, firm goals and profitability. Once a quarter, all partners attend a half-day firm strategic session. These meetings focus on mid and long-term firm initiatives and client service level reviews.



TENNIS TOURNAMENT

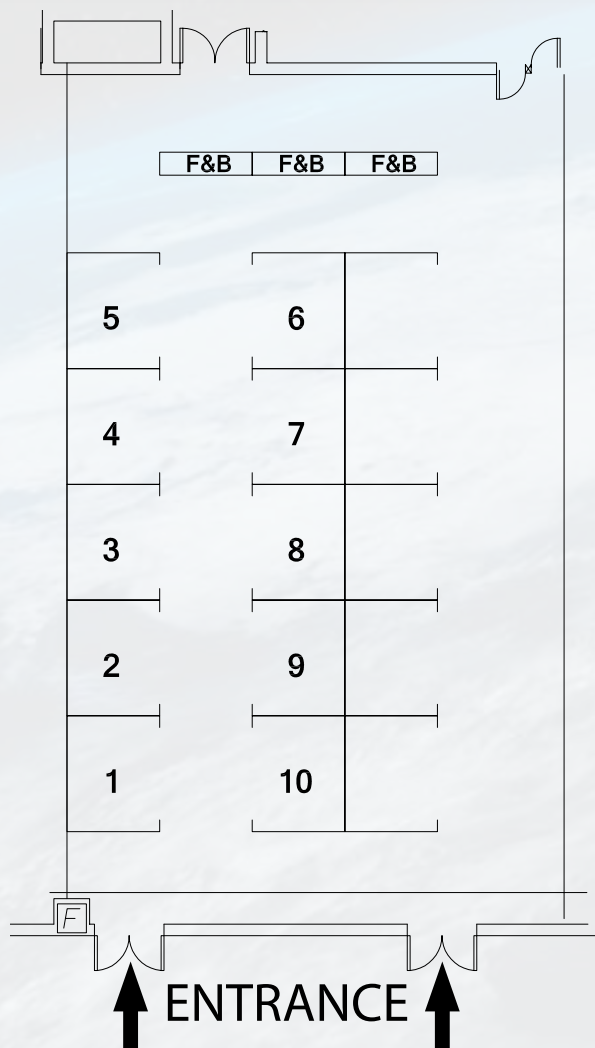
Sunrise Capital Partners is a Systematic Global Macro firm founded in 1980 and currently manages over \$700 million in client and proprietary assets. Sunrise provides investors with an informed, long-term perspective, an adaptive and evolutionary research platform, and responsive client-focused delivery. For over 30 years, Sunrise has followed a thorough, methodical and highly risk-attuned course in applying dynamic insights and innovations to the global markets.

Our systematic global macro approach invests, long and short, in discernable and measurable trends, themes and pricing anomalies across global markets. Sunrise achieves diversification through exposure to a broad range of commodities, currencies, equity indexes and interest rates over diverse regions and time horizons. Position and portfolio risks are managed both systematically and through continuous human oversight by multiple layers of seasoned investment professionals.

Highlights include a 12% compounded net annual return over the past 15 years; low historical correlation with the S&P Total Return Index and HFRI Weighted Composite Hedge Fund Index; and historically strong performance during economic crises and other "tail risk" scenarios. Onshore and offshore (Cayman) funds and managed accounts are available. Please contact Jason Gerlach at jgerlach@sunrisecapital.com or call (toll free) 1-877-456-8911.



FLOORPLAN



EXPANDING HORIZONS

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- BOOTH 10 Proposal Software

Callan Associates

BOOTH 1

Contact: Judy McKinney
101 California St, Suite 3500
San Francisco, CA 94111
415-974-5060
mckinney@callan.com

Founded in 1973, Callan Associates is one of the largest independently-owned investment consulting firms in the country. Headquartered in San Francisco, Calif., the firm provides research, education, decision support and advice to a broad array of institutional investors through four distinct lines of business: Fund Sponsor Consulting, Independent Adviser Group, Institutional Consulting Group, and the Trust Advisory Group. Callan employs more than 155 people and maintains four regional offices located in Denver, Chicago, Atlanta and Florham Park, NJ. For more information, visit www.callan.com.

eVestment Alliance

BOOTH 3

Contact: Vince Bakshani
5000 Olde Towne Pkwy, Suite 100
Atlanta, GA 30068
678-569-2390
vince@evestment.com

eVestment Alliance (eVestment) is the global investment industry's premier institutional database and technology solutions provider. eVestment's broad institutional data coverage enables in-depth manager research and due diligence, competitive intelligence, peer group analysis and insight into asset movements and trends. Solutions include eVestment Analytics, Data Feeds and Asset Flows. eVestment also offers its powerful Exchange system, which automates the transformation and precise update of manager data to multiple databases.

eVestment is fortunate to work with the leading investment consultants, pension funds and asset managers globally and has been recognized as the "Most Influential Database" by FundFire and ranked first on the top 10 list of "Must Be In" databases by Money Management Letter and iisearches.

Financial Investment News

BOOTH 2

Contact: Matt McCue
41 Union Square West
Suite 1021
New York, NY 10003
mmccue@fin-news.com

Financial Investment News is the leading provider of tools and information for the sales, marketing, business development and client services professionals at institutional asset management firms.

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Infinity Info Systems

BOOTH 5

Contact: Kathleen Summers
525 Seventh Ave, Suite 1200
New York, NY 10018
649-747-6398
ksummers@infinityinfo.com

Infinity Info Systems provides customer relationship management (CRM) and business analytics systems to improve the effectiveness as well as efficiency of marketing and investor relations. Founded in 1987, Infinity has implemented more than 3,500 CRM systems, and is uniquely positioned to help you increase assets under management and streamline client services.

Infinity's CRM and business analytics solutions can help you acquire the power of productivity. With it you can:

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- Better visualize business trends so you can make more informed decisions



Institutional Investor

BOOTH 4

Contact: Keith Arends
iisearches
225 Park Avenue South
New York, NY 10003
212-224-3533
karends@iinews.com
www.iisearches.com

Contact: Kristin Zammit
iiconferences
225 Park Avenue South
New York, NY 10003
212-224-3063
kzammit@iiconferences.com
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Morningstar BOOTH 8

Contact: Cristina Rossman
22 West Washington St
Chicago, IL 60602
312-696-6127
cristina.rossman@morningstar.com

Morningstar, Inc. is a leading provider of independent investment research in North America, Europe, Australia, and Asia. We offer an extensive line of Internet, software, and print-based products and services for individuals, financial advisors, and institutions.

Pension & Investments BOOTH 9

Pensions & Investments delivers news, research and analysis to the executives who manage the flow of funds in the institutional investment market. Written for pension, portfolio and investment management executives at the hub of this market, Pensions & Investments provides its audience with timely and incisive coverage of events affecting the money management business. Written by a worldwide network of reporters and correspondents, Pensions & Investments' coverage includes business and financial news, legislative reports, global investments, product development, technology, investment performance, executive changes, corporate governance and other topics of interest to professional money.

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Proposal Software BOOTH 10

Contact: John Laurino
606 Post Road East
Westport, CT 06880
Phone: 203-604-6597 x701
Web: www.proposalsoftware.com
Email: sales@proposalsoftware.com

Proposal Software Inc. is the only organization exclusively focused on the proposal management needs of any type of business from a single location to the largest global enterprise involving multiple teams and collaborators. The Proposal Management and Production System (PMAPS®) provides the most comprehensive, best-in-class and enterprise-enabled, proposal management platform at more than 230 of the world's largest and most successful financial services (35 of the top 50 asset managers), healthcare, legal, manufacturing and technology organizations spread amongst five continents. These companies rely daily on PMAPS to run their mission critical B2B new business processes from proposal responses to 'major account' RFP/RFI/RFQ's, to everyday product, service sales and proposal fulfillment.

Proposal Software provides the Client/Server based PMAPS2011 in four unique vertical configurations; Financial; Healthcare; Commercial and Legal. PMAPSWebPro can be adapted to any of these vertical configurations through easy-to-use tools that are integrated into the application. In addition, PMAPS WebPro users may access the application's Sales and Preview Only functionalities via PMAPSWebPro Mobile, a universal 'App' designed to work across all SmartPhone devices including Apple, Android, Windows 7 Mobile, Palm and Blackberry O/S 6 phones and tablets. PMAPSWeb Essentials represents the most comprehensive and affordable entry-level proposal management application available anywhere.

SalesForce CRM/Market Builders BOOTH 7

Contact: Adnan Chaudhry
SalesForce CRM
The Landmark @
One Market Street, Suite 300
San Francisco, CA 94105
415-536-5287
a chaudhry@salesforce.com

Contact: Ray Dugas
Market Builders
39 Summit Road
Belmont, MA 02478
617-489-7980
ray@marketbuilders.com

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Contact: Terri Deane
Standard & Poor's Money Market Directories
401 East Market Street, Suite 201
Charlottesville, VA 22902
terri.deane@standardandpoors.com
800-446-2810
Fax 434-979-9962
www.mmdwebaccess.com

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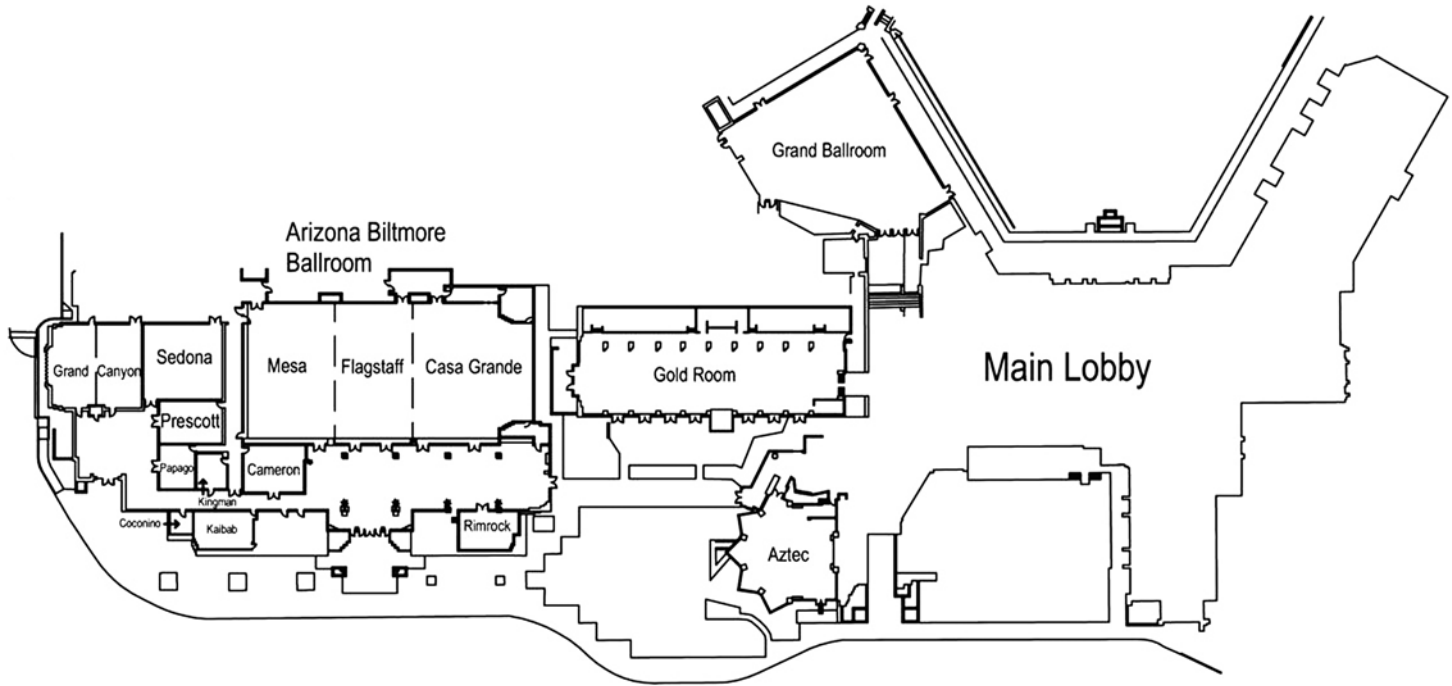
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12100 Sunset Hills Road | Suite 130 | Reston, Virginia 20190

703.234.4098 | Fax: 703.435.4390 | www.aimse.org