

AIMSE 35th ANNUAL

April 22–24, 2012

Marketing & Sales Conference

Conference Program
Turnberry Isle Miami | Aventura, Florida



AIMSE 35th ANNUAL



Marketing & Sales Conference

April 22–24, 2012

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Dear AIMSE Colleagues:

Welcome to the AIMSE 35th Annual Marketing & Sales Conference!

AIMSE once again is offering members an exceptional business building opportunity and a robust professional development program with access to over 40 plan sponsors and consultants.

For 35 years, AIMSE has been providing investment management sales executives with access to thought provoking plan sponsors and insightful consultants, educational forums on industry developments and best practices, as well as networking events designed to help maximize your success and to help you stay on top of a rapidly changing industry.

This year, your 2012 AIMSE Annual conference committee has worked extra hard to provide an action packed agenda that addresses many of the issues impacting our industry and offers several revenue generating ideas and opportunities. Some highlights include:

- **Boot Camp is Back!** – The feedback from last year was overwhelming, so Boot Camp is back this year. This fast paced session is geared toward newer marketers, experienced professionals looking to refresh their skills, or anyone who needs a keen understanding of the sales process
- **Election Insights** – Award winning Keynote Speaker Jim Angle, Fox News Chief Washington Correspondent, will give us an update on the latest news and issues regarding the 2012 elections
- **Keynote Consultants** – David Harmston from Albourne Partners Ltd and David Shukis from Cambridge Associates will provide an in-depth look at their organizations, research platforms, and search trends
- **AIMSE Exclusive Roundtable Sessions** – Provide intimate access to over 40 Consultants & Plan Sponsors
- **CIO Perspective** – A rare opportunity to hear from prominent CIO's about what is really important to them
- **This Year We are Introducing AIMSE's New Collaboration with the CFA Institute**

And so much more...

Best regards,

Kathleen Powers Dunlap, *Barclays Capital*
Conference Chair

Stephen W. Dunn, *Cohen & Steers Capital Management*
Conference Co-Chair



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President

Founding Partner

AEWilkins Holdings
5008 S Blackstone Ave
Chicago, IL 60615
Work: (312) 953-4053
aewilkins@yahoo.com

J. Carter Bailey, Jr. | 6/1/06 – 5/31/12

Senior VP

Franklin Templeton Institutional
135 Lakeview Ave. NE
Atlanta, GA 30305
Work: (404) 814-0006
Fax: (404) 814-0096
cbailey@templeton.com

Christopher J. Krein | 6/1/07 – 5/31/13

Vice President

Director of Institutional Sales

WisdomTree Asset Management
259 N Radnor Chester Rd, Ste 150
Wayne, PA 19087
Work: (917) 267-3712
Fax: (917) 267-3831
ckrein@wisdomtree.com

Matthew J. Crowe | 6/1/11 – 5/31/14

Principal, Investor Relations

Anchor Point Capital, LLC
2319 SW 25 Terr
Miami, FL 33133
Work: (305) 984-5469
mcrowe@anchorpointcapital.com

Christopher Newman, CFA | 6/1/07 – 5/31/13

Treasurer

Vice President, Institutional Sales

T. Rowe Price – Global Investment
Services
100 E. Pratt Street, 5th Floor
Baltimore, MD 21202
Work: (410) 345-2207
Fax: (410) 547-1270
chris_newman@troweprice.com

Maureen W. Decker | 6/1/10 – 5/31/13

Managing Director

Head of Business Development

FAMCO
8235 Forsyth Blvd, Ste 700
St. Louis, MO 63105
Work: (917) 414-2562
Fax: (314) 446-6707
mdecker@famco.com

Niels Andersen, CFA | 6/1/05 – 5/31/11

Emeritus President

Principal

Altrinsic Global Advisors UK Ltd.
111 Buckingham Palace Rd
3rd Fl
London SW1W 0SR
UNITED KINGDOM
Work: +44 (0) 207 340 8544
nandersen@altrinsic.com

Kerry Dempsey | 6/1/09 – 5/31/12

Director of Consultant Relations

Select Equity Group
380 Lafayette St, 6th Fl
New York, NY 10003
Work: (212) 500-6147
kdempsey@selectequity.com

Kathleen Powers Dunlap | 6/1/09 – 5/31/12

Managing Director

Barclays Capital
745 Seventh Ave., 6th Floor
New York, NY 10019
Work: (212) 526-1651
Kathleen.dunlap@barclayscapital.com

Stephen W. Dunn | 6/1/08 – 5/31/12
Executive Vice President
Cohen & Steers Capital Management
280 Park Avenue, 10th Floor
New York, NY 10017
Work: (212) 446-9187
Fax: (212) 832-3904
sdunn@cohenandsteers.com

Stefanie Frese | 6/1/08 – 5/31/14
Barclays Capital
745 7th Avenue, 6th floor
New York, NY 10019
Stefanie.frese@barclayscapital.com

Paul D. Foster, CFA | 6/1/11 – 5/31/14
Global Head of Consultant Relations
Managing Director
Turner Investment Partners
1205 Westlakes Dr
Ste 100
Berwyn, PA 19312
Work: (484) 329-2390
Fax: (484) 329-2690
pfoster@turnerinvestments.com

MacKenzie Hurd | 6/1/11 – 5/31/14
Director, Client Service
and Consultant Relations
Rainier Investment Management Inc.
444 Madison Avenue
Suite 3200
New York, NY 10022
Work: (646) 340-1120
mackenzie.hurd@rainierfunds.com

Scott J. Kearney | 6/1/09 – 5/31/12
Managing Director
Turner Investment Partners
1205 Westlakes Dr
Ste 100
Berwyn, PA 19312
Work: (484)-329-2321
Fax: (484) 329-2621
skearney@turnerinvestments.com

Cheryl B. King | 6/1/06 – 5/31/12
Managing Director, Investor Relations
Symphony Asset Management LLC
555 California St
Ste 2975
San Francisco, CA 94104
Work: (415) 676-4138
cheryl.king@symphonyasset.com

John Nestor | 11/09/09 –
UNITED KINGDOM
Work: + 44 1372726935
johnnestor@ntlworld.com

Carolyn Patton, CFA | 6/1/11 – 5/31/14
Global Head of Client Relationships
Managing Director
Turner Investment Partners
1205 Westlakes Drive, Suite 100
Berwyn, PA 19312
Work: (484) 329-2440
cpatton@turnerinvestments.com

Christopher D. Rae | 6/1/10 – 5/31/13
Director of Marketing
SAC Capital Advisors LP
540 Madison Ave
35th Floor
New York, NY 10022
Work: (212) 813-8624
Fax: (646) 224-9443
chris.rae@sac.com

Michael S. Reeves | 6/1/07 – 5/31/13
Managing Director
Vermillion Asset Management LLC
267 Fifth Avenue
New York, NY 10016
Work: (646) 478-2719
Fax: (212) 699-3986
reeves@vam.com

Kimberley A. Woolverton | 6/1/11 – 5/31/14
Senior Business Development Manager
Aberdeen Asset Management
161 Bay St, 44th Fl
TD Canada Trust Tower
Toronto, ON M5J 2S1
CANADA
Work: (416) 777-5572
kimberley.woolverton@aberdeens-asset.com

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AIMSE Regional Event Coordinators

Atlanta

Glenn Weiner

gweiner@babsoncapital.com

Baltimore

Andy Schneider

andy.schneider@campbell.com

Boston

Gregory Weissman

gregory_weissman@putnam.com

Chicago

John P. Mirante

jpm8@ntrs.com

Connecticut

Kathy Kohler

km.kohler@verizon.net

Denver

Kristin Fenik

kfenik@ofii.com

New York

Kathleen Powers Dunlap

kathleen.dunlap@barclayscapital.com

Philadelphia

Scott J. Kearney

skearney@turnerinvestments.com

St. Louis

Gus Catsavis

gcatsavis@pinnacle-lp.com

San Francisco

Cheryl King

cherking@pacbell.net

Southern California

Jacqueline E. DeSanctis

jacqueline.desanctis@nb.com

Toronto

Michael H. Peck

michael_peck@acuityfunds.com

AIMSE 35th ANNUAL Marketing & Sales Conference

Monday | April 23

8:15 – 9:15 am | **Keynote Speaker**



Jim Angle
Chief National Correspondent
FOX News Channel

12:30 – 1:45 pm | **Luncheon | Featured Presenter**



Bob Dannhauser, CFA, FRM, CAIA
Head, Standards of Practice and Outreach
CFA Institute

Tuesday | April 24

8:00 – 9:15 am | **CIO's Perspective | Featured Presenters**



Kenneth Frier
Former CIO
Stanford Management Company
and Hewlett Packard



Linda B. Strumpf
Retired Chief Investment Officer
The Ford Foundation and
the Helmsley Charitable Trust and
Chair of Investment Committees
Helmsley Trust and Penn State University



Ray Joseph
United States Department of Interior
and *Former Acting Chief/Deputy*
Chief Investment Officer
State of New Jersey Treasury Department
Division of Investment Management



Greg Williamson
Chief Investment Officer
BP America, Inc.

AIMSE 35th ANNUAL Marketing & Sales Conference

Schedule at a Glance

Sunday | April 22

- 7:30 – 8:30 am **Golf Registration and Breakfast**
Cascata Pool
- 8:30 am **Golf Tournament**
Miller Course
- 1:00 – 2:30 pm **Golf Tournament Lunch**
Magnolia Courtyard
- 2:30 – 5:30 pm **Boot Camp**
Veranda East & West
- 6:00 – 6:30 pm **Newcomer & Mentor Reception**
Salons IV, V, VI, VII
- 6:30 – 8:30 pm **Welcome & Exhibitor Reception**
Garden Room
- 8:30 – 10:00 pm **Networking No-Host Dinners**

Monday | April 23

- OPTIONAL ACTIVITIES**
- 6:00 – 6:45 am **Yoga**
- 6:00 am **5K Fun Run/Walk**
- 7:00 – 4:00 pm **Registration Desk**
Garden Foyer
- 7:00 – 8:00 am **Exhibitor Roundtable Breakfast**
Garden Room
- 8:00 – 8:15 am **Welcome and AIMSE President's Address**
Grand Ballroom
- 8:15 – 9:15 am **Keynote Speaker**
Grand Ballroom
Jim Angle, *Chief National Correspondent*
FOX News Channel
- 9:15 – 10:30 am **Featured Consultant**
Grand Ballroom
David Harmston, *Partner and Global Head of Client Group*
Albourne Partners Ltd

Tuesday | April 24

10:30 – 11:00 am	REFRESHMENT BREAK Garden Room
11:00 am – 12:30 pm	Plan Sponsor Panel Grand Ballroom
12:30 – 1:45 pm	Luncheon Garden Room Featured Presenter Bob Dannhauser, CFA, FRM, CAIA <i>Head, Standards of Practice and Outreach, CFA Institute</i>
1:45 – 2:45 pm	CONCURRENT BREAK-OUT SESSIONS #1 Selling into the Defined Contribution Space Grand Ballroom #2 Maximizing Your Success in the Sub-Advisory Market Veranda East & West #3 Veterans Panel Salons IV, V, VI, VII
2:45 – 3:00 pm	REFRESHMENT BREAK
3:00 – 4:00 pm	CONCURRENT BREAK-OUT SESSIONS #4 Risk Management: How Investors are Evaluating Risk in Their Portfolios Veranda East & West #5 How to Win the Biggest Battle Yet — “Convergence” Salons IV, V, VI, VII #6 Investment Outsourcing Grand Ballroom
4:30 – 6:30 pm	OPTIONAL OUTDOOR ACTIVITIES Volleyball Tournament Laguna Lawn
4:30 – 6:30 pm	Tennis Tournament Tennis Courts
7:30 – 8:00 pm	Reception Magnolia Courtyard
8:00 – 11:00 pm	Dinner and AIMSE Lothrop Award Presentation Grand Ballroom

6:00 – 6:45 am	OPTIONAL ACTIVITY Yoga
7:00 – 3:00 pm	AIMSE Registration Desk Garden Room Foyer
7:15 – 8:00 am	Exhibitor Roundtable Breakfast Garden Room
8:00 – 9:15 am	CIO’s Perspective Grand Ballroom Featured Presenters Kenneth Frier, former CIO, Stanford Management Company and Hewlett Packard Ray Joseph, United States Department of Interior & Former Acting Chief/Deputy Chief Investment Officer State of New Jersey Treasury Department, Division of Investment Management Linda B. Strumpf, retired Chief Investment Officer, The Ford Foundation and the Helmsley Charitable Trust, and Chair of Investment Committees, Helmsley Trust and Penn State University Greg Williamson, Chief Investment Officer BP America, Inc.
9:15 – 10:15 am	Featured Consultant Grand Ballroom David Shukis, Director of Investment Manager Research Cambridge Associates
10:15 – 10:45 am	REFRESHMENT BREAK Garden Room
10:45 – 12:15 pm	Consultant Roundtables Grand Ballroom
12:15 – 1:30 pm	Lunch with Exhibitors Garden Room
1:30 – 2:30 pm	CONCURRENT BREAK-OUT SESSIONS #7 Wealth Management – A Latin American Perspective Veranda East & West #8 The Other Risk Management: Managing Your Firm’s Reputation Salons IV, V, VI, VII
2:30 – 3:00 pm	Business Meeting Grand Ballroom
3:00 pm	Conference Concludes



Jed Schneider, CIPM
Senior Vice President, Verification Services
The Spaulding Group, Somerset, NJ, USA

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- The GIPS® standards

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AIMSE 35th ANNUAL Marketing & Sales Conference

Extended Schedule Sunday | April 22

7:30 – 8:30 am **Golf Registration and Breakfast**

8:30 am **Golf Tournament**

1:00 – 2:30 pm **Golf Tournament Lunch**

2:30 – 5:30 pm **Boot Camp**

Presenters

Michael Gillis

*Senior Vice President of Business Development
Greystone Managed Investments, Inc.*

Chris Rae

*Director of Marketing
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 and Tricks

6:00 – 6:30 pm **Newcomer & Mentor Reception**

6:30 – 8:30 pm **Welcome & Exhibitor Reception**

8:30 – 10:00 pm **Networking No-Host Dinners**



Monday | April 23

OPTIONAL ACTIVITIES

6:00 – 6:45 a.m.

Yoga

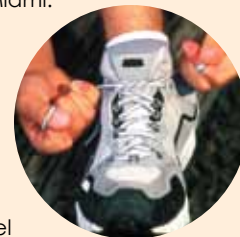
The yoga class will be held at the Spa & Fitness Center located on property at the Turnberry Isle Miami. A yoga mat and water will be provided.

(Note registration is required.)

6:00 a.m. (start time)

5k Fun Run/Walk

All participants should meet by the resort entrance of the hotel at 6:00 a.m. The hotel jogging path circles the resort and begins and ends at the entrance of the hotel. Please plan to bring your own water for this run/walk.



7:00 – 4:00 pm

Registration Desk

7:00 – 8:00 am

Exhibitor Roundtable Breakfast

8:00 – 8:15 am

Welcome and AIMSE President's Address

8:15 – 9:15 am

Keynote Speaker

Jim Angle

Chief National Correspondent
FOX News Channel

Jim Angle is FOX News Channel's chief Washington correspondent and also serves as a substitute anchor for "Special Report with Bret Baier." Named to this position in 2005, he reports on overall political news from Washington, D.C., as well as broader issues, including social security and tax reform. He joined FNC in 1996.

Previously, Angle served as FNC's senior White House correspondent, responsible for reporting on presidential activities nationally and internationally.

9:15 – 10:30 am

Featured Consultant

David Harmston

Partner and Global Head of Client Group
Albourne Partners Ltd

Moderator

Joanne Hickman

Managing Director, Global
Head of Consultant Relations
NTGI Client Solutions Group

Founded in 1994, Albourne has become a dominant hedge fund advisory firm and has recently developed a closely aligned private equity advisory service. Albourne's clients have more than US\$ 230B allocated to over 2,000 funds. Albourne's clients include: Caisse de dépôt et placement du Québec, BT Pension Scheme Management, The Teacher Retirement System of Texas, The Regents of the University of California, University of Texas Investment Management Company (UTIMCO) and University Superannuation Scheme. Albourne prides itself on being independent and non-conflicted. Albourne has been twice honoured with The Queen's Award for Enterprise: International Trade 2006 and 2009 for the company's outstanding achievement for advice to investors in hedge funds.

10:30 – 11:00 am

REFRESHMENT BREAK

11:00 am – 12:30 pm

Plan Sponsor Panel

Moderators

Diane Ivanovic
Director of Marketing
FourWinds Capital Management (US) Inc.

Tony Wilkins
Founding Partner
AEWilkinsHoldings

Presenters

Patrick Baumann
Assistant Treasurer
Harris Corporation

Marc Katz
Director, Investment Administration
Teachers' Retirement System of the City of New York

Anton Orlich
Lead Investment Analyst
Public Safety Personnel Retirement System of Arizona

Brian A. Rice
Investment Officer
California State Teachers' Retirement System

Joe Thomas, CFA
Director, Treasury
BJC Healthcare

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

12:30 – 1:45 pm

Luncheon

Featured Presenter

Bob Dannhauser, CFA, FRM, CAIA
Head, Standards of Practice and Outreach
CFA Institute

1:45 – 2:45 pm

Concurrent Break-Out Sessions

#1 Selling into the Defined Contribution Space

Moderator

Holly Hollub
Executive Director, Defined Contribution Specialist
UBS Global Asset Management

Presenters

Patrick Baumann
Assistant Treasurer
Harris Corporation

Eva Marie Chavis-Cumming
Assistant Vice President, Director Retirement Plans
Fidelity National Financial, Inc.

Kevin Hanney
Vice President
United Technologies Corporation

Lori Lucas
Executive Vice President and Defined Contribution Practice Leader
Callan Associates

Defined Contribution is the largest and fastest-growing institutional market segment and a central pillar of our retirement savings. Many service providers are positioning themselves to meet the increased needs of plan sponsors and capture the expanding market opportunity.

This panel provides insights directly from defined contribution plan sponsors and consultants about their key concerns, issues, and areas of interest. We'll also discuss how the trends underway in the area of defined contribution today will shape the landscape of the future. The objective of this session is two-fold: to discuss the need-to-knows of selling into the DC space and to inform your DC product and distribution strategies by exploring the areas of greatest demand going forward. Whether yours is a firm with an established defined contribution market presence, or one that is considering entering the business, this session will provide useful guidance.

#2 Maximizing Your Success in the Sub-Advisory Market

Moderator

Brian Monroe
Principal, Director of Marketing, and Client Services
Sawgrass Asset Management, LLC

Presenters

Kevin Ng
Senior VP
Financial Research Corporation

Jeffrey K. Ringdahl
Chief Operating Officer
American Beacon Advisors, Inc

Tom Warren
Founder and President
UAT Inc.

Are you interested in valuable insight on what's important to the end investor in the sub advisory market? Does your firm have the best game-plan possible for nurturing prosperous multimanager fund relationships? Does your firm know what drives success in this market? Do you know what type of research goes on with the top allocators in this channel? The sub-advisory market is one of the largest and most important areas in today's market. Our all star panel of top advisors will share ground breaking statistics, innovative new topics and current market trends that will propel you and your colleagues above others in your understanding of the key opportunities in the sub-advisory market.

#3 Veterans Panel

Moderator

Cheryl B King
Head of US Institutional Marketing
Symphony Asset Management

Presenters

Doreen M. Mochrie
Managing Director, Global
Head of Marketing and Investor Relations
Perry Capital LLC

Edward O'Reilly
Managing Director and
Head of Investor Relations Americas
Capula Investment Management

Liz Smith
Managing Director, Public Funds
AllianceBernstein

Join three industry "Superstars," combining over 100 years of institutional investment management sales experience, as they discuss hot topics and lessons learned for success. These distinguished professionals have extensive expertise across disciplines including hedge funds, alternatives, traditional fixed income and equity, building and motivating sales teams, and third party marketing. Topics include:

- Do's and don'ts from road warriors
- Getting appointments and sparking interest in your firm and its products

- How to coach (or not) your portfolio managers, analysts, and teammates
- Overcoming client objections
- How to be effective with field consultants
- Nurturing long term relationships and getting referrals
- Using your network and partnering with service providers
- Negotiating and closing deals
- Effective conference marketing
- Best practices for focused and targeted marketing for large and small firms
- Looking ahead: changes on the horizon for institutional marketing

2:45 – 3:00 pm

REFRESHMENT BREAK

3:00 – 4:00 pm

Concurrent Break-Out Sessions

#4 Risk Management: How Investors are Evaluating Risk in Their Portfolios

Moderator

Chris Krein
Director of Institutional Sales
WisdomTree Asset Management

Presenters

Dan Connell
Co-Founder and Chief Operating Officer
Risk Resources, LLC

Jay Weber
Founding Partner
Laurel Capital

Investors are using new and innovative techniques to evaluate & manage risk in their portfolios. This panel will help:

- Understand how your prospects are looking at their exposure and what tools they are using.
- Examine the ways that your colleagues are using this information to better position their strategies and add more value to their clients.

#5 How to Win the Biggest Battle Yet — "Convergence"

Moderator

John Akkermann
Senior Managing Director
AllianceBernstein

Presenter

Anurag Bhardwaj
Director, Strategic Consulting
Barclays Capital

Brian Collett
Chief Investment Officer
Missouri Government Employees Retirement System
(LAGERS)

Christopher J. Hannon
Head Of US International Sales
Lombard Odier Investment Managers

With traditional managers seeking to gain a share of the expanding and strategically important alternatives market and alternative managers looking to expand their reach to more traditional mandates, sales professionals on both sides will need sharper strategies and skills to compete and thrive.

This session will address the following:

- How traditional and alternative strategies are beginning to converge and why
- How the plan sponsor community is driving this trend and why it is likely to accelerate
- Implications for firms, sales professionals and sales models – who will be the winners and losers
- Models of success – who is winning and why
- Strategies and skills for personal success – a roadmap to being best in class professionals in a converged world

#6 Investment Outsourcing

Moderator

MacKenzie Hurd
Director, Client Services & Consultant Relations
Rainier Investment Management

Presenters

Jeff MacLean
CEO
Wurts & Associates

Luke Proskine
Managing Director and Deputy CIO
Makena Capital

Bruce Rodio
Senior Investment Advisor – Delegated
Investment Solutions
Towers Watson

Jake Walthour
Managing Director
Cliffwater

In recent years, interest in investment outsourcing has surged for pension funds, endowments, foundations, sovereign wealth funds, and health care organizations. Casey, Quirk & Associates predicts a 13% compound annualized growth rate for "outsourcing" in the US institutional market through 2015. The spectrum of firms offering outsourcing is wide and continues to evolve, including traditional consultants, dedicated outsourcers and investment managers. The names they use to describe the services vary as well (outsourced, delegated, implemented, discretionary, fiduciary, etc.). This panel includes several of the largest, most successful outsourcing business models. We will help you sort through the outsourcing landscape to better understand what services are offered, how client programs are structured, and how they ultimately select investment managers and other vendors. Join us to learn how to work with outsource providers and effectively position your firm.



OPTIONAL OUTDOOR ACTIVITIES

4:30 – 6:30 pm

Volleyball Tournament

4:30 – 6:30 pm

Tennis Tournament



7:30 – 8:00 pm

Reception

8:00 – 11:00 pm

Dinner and AIMSE Lothrop Award Presentation

The prestigious Richard A. Lothrop Outstanding Achievement Award is presented each year at the AIMSE Annual Conference and is one of the most coveted honors in the investment management industry.

Award criteria includes dedication and service to:

- The industry
- AIMSE
- Their community and
- Mentorship and service to others

Lothrop Award Winners:

- Jim Manley, Manley & Associates
- John Sieter, Capital Guardian Trust
- Sharon Hough, Pequot Capital
- Mike Fisher, Barclays Global
- Vic Zollo, De Prince, Race and Zollo
- Dick Graf, The Marco Consulting Group
- Jerry Devore
- Frank Minard, XT Capital Partners
- Eugene Waldron, Capital Guardian Trust Company
- James Wood
- Obie McKenzie, Blackrock
- Rick Rockwell, T. Rowe Price



OPTIONAL ACTIVITY

6:00 – 6:45 a.m.

Yoga

The yoga class will be held at the Spa & Fitness Center located on property at the Turnberry Isle Miami. A yoga mat and water will be provided.

(Note registration is required.)

7:00 – 3:00 pm

AIMSE Registration Desk

7:15 – 8:00 am

Exhibitor Roundtable Breakfast

8:00 – 9:15 am

CIO's Perspective

Featured Presenters

Kenneth Frier

*former CIO Stanford Management Company
and Hewlett Packard*

Ray Joseph

*United States Department of Interior and Former
Acting Chief/Deputy Chief Investment Officer State of
New Jersey Treasury Department
Division of Investment Management*

Linda B. Strumpf

*retired Chief Investment Officer of The Ford Foundation
and the Helmsley Charitable Trust, and Chair of
Investment Committees, Helmsley Trust and
Penn State University*

Greg Williamson

*Chief Investment Officer
BP America, Inc.*

Moderators

Obie McKenzie

*Managing Director
BlackRock*

Kathleen Powers Dunlap

*Managing Director
Barclays Capital*

The turmoil in financial markets and the impact of PPA has resulted in a sea-change in investment strategy. Please join us for a lively discussion and a rare opportunity to peer inside the minds of four distinguished CIO's to explore the numerous challenges they face including: hedging liabilities, maintaining sufficient liquidity, managing volatility and finding returns to meet objectives.

This venerable panel will share their latest thinking about asset allocation, traditional managers, hedge funds, LDI and finding alpha. You will gain keen insights into what really matters to today's CIOs and how to position your firm for success.

9:15 – 10:15 am

Featured Consultant

David Shukis

*Director of Investment Manager Research
Cambridge Associates*

Moderator

Kerry Dempsey

*Director of Consultant Relations
Select Equity Group*

Cambridge Associates was formed in 1973 to provide investment research and consulting services to a group of 12 major university endowments in the US. Today after 35 years, the original 12 clients remain. Cambridge Associates is a privately held independent consulting firm that provides consulting and investment oversight services to more than 900 clients worldwide. They strive to help global institutional investors and private clients meet or exceed their investment objectives by offering proactive, unbiased advice grounded in intensive and independent research.

10:15 – 10:45 am

REFRESHMENT BREAK

10:45 – 12:15 pm

Consultant Roundtables

Moderator

Lori McEvoy
*Senior Vice President, Director of Consultant Relations
Fred Alger Management, Inc*

Presenters

Scott Abel
*South Zone Market Business Leader
Mercer Investment Consulting*

Anthony M. Daniel, Jr., CFA
*Senior Vice President/Principal
LCG Associates*

Thomas H. Dodd, CFA, CAIA, FSA
*President
Stratford Advisory Group, Inc.*

Brian A. Hooper
*Senior Research Analyst, Global Equities
Fund Evaluation Group*

Steve Roth
*Director of Manager Research
Dahab Associates*

Kelli Schrade
*Managing Partner
Marquette Associates, Inc.*

Darren Spencer
*Director of Alternatives Americas Institutional Group
Russell Investments*

Weston Tompkins
*Director, East Investment Leader
Towers Watson*

Millie Viqueira
*Senior Vice President
Callan Associates*

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

12:15 – 1:30 pm

Lunch with Exhibitors

1:30 – 2:30 pm

Concurrent Break-Out Sessions

**#7 Wealth Management –
A Latin American Perspective**

Moderator

Matt Crowe
*Principal, Marketing & Investor Relations
Anchor Point Capital, LLC*

Presenters

Al Bhatt
*Chief Investment Officer
Dimension Capital Management*

Shalin Madan, Sr.
*Investment Professional,
W Family Office Gamma Consulting*

Tiago Forte Vaz, CFA
*Head of Trading/Principal
E.S. Financial Services, Inc.*

The significant economic growth experienced by many Latin American countries over the last decade has generated enormous wealth and in turn the need for wealth management and advisory services. With Miami serving as the gateway to Latin America it is no surprise that the wealth management business there is expanding too. This panel will provide you with insight to how some of the leading wealth management and advisory firms in South Florida are building global portfolios for their Latam-based clientele. Panelists will discuss investment strategies in and out of favor, their approach to building world class investment portfolios, and provide advice as to how these advisors would like to be approached and what special needs should be considered for their particular client base.

#8 The Other Risk Management: Managing Your Firm's Reputation

Moderator

Jack Boyce
Boyce and Associates

Presenters

Chris Battaglia
*Vice President/Publisher
Pensions and Investments*

Justin Meise
*Partner
River Communications, Inc.*

Bad news travels fast, and with the continuing expansion of web and social media, it can also live forever, impacting perceptions of a fund or a firm. This session will examine best practices for managing a firm's reputation, especially following a crisis period, and explore key elements of a successful strategic communications plan, including:

- Taking control of a firm's history with an effective story that addresses myth and inaccuracies
- Implementing a consistent message inside and outside an organization
- Working strategically with the press
- Strategies and tactics for managing legacy perceptions on the web

2:30 – 3:00 pm

Business Meeting

3:00 pm

Conference Concludes

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Conference Chairs



Kathleen Powers Dunlap, Chair
Managing Director
Barclays Capital

Kathleen Dunlap is a Channel Head for Pensions and Consultants in the Global Capital Solutions team in the Prime Services group at Barclays Capital, based in New York. Bringing nearly 30 years of institutional investment management experience, Ms. Dunlap heads up the team's relationships with large institutional investors and their consultants.

Ms. Dunlap joined Barclays Capital in 2009 from Epoch Investment Partners, a long-only equity manager with \$8B AUM, where she was a Managing Director in Institutional Sales. Prior to that she was at a Chicago-based hedge fund, where she was the Chief Marketing Officer. Before that, she was the CEO of PrivateTrade, a company focused on trading secondary interests in private equity limited partnerships. Ms. Dunlap spent more than a decade as a Managing Director with Barclays Global Investors in San Francisco, where she held leadership positions in Sales, Consultant Relations and US Marketing. Early in her career, she held positions with Merrill Lynch and Kidder Peabody.

Ms. Dunlap received a BS in Economics from the University of San Francisco.



Steve Dunn, Co-Chair
Executive Vice President
Cohen & Steers Capital Management Inc.

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 26 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.

Moderators and Speakers



Scott Abel, CFA
*Partner and South Market
Business Leader
Mercer Investments*

Scott is the South Market Business Leader for Mercer's Investments business. He is a Partner, senior investment consultant and a member of Mercer's Financial Strategies Group, which focuses on all aspects of pension risk management. Additionally, Scott serves as a member of Mercer's Discretionary Governance Committee – the outsourced fiduciary committee for Mercer's Delegated Investment Solutions. Scott has 14 years of experience in consulting to pension plans and has worked with multiple Fortune 500 firms on their varied investment needs.

Prior to joining Mercer in the summer of 2007, Scott was employed by several nationally recognized investment consulting firms. He has served as the national leader of the Hewitt asset-liability team. Additionally, he has been involved in all aspects of plan governance including investment policy development, manager evaluation and selection and performance evaluation. Prior to his time in the investment industry, Scott served as a US Naval officer working for the Naval Nuclear Propulsion Directorate.

Scott has a BS from the US Naval Academy and an MBA from the Fuqua School of Business, Duke University, where he graduated as a Fuqua Scholar. Scott holds a CFA designation.



John Akkermann
*Senior Managing Director
AllianceBernstein*

John W. Akkerman leads AllianceBernstein's Global Institutional Alternatives and Fixed Income sales and marketing practice. This initiative was launched in 2011 with the express objective of growing the business by sharpening AllianceBernstein's Alternatives – Fixed Income sales and marketing focus and in the field execution. From 2004 through 2010, he was responsible for managing the firm's business development and client-service efforts for institutions in Canada, the United States and Latin America. A member of the

firm since 1996, his initial focus was on successfully establishing AllianceBernstein as one of the preeminent asset-management firms in Canada. In 2004, his responsibilities were broadened to include leadership of the US institutional practice. His role now additionally includes oversight responsibility for the firm's North American Consultant Relations effort. Prior to 1996, Akkerman was a shareholder at TAL Investment Counsel, a business development executive at Sun Life and a corporate banking officer with Bank of Montreal. He earned a BComm in finance and marketing from Saint Mary's University and an MBA from the University of Western Ontario. Akkerman, a CFA charterholder, is also a member of the Toronto Society of Financial Analysts. Location: New York



Jim Angle
*Chief National Correspondent
 FOX News Channel*

Jim Angle is FOX News Channel's chief Washington correspondent and also serves as a substitute anchor for "Special Report with Bret Baier."

Named to this position in 2005, he reports on overall political news from Washington, D.C., as well as broader issues, including social security and tax reform. He joined FNC in 1996.

Previously, Angle served as FNC's senior White House correspondent. In this capacity, he was responsible for reporting on presidential activities nationally and internationally.

Prior to joining FOX News, he was a correspondent at CNN, covering politics and the economy. Previously, Angle served as a correspondent at ABC News, reporting on economic policy and contributing to "World News Tonight," "Nightline" and "Good Morning America."

Before joining ABC News, Angle worked in public radio for 18 years. From 1990-1993, he anchored the popular national program "Marketplace," a daily half-hour program on money and business on NPR. Before that, he spent seven years as National Public Radio's senior White House correspondent, covering both the Reagan and Bush administrations. Renowned columnist Nat Hentoff praised Angle as "One of the most fair, incisive, and informed investigative reporters on the Washington scene."

Angle has received numerous awards and honors for his reporting. He has twice been honored with the Merriman Smith Memorial Award, awarded by the White House Correspondents' Association, for outstanding presidential news coverage under deadline pressure in the category for broadcast journalism, in 2001 and 2003. He also received the "Excellence in Financial Journalism Award" twice for his reporting on economic issues on "Nightline" in 1994 and 1995.



Chris Battaglia
*Vice President/Publisher
 Pensions & Investments*

Chris Battaglia is corporate vice president of Crain Communications Inc. and publisher of Pensions & Investments, the international newspaper of money management.

He is responsible for managing the growth of P&I's businesses, including the biweekly newspaper, digital, conference and research products. He is based in New York.

With more than 25 years of financial and business media experience, Mr. Battaglia has earned a reputation as an innovator, cultivating new business opportunities internationally and launching digital and custom-publishing initiatives serving the needs of asset managers and asset owners. His cultural dexterity and intellectual curiosity have enabled him to develop relationships with institutional investors around the world, representing hundreds of billions of dollars in assets under management.

His previous experience includes serving as vice president, associate group publisher of The Industry Standard. He also worked for Yahoo, Investment Dealers' Digest and Corporate Finance Magazine. He received the Chairman's Award from American Business Media in 2007 and 2008, and is an active media industry thought leader. He is a graduate of Ithaca College.

Pensions & Investments is owned by Crain Communications Inc., one the largest privately owned business-to-business publishers in the U.S., with more than 27 leading business and consumer brands in North America, Europe and Asia.



Patrick Baumann
Assistant Treasurer
Harris Corp

Since joining Harris Corp in 1997, Patrick Baumann has served in various international finance and treasury positions of increasing responsibilities. As the Assistant Treasurer, his key responsibilities are bank relations, foreign exchange, 401 (k) investment oversight, and international cash management. Patrick gained experience with Bank of America (then Barnett Bank) and SunTrust for eight years before coming to Harris Corp.

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



Anurag Bhardwaj
Director, Strategic Consulting
Barclays Capital

Anurag Bhardwaj is the global head of the Strategic Consulting group within Prime Services at Barclays Capital, based in New York. Anurag joined the team from Barclays Capital's Strategy and Planning group, where he worked closely with senior business leaders on strategic issues facing the firm. Prior to joining Barclays Capital, Anurag was a Senior Vice President in the Corporate Strategy group at Lehman Brothers where, among other projects, he led the successful spin-outs of two hedge funds (R3 Capital and One William Street). Anurag joined Lehman Brothers from McKinsey & Company where he was a Senior Engagement Manager. Before business school, Anurag was a foreign exchange trader at American Express Bank and ANZ Bank. Anurag holds an MBA degree from The Wharton School with concentrations in Finance and Strategic Management, a B. Tech in Electrical Engineering from NIT India, and is a CFA charter holder since 2005. He is also a member of the New York Society of Security Analysts.

Al Bhatt
Chief Investment Officer
Dimension Capital Management

Mr. Bhatt is responsible for DCM's investment team and therefore in charge of manager origination, due diligence and selection, top down strategy allocation, manager sizing and portfolio asset allocation, implementation and monitoring.

Prior to joining DCM, Mr. Bhatt was the Chief Investment Officer of Collins Capital Advisors, Inc., a hedge fund of funds in Coral Gables, Florida. During his tenure, Mr. Bhatt built and managed the firm's institutional grade investment and due diligence process.

Prior to working at Collins Capital, Mr. Bhatt was Director of Alternative Investments at SEI Investments, a publicly traded company (SEIC) with over \$41.6 billion in assets under administration and the leader in providing manager of manager investment solutions to institutional, high net worth and financial advisor clients. Mr. Bhatt was responsible for the development and implementation of the investment strategy and manager selection process for hedge funds and private equity.

Prior to joining SEI, Mr. Bhatt was a Partner at Greenfield Capital Partners, a European-based private equity firm focusing on fund-of-fund investments as well as direct and co-investment opportunities in the U.S. Previously, Mr. Bhatt held several senior investment and financial positions with Koch Capital, the captive merchant bank of Koch Industries, Inc., which is the second largest privately held company in the U.S.

Mr. Bhatt began his professional career with Cornerstone Research, a leading financial and economic consulting firm, where he had considerable managerial responsibilities and participated in the creation of the Financial Institution, Real Estate and Technology Groups.

Mr. Bhatt's academic training is in Economics, with a Masters from Stanford University and a B.A. from Union College.



Jack Boyce
Boyce and Associates



Eva Marie Chavis-Cumming, SPHR
*AVP/Director Retirement Plans
Fidelity National Financial, Inc.*

AVP/Director of Retirement Plans for Fidelity National Title Group- leading provider of title insurance, specialty insurance and claims management services. As the Director of Retirement Plans, Eva Marie is responsible for ensuring the retirement programs offered will meet the needs of employees and provided a means for their successful retirement. She has been with Fidelity National Title Group for over 8 years, with primary responsibility for all aspects of the defined contribution, deferred compensation, employee stock purchase, frozen defined benefit plan and non-qualified retirement plans.

Eva Marie has over 20 years experience in administering employee benefits, retirement plans and executive compensation. Prior to joining Fidelity National Title Group, she worked extensively with Employee Benefits and Executive Compensation for Home Side Lending, a former Jacksonville based company.

Eva Marie is a member of the national and local Jacksonville, FL, Chapters for the Society for Human Resource and holds her SPHR Certification. She is also a member of the National and local chapter for the National Association of Professional Women, and a member of the International Foundation of Employee benefits and is currently working on her CEBS certification.



Brian K. Collett, CFA, CAIA
*Chief Investment Officer
Missouri Local Government Employees
Retirement System (LAGERS)*

Brian K. Collett is the Chief Investment Officer of Missouri Local Government Employees Retirement System (LAGERS), a non-profit entity that provides retirement, disability and survivor benefits for employees of Missouri local government subdivisions.

Mr. Collett holds various Advisory Board positions across the Private Equity industry including, but not limited to, the following General Partners: Global Infrastructure Partners, EIG Global Energy Partners, Catterton Growth Partners, and Garrison Real Estate Partnership. Prior to his current role, he had various positions across the investment industry including a Senior Research Manager for the South Carolina Retirement Systems and a Senior Technology Analyst for Russell Investment Group. He was a lecturer at Butler University's College of Business, where he taught a course entitled "Foundations in Finance".



R. Daniel Connell
*Co-Founder and Chief
Operating Officer
Risk Resources, LLC*

Daniel was a co-founder of Risk Resources and RiskONE. Previously he was the president of ETRADE Professional Trading LLC, where he was a member of the corporate risk and credit committees and managed over 150 proprietary traders. He was also a founding member of Tradescape, which was acquired by ETRADE for \$100mm in 2002. He began his professional career at Accenture Consulting LP where he was a C+ programmer and management consultant. In 1995 he graduated with a B.A. from the University of Pennsylvania.



Matthew J. Crowe
Principal
Anchor Point Capital, LLC

Matthew Crowe is a Principal of Anchor Point Capital, LLC. 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 group at Fjord Seafood ASA, a leading global commodity company specializing in the production of farmed salmon. 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. Matthew currently serves on the Board of Directors of AIMSE.



Bob Dannhauser
Head, Standards of Practice
and Outreach
CFA Institute

Bob Dannhauser is Head of Standards of Practice and Outreach at CFA Institute. His responsibilities include oversight of the group responsible for development and promotion of the CFA Institute Code of Ethics, Standard of Professional Conduct, Asset Manager Code of Professional Conduct, and other professional standards. He also oversees CFA Institute's ethical decision making training program, as well as external relations and communications for CFA Institute advocacy efforts.

Bob joined CFA Institute in 2007 after more than twenty years service in sales, client management, and marketing roles for institutional investment managers including Bankers Trust Company, Mitchell Hutchins Asset Management, and Principal Global Investors. He has also sold fixed income analytics software and helped launch a strategic financial advisory practice focused on community banks and credit unions.

Bob holds a MBA from the Johnson Graduate School of Management at Cornell University, and a MPH in Health Policy from the University of Medicine and Dentistry of New Jersey, as well as a BA from the George Washington University. Bob earned the

Chartered Financial Analyst designation, and also holds the Chartered Alternative Investment Analyst and Financial Risk Manager designations. He is a member of CAIA, the New York Society of Security Analysts (where he chaired the Social Investment Committee from 2003-05) and the International Association of Financial Engineers.



Anthony M. Daniel, Jr., CFA
Senior Vice President/Principal,
Atlanta
LCG Associates

Mr. Daniel joined LCG Associates in 1998. At LCG, Tony is a member of the Board of Directors. He serves as a team leader consulting to a number of corporate, non-profit and healthcare client relationships.

Previously, he was a Consultant within the Asset Consulting Group at Towers Perrin in Atlanta. There, he was responsible for investment management research, including qualitative and quantitative analysis of investment management organizations and investment related issues. Prior to that, Tony was a Consultant with Highland Associates in Birmingham, Alabama. Mr. Daniel began his career with Smith Barney as an Analyst. Tony received a B.S. degree in Finance from Birmingham Southern College. He is a CFA charterholder. Additionally, Tony is a member of the CFA Institute and CFA Society of Atlanta.



Kerry S. Dempsey
Director of Consultant Relations
Select Equity Group

Ms. Dempsey joined Select Equity in October 2011. Prior to joining the firm, she was the Head of Consultant Relations for Lasair Capital. Prior to Lasair, she was a Vice President at Capital Guardian, where she was responsible for institutional investment consultants on the East Coast. Ms. Dempsey received a B.S. from Boston University.



Thomas H. Dodd, CFA, CAIA, FSA
President
Stratford Advisory Group, Inc

Mr. Dodd is President of Stratford Advisory Group, Inc. Mr. Dodd has primary responsibility for managing the delivery of strategic investment advice to Stratford clients. He is a frequent speaker and has written articles related to salient investment management issues. Mr. Dodd joined Stratford as a Senior Consultant in 1994 and has been President since 2003. He has 39 years of investment and actuarial experience.

Prior to joining Stratford, Mr. Dodd was a Principal at William M. Mercer Investment Consulting, Inc. His investment experience includes three years as an independent futures trader at the Chicago Board of Trade and 14 years as a consulting actuary.

Mr. Dodd is a member of the CFA Institute, the CFA Society of Chicago and a Fellow of the Society of Actuaries. He is also a member of the Chartered Alternative Investment Analyst (CAIA) Association. Mr. Dodd earned a Bachelor of Science degree from Bradley University and a Master of Business Administration degree from Northwestern University. He serves as Chairman of the Board of the Youth Guidance Foundation.



Kenneth J. Frier, CFA
former CIO, Stanford Management Company and Hewlett Packard

Ken Frier is the former Chief Investment Officer of Stanford Management Company, where he directed investment strategy for over \$18 billion of endowment and other assets of Stanford University. Prior to Stanford, Ken was CIO of Hewlett-Packard, responsible for the investment of more than \$30 billion of retirement plan assets for HP and its foreign subsidiaries. Frier was previously responsible for corporate finance and foreign exchange at HP.

Prior to joining HP, Frier was Chief Financial Officer of firstsource.com, a business-to-business e-commerce company. Before that Frier spent nine years in the treasury group of The Walt Disney Company where he was in charge of financial risk management and also

was CIO of retirement plan assets. Before Disney, Ken spent two years as International Treasurer of Oracle Corporation, and four years as a financial consultant with Arthur Young & Company.

Frier has a BS in Mathematics and Computer Science from the University of North Carolina – Chapel Hill, and an MBA from the Stanford Graduate School of Business, where he was named an Arjay Miller Scholar.



Michael Gillis
Senior Vice-President, Business Development
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).

Kevin Hanney

Vice President

United Technologies Corporation

Kevin T. Hanney, CFA is a Director, Portfolio Investments, in the United Technologies Corporation Pension Investments group where he has had responsibility for oversight of the firm's non-U.S. pensions and domestic Savings Plan since joining UTC in 2005. He holds the Chartered Financial Analyst designation and has previously worked in various roles in the asset management industry, moving into the role of a plan sponsor in 2000. Kevin has been a member of the global investment community since 1993.

**David Harmston**

*Global Head of Client Group
Albourne America LLC*

David Harmston is a Partner and Global Head of Albourne's Client Group and previously head of US operational due diligence. His current responsibilities include

overseeing Albourne's business development and client service teams.

Harmston joined Albourne Partners Ltd in London in 2000. In 2001, he left the London office to set up Albourne America LLC in San Francisco where he remained until early 2007. He then moved to Connecticut to open up an office for Albourne in Rowayton. Early in his career, Harmston spent four years at JP Morgan Investment Management (London).

Harmston received an MBA from the University of Cape Town in 2000 and is a member of CAIA.

**Joanne Hickman**

*Managing Director, Global Head of
Consultant Relations
Northern Trust Global Investments*

Joanne Hickman is a Managing Director, Global Head of Consultant Relations for Northern Trust Global Investments in Chicago. Joanne

leads all efforts representing Northern Trust Global Investments and its investment capabilities to the global investment consultant community.

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

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

**Holly Hollub**

*Defined Contribution Specialist
UBS Global Asset Management*

In this role, Holly supports the development and distribution of investment strategies and products for the defined contribution marketplace. She is responsible for representing the firm's defined contribution investment strategies to institutional prospects as well as investment consultants. She acts as an advisor to plan sponsors, working closely with them to develop investment offerings appropriate for their aggregate retirement plans.

Prior to joining UBS Global Asset Management in 2003, Holly was a member of the US Defined Contribution Group at Barclays Global Investors, where she was responsible for communicating the firm's institutional investment capabilities to plan sponsors and consultants.

Holly is a member of the Defined Contribution Institutional Investment Management Association (DCIIMA), a member of the Economic Club of Chicago, and serves on the Board of Directors for the YCWA Metropolitan Chicago.



Brian Hooper
Senior Research Analyst, Global
Equities
Fund Evaluation Group

Brian Hooper is a senior global equity research analyst for Fund Evaluation Group. He joined Fund Evaluation Group in 2006 after working as an analyst across asset classes at C.H. Dean, Inc. As a senior research analyst at Fund Evaluation Group, he is responsible for identifying, researching, and monitoring investments in the global public equity markets. Hooper has published many papers and articles including *China – Progress and Trials of a Centrally Planned Economy*, *Emerging Markets: Hype, Hyperbole, or Hyper Growth*, and *Understanding 130/30 Funds*. He also has contributed to and been quoted in various industry publications. He received his Bachelor of Science in Finance and Economics from the University of Dayton.



P. MacKenzie Hurd, CFA
Director, Client Service & Consultant
Relations
Rainier Investment Management

P. MacKenzie Hurd works in Rainier's New York office as Director of Client Service and Consultant Relations. He previously worked for Callan Associates in San Francisco as a general consultant and shareholder. At Callan, MacKenzie developed and maintained institutional plan sponsor investment programs for West Coast clients. Prior to joining Rainier in 2011, MacKenzie was a Relationship Manager and Defined Contribution Specialist for The Capital Group Companies in their institutional investment services group. At the start of his career, MacKenzie also participated in a three-year fellowship with the US Golf Association's foundation office, supporting junior golf for disadvantaged youth nationally. MacKenzie earned a Bachelor of Arts in English from Dartmouth College. He has earned the right to use the Chartered Financial Analyst designation.



Diane Ivanovic
Director of Marketing
FourWinds Capital Management

Diane Ivanovic is the Director of Marketing for FourWinds Capital Management whom she has worked with since 2010. Currently she is responsible for client services and new business development in the US for investment products focused on natural resources such as commodities and private equity investing in timber and water. Prior to FourWinds Capital, Diane was Sales Director at Institutional Investor covering specialized investment conferences in real assets. Before Institutional Investor she held various positions within real estate ranging from acquisitions to investor relations. She was awarded an MBA from the University of Chicago Booth School of Business and a BS in Chemical Engineering from the University of Illinois.



Ray Joseph
United States Department of Interior
& Former Acting Chief/Deputy Chief
Investment Officer State of New
Jersey Treasury Department, Division
of Investment Management

Ray Joseph was appointed by President Barack Obama Administration's on January 5, 2011 to act as the Special Trustee for American Indian Trust assets within the Department of Interior reporting to Secretary Ken Salazar. As the head of the division, his responsibilities include Legislative and External Communications, Operations, HR, IT, Legal and Compliance, Accounting and Internal Auditing, Risk Management, Relationship Management, Land and Mineral Appraisals, Trust Fund Operations, Cash Management and Investment Management of 3.5 billion in investments and Asset Management for approximately 56 million acres of land which comprises the largest land trust in the United States.

On March 8, 2011, Ray testified before the US House of Representatives' Natural Resources Authorization Committee to present the President's 2012 Budget for the Office of the Special Trustee for American Indians. On March 15, 2011 Ray testified before the US Senate's Committee on Indian Affairs.

Ray's prior experience includes an appointment by Governor John Corzine's Administration and Governor Chris Christie's Administration as the Acting and Deputy Chief Investment Officer for the State of New Jersey Treasury Department's Division of Investment. His responsibilities included asset allocation, writing the annual investment plan, monthly reporting to the board and the public, operations, accounting and

auditing, and directing the active management strategies for the US Equities, International Equity, Fixed Income, Commodities, Currencies and Options and Cash Management. Ray also directed and managed 4.5 Billion in Hedge Fund, 4 Billion in Real Estate and 8 Billion in Private Equity Investments.

Ray's prior to New Jersey was the Investment Manager at Idearc Media, a Verizon Spinoff Company. Ray setup the Investor Relations department and the company's pension and 401k plans. He directed the asset allocation, investment and overall investment strategy. Ray has built a successful treasury and investment management career with positions at Bank of America and UBS. His prior experience focused on operational management, corporate development and asset management including due diligence, acquisitions, dispositions and operations for Pacific Bell, Nextel, GTE and several private equity and corporate start ups and spinoffs.

Ray completed his Bachelor of Science in Management from the State University of New York at Buffalo's School of Management and a Master of Business Administration from the Johnson Graduate School of Management at Cornell University.



Marc Katz

Director – Investment Administration Teachers' Retirement System of the City of New York

Marc Katz is the 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 \$12 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.



Cheryl King

Head of US Institutional Marketing Symphony Asset Management

Ms. King, Head of US Institutional Marketing, is a member of the marketing and client service team and her responsibilities include overseeing the firm's US institutional marketing efforts, consultant relations and client relationship management. Prior to joining Symphony in 2011, Ms. King was a managing director for Symphony Financial Partners where she was responsible for developing the Tokyo-based fund's international presence in the institutional market and overseeing business development opportunities for the firm. Previously, she was a managing director at Victory Capital Management. Ms. King has held other senior-level positions at investment management firms including Dresdner RCM Global Investors and Fidelity Investments. Currently, Ms. King serves as a Board member for the Association of Investment Management Sales Executives, and as an Advisory Board member for Institutional Investor. She received Marketer of the Year in 2001, and was nominated again for the same award in 2006. Ms. King received a BA degree in psychology from the University of California, Santa Barbara.



Christopher J. Krein

Director of Institutional Sales 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.



Lori Lucas, CFA
Executive Vice President and Defined Contribution Practice Leader
Callan Associates

Lori is the Defined Contribution Practice Leader for Callan's Fund Sponsor Consulting Group. Lori is responsible for setting the direction of Callan's DC business, providing DC support both internally to Callan's consultants and externally to Callan's clients, and developing research and insights into DC trends for the benefit of clients and the industry. Lori is a member of Callan's Management Committee and is a shareholder of the firm.

Formerly, Lori was Director of Retirement Research at Hewitt Associates. Lori has also served as a vice president at Ibbotson Associates, a pension fund consultant at J.H. Ellwood & Associates, and an analyst and product development leader at Morningstar, Inc.

Lori received a Bachelor of Arts from Indiana University and earned a Masters from the University of Illinois. Additionally, she earned the right to use the Chartered Financial Analyst® designation. Lori is a former columnist for Workforce Management online magazine and her views have been featured in numerous publications. She is Executive Vice Chair of the Employee Benefit Research Institute's Retirement Research Committee, is on the Executive Board of the Defined Contribution Institutional Investment Association, and is on the Publications Committee for the National Association of Defined Contribution Administrators. Lori is also a frequent speaker at pension industry conferences.



Jeffery J. MacLean, MBA
Chief Executive Officer
Wurts & Associates

Mr. MacLean, Chief Executive Officer, is a shareholder of Wurts & Associates. He started with the firm in 1992 and has over 22 years of capital market experience. Mr. MacLean is responsible for managing the firm and serving as the Senior Consultant to several clients.

Mr. MacLean leads the Research Advisory Committee which supervises the firm's macroeconomic research, manager due diligence, capital market assumptions, and asset allocation for discretionary clients. His long-standing consulting experience includes working with corporate defined benefit plans, defined contribution, public, multi-employer, endowments, and foundations.

Prior to joining the firm, Mr. MacLean was Vice President of Shurgard Realty Group and was responsible for raising private real estate capital. He also worked for Arthur Andersen & Company where he served in their consulting division. Mr. MacLean serves as a Trustee of the Little Company of Mary Foundation and as a member of the Young Presidents Organization. He also volunteers for Children's Hospital of Los Angeles. He often speaks at various investment forums regarding investment policy issues, asset allocation strategy, and the macro environment. Mr. MacLean has a BA in Business from the University of Washington and an MBA from the Darden School of Business at the University of Virginia.



Lori E. McEvoy
Senior Vice President, Director of Consultant Relations
Fred Alger

Lori McEvoy is Senior Vice President, Director of Consultant Relations for Fred Alger. She has 23 years of industry experience and joined Alger in May 2008. At Alger, Lori leads the company's efforts to develop and strengthen relationships with consultants as well as expand and service the institutional client base. Previously, she was a Director at WisdomTree Investments, Inc., leading the company's consultant and institutional sales area. In addition, Lori founded Investment Management Solutions (IMS), a strategic planning and marketing services company. Before IMS, she spent 15 years at Pilgrim Baxter as Principal, Vice President in the institutional area, responsible for marketing and client service. Lori graduated magna cum laude from Rosemont College with a BS in Management. She is a member of Philadelphia Leadership and a member of the Board of Trustees of Arthur Ashe Youth Tennis & Education.



Obie I. McKenzie
Managing Director
BlackRock

Since 1972, Obie L. McKenzie has served the financial services industry in asset management, commercial banking, trade finance, investment banking, corporate treasury and brokerage. Mr. McKenzie is currently a Managing Director at BlackRock in the Global Client Group. BlackRock is the largest publicly traded investment management firm in the United States.

During his career, he has held positions as Managing Director at Merrill Lynch Investment Managers (1990-2006) Executive Director at UBS Asset Management and Managing Director at Chase Investors (1987 to 1990). From 1984 to 1987, Mr. McKenzie was President and founder of McKenzie & Company, an NASD registered broker dealer. During the late 1970's and early 1980's, Mr. McKenzie held positions at Citibank, Chemical Bank and Freedom National Bank as a commercial banker. Mr. McKenzie was also Manager of Banking and Pensions at the New York Times in 1975 and Corporate Finance Associate for Morgan Stanley in 1972.

Mr. McKenzie has served as President of the Association of Investment Management Sales Executives (AIMSE); founding board member of the TOIGO Foundation and Associate Advisor to the Texas Association of Public Employees Retirement Systems (TEXPERS). He was also a founding board member of the National Association of Securities Professionals (NASP), where he received the Wall Street Hall of Fame Award in 2001. He was also a recipient of the Wall Street Award for Service to Children from the New York Mission Society in 2006.

Recently, Mr. McKenzie received the AIMSE Richard A. Lathrop Outstanding Achievement Award as recognition for his outstanding achievements in the investment management industry and his community. Mr. McKenzie is a published writer, an accomplished public speaker and vocalist and has been an Expository Bible teacher for over 20 years.

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



Justin Meise
Partner
River Communications, Inc.

A seasoned and versatile public relations consultant, Justin has provided strategic communications counsel to a diverse range of financial organizations from niche players to household names like Citibank, Merrill Lynch, Prudential Securities, iShares, BNY Mellon's Pershing division and many others.

Justin joined River in 1996 and quickly built a track record for designing successful programs to promote financial products and services to consumers and professionals alike from retail investment and mortgage products for consumers to more esoteric institutional solutions for hedge funds, investment banks, asset managers and private equity firms. He has also worked extensively in the brokerage and advisory space, promoting products and services to financial advisors and counseling advisory firms on their marketing and PR strategies.

On the crisis front, Justin's efforts have focused on counseling multiple hedge fund and mortgage clients on how to defend their brands from a range of issues including: investor redemptions, litigation, and corporate scandals, as well as criticism from politicians and well known consumer advocates.

Justin holds a Bachelor of Arts, English Literature from Marist College and taught English while earning his Master of Arts, Liberal Studies at Fordham University. He regularly lectures at Marist College, working with the advanced communications classes on the evaluation of best practices in public relations. He is a member of Public Relations Society of America and recently began volunteering his skills as an instrument-rated pilot for the Civil Air Patrol, New York Wing.



Doreen M. Mochrie
*Managing Director and Global Head
of Investor Relations & Marketing
Perry Capital*

Doreen M. Mochrie is Managing Director and Global Head of Investor Relations & Marketing at Perry Capital where she is responsible for all aspects of the client business including managing the Investor Relations team, new business development, consultant relations and client servicing. Doreen has over 25 years of investment, sales and investor relations experience at both traditional and alternative asset managers. Prior to Perry, she was a Partner, Executive Vice President and Head of Investor Relations & Marketing at Pershing Square Capital Management, L.P. Before joining Pershing Square, she was a Partner at Cyrus Capital Partners, a start up hedge fund, where she helped grow their client base, developed and built out their client service infrastructure. She has also held similar roles in sales and client service at Lombard Odier Darier Hentsch, Morgan Grenfell Capital Management and Sanford C. Bernstein & Company. Ms. Mochrie received a B.S. in Applied Mathematics and Economics from the State University of New York at Oswego and an M.B.A. in Finance from Adelphi University. She is an active member in 100 Women in Hedge Funds and High Water Women. She also serves on the board of The Bill Foxen Memorial Foundation and was a prior board member of the Association for Investment Sales Executives and the West Side School.



Brian Monroe
*Principal and Director
of Sales & Marketing
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.



Kevin Ng
*Senior Vice President, Director of
Retirement and Variable Annuity
Research
Strategic Insight, an Asset
International Company*

Kevin is Senior Vice President at Asset International. In this current role, Kevin leads the Retirement, Variable Annuity, and Sub-Advised research practice for Strategic Insight, an Asset International Company. Prior to Asset International, Kevin was Vice President, Marketing Manager, at Putnam Investments where he played a key role in implementing their individual 401(k) service and launching their retirement share class. Before Putnam, he held various positions at Fidelity Investments including roles in Market Research, Finance, and Relationship Marketing. Before joining Fidelity, Kevin had a background in information technology developing end-user database applications at Coopers and Lybrand.

Kevin received his Bachelor of Science degree from Babson College.



Edward O'Reilly
*Managing Director & Head of Investor
Relations, Americas
Capula Investment Management*

Edward O'Reilly is the head of investor relations, Americas for Capula. Ed started his career at The O'Connor Partnership in 1990 managing the non-investment management aspects of a dynamic, derivatives market making and proprietary trading business within the FX, commodities and equities businesses in a COO function. Throughout his career with O'Connor/Swiss Bank Corp/UBS and later with Peloton Partners, Ed was based in a variety of financial centres: Chicago, Singapore, Zurich, and London. Ed joined Capula in London in October 2008 and is now based in Capula's Greenwich, CT office.

BA, Miami University, Oxford, Ohio, 1990
MBA, Fuqua School, Duke University, 2001



Anton Orlich
Lead Investment Analyst
Public Safety Personnel Retirement
System of Arizona

Anton Orlich has portfolio management responsibility for investments in Public Equities and Risk Parity at the Arizona Public Safety Personnel Retirement System (PSPRS) and is a senior member of the internal Investment Committee. Before joining PSPRS, he worked as a Vice President and Associate Portfolio Manager at Neuberger Berman and as a Consultant in the Corporate Finance, Private Equity, and Risk practices at McKinsey & Co. Born and raised in Arizona, he also taught political science at Arizona State University and Yale University; was a New Initiative Research Fellow at the American Enterprise Institute; worked at the Estonian Ministry of Economic Affairs as an Eesti Fellow; and served as an Economist at the Bureau of Labor Statistics, U.S. Department of Labor. Anton has a Ph.D. in political science from Yale University (Prize Teaching Fellow, Harry S Truman Scholar) and a B.A. in economics from Columbia University (David B. Truman Alumni Award, summa cum laude).



Luke Proskine
Managing Director and Deputy CIO
Makena Capital

Mr. Proskine is a Managing Director and the Deputy CIO of Makena Capital where he oversees asset allocation and risk management for the \$15B Makena Endowment Portfolio. Prior to the formation of Makena Capital in 2005, Mr. Proskine worked as a Senior Investment Manager at the Stanford Management Company where he was responsible for portfolio management and risk analysis as well as private equity and real assets investing for the Stanford Endowment. Prior thereto, Mr. Proskine worked at Thomas Weisel Partners' Investment Banking group where he was involved in a variety of corporate finance and mergers and acquisitions transactions. Mr. Proskine holds a BS in Economics from Vanderbilt University where he graduated Magna Cum Laude and an MBA from the Wharton School with a major in Finance where he graduated with honors.



Chris Rae
Director
S.A.C. Capital Advisors, L.P.

Chris Rae, Director. 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. Chris is on the board of AIMSE (The Association of Investment Management Sales Executives).

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 January 1st, 2012, the firm has grown to over 900 employees with approximately \$13 billion in assets under management. The firm has offices in the US, Europe, and Asia.



Brian Rice
Investment Officer III
CalSTRS

Mr. Rice is an Investment Officer in the CalSTRS Corporate Governance Department and has been working in the governance group at CalSTRS for nine years. His main areas of focus at CalSTRS are environmental risk management, the CalSTRS activist manager equity portfolio, and CalSTRS' corporate governance efforts in Asia. His environmental risk management duties include analyzing potential risks to the CalSTRS investment portfolio, identifying appropriate portfolio investments to engage, and developing and implementing engagement strategies. Mr. Rice is also the staff lead for the CalSTRS Green Initiative Task Force which is responsible for identifying environmental investment opportunities and risk management strategies across CalSTRS' various asset classes.



Jeffrey K. Ringdahl
Chief Operating Officer
American Beacon Advisors, Inc.

Mr. Ringdahl serves as Chief Operating Officer of American Beacon Advisors and Vice President of the American Beacon Funds where he oversees Product Management, Finance & Accounting, Legal & Compliance, and Risk Management. Prior to joining American Beacon, 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, Mr. Ringdahl oversaw product development, competitive analysis, market research, and pricing. Prior to this, Mr. Ringdahl served in various investment and operational roles at Fidelity Investments and State Street Global Advisors. Mr. Ringdahl received his BA in Economics from Boston University and MBA from the University of Notre Dame.

Bruce Rodio
 Senior Investment Advisor – Delegated
 Investment Solutions
 Towers Watsons

Bruce is responsible for assisting clients with setting investment strategy and coordinating implementation, including customized portfolio construction, manager selection and risk-focused dynamic strategies.

Prior to joining Towers Watson, Bruce was with Aberdeen Asset Management since 2004, where he held senior leadership positions in U.S. institutional distribution and fixed income. At Aberdeen, he also served as a senior relationship manager and fixed income investment specialist and prior to that held similar titles at Morgan Stanley Investment Management, the former Miller Anderson & Sherrerd LLP. Rodio was also previously in institutional fixed income sales with both Morgan Stanley and Credit Suisse and prior to that worked at Van Kampen Investments and the Ford Motor Company.



Steven Roth
Director of Manager Research
Dahab Associates

Steven Roth joined Dahab Associates in December 2007 and brought with him seven years of investment experience. His responsibilities include overseeing our clients investment manager searches and meeting with investment managers. Steve began his career at American Fund Advisors as a securities analyst for the John Hancock Technology Mutual Fund. He has also held analyst positions at Kaufman Brothers and Global Securitization Services. Steve earned a BS in geology and an MBA in finance from Hofstra University.



Kelli Schrade
Managing Partner
Marquette Associates, Inc.

Kelli serves as the director of the firm's manager research, with primary oversight of the domestic equity managers. In addition, she is an owner of the firm and oversees the other asset classes as Chair of both the Traditional and Alternative Search Committees. Before joining Marquette, Kelli was an investment advisor with Christian Brothers Investment Services. She also served as a managing editor and fund analyst at Morningstar, Inc. for seven years, specializing in domestic-equity funds. Kelli has been quoted as an expert on the mutual fund industry throughout the national media, including Barron's and The Wall Street Journal. Education: A.B. English, Kenyon College. Kelli is also a member of the CFA Institute, the CFA Society of Chicago, NASP (National Association of Securities Professionals), and serves as a board member for Women Investment Professionals - Chicago.



David Shukis, CFA
*Director of Investment Manager
 Research
 Cambridge Associates*

David is the Director of Investment Manager Research and a Managing Director of the firm. He has been with the firm since 1989. During his tenure with the firm, he has worked with a wide range of endowed institutions, corporate pension funds, and family groups to construct and oversee hedge fund portfolios. In addition to his hedge fund work, he has also advised clients on traditional investment issues such as asset allocation strategy, manager selection, and investment performance evaluation. He has also been a presenter at various industry conferences.

Before David joined Cambridge Associates, he was Vice President, Project Finance at Bank of New England. In this role, he originated, structured, and negotiated complex non-recourse financings for clients throughout the United States. Prior to this, he was the Assistant Vice President, Communication Division at Bank of Boston, where he was involved with structuring and syndicating financings for companies in the entertainment and communications industries.

David graduated from the University of Pittsburgh and received an MBA from Harvard Business School, where he received first-year honors. He spent three years in the Ph.D. program in history at Brown University, receiving an MA degree and completing all requirements for the Ph.D. degree except the dissertation. He has also earned the Chartered Financial Analyst designation.



Elizabeth M. Smith
*Senior Managing Director—Public
 Funds
 AllianceBernstein*

Elizabeth M. Smith is Senior Managing Director of Public Funds at AllianceBernstein. She joined the firm in 1986 and was initially responsible for advertising, public relations and marketing for Alliance Mutual Funds. Smith moved to the institutional division in 1990 to work with public retirement systems. She was previously VP of investor relations at J & W Seligman & Co. and director of corporate communications at the

Lionel Corp. Smith is on the Foundation Board of the National Association of Security Professionals (NASP) and is an associate board member of the National Association of State Retirement Administrators (NASRA). She earned a BA from the University of California, Los Angeles, and completed courses in finance and economics at the New York University Graduate School of Business Administration



Darren Spencer
*Director, Alternative Investment
 Consulting – Americas Institutional
 Russell Investments*

Darren Spencer is director of alternative investment consulting in the Americas for Russell Investments. Based in New York, Darren joined Russell in January 2011 and is responsible for directing the development and implementation of alternative investment strategies for Russell's consulting clients in North America.

Prior to joining Russell, Darren worked as a director for Dorchester Capital Advisors since September 2008.

From March 2003 through September 2008, Darren was global head of alternative investments at Aon Investment Consulting in Chicago. In that role he was responsible for the development of Aon's alternative investment research and consulting platform. He was the primary architect of Aon's alternative investment research process and primary consultant on alternative investing for Aon's North American consulting clients.

Prior to relocating to Chicago, Darren was based in Sydney, Australia where he was a co-founder of Aon's investment consulting practice in Australia.

Darren has extensive global experience in alternative investment manager research, and the implementation of alternative investments into client portfolios across a broad range of strategies including: hedge funds, private equity, infrastructure and real estate.

Bachelor of Economics, Flinders University, 1995.



Linda B. Strumpf
*Retired Chief Investment Officer
The Ford Foundation and the
Helmsley Charitable Trust, and
Chair of Investment Committees,
Helmsley Trust and Penn State
University*

Linda Strumpf was Chief Investment Officer at The Leona M. and Harry B. Helmsley Charitable Trust in New York City until her retirement in June, 2011. She joined the Trust in October, 2009, having retired from The Ford Foundation where she was Vice President and Chief Investment Officer. Mrs. Strumpf was at the Foundation for 27 years and was Director of Equity Investments prior to her becoming CIO in December 1992. Before joining the Ford Foundation in 1982, Mrs. Strumpf was Vice President and Portfolio Manager at the Equitable Life Assurance Society.

Mrs. Strumpf earned an M.B.A. in Finance from New York University Graduate School of Business in 1972 and a B.A. in Economics from the Pennsylvania State University in 1969 and is a Chartered Financial Analyst. She serves on investment committees for the endowment funds at Penn State, the Alvin Ailey Dance Foundation and the Helmsley Charitable Trust. She is on the Board of Trustees of the Pennsylvania State University, Trickle Up, and the Metropolitan Series Funds.

Joe Thomas, CFA
*Director, Treasury
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.

Weston Tompkins, CFA
*Director, East Investment Leader
Towers Watson*

Weston Tompkins is the investment consulting practice leader in the Eastern U.S. for Towers Watson Investment Services. Weston is responsible for managing and guiding the talents and resources of the investment consulting practice in the East, and is located in the firm's Atlanta office. As a senior investment consultant, Weston assists various types of clients with the design, implementation, and on-going evaluation of their investment programs. Weston is a member of TWIS' Americas Investment Committee, which is responsible for ensuring that our investment advice is consistently delivered across TWIS' U.S. client base. From 2006 through 2010, Weston was a member of TWIS' hedge fund of funds "ASK" team and target date funds "ASK" team.

Weston has twenty years of experience providing investment consulting services to defined benefit plans (both corporate and public), defined contribution plans (401k, 403b, and 457), and endowments/foundations. Prior to joining TWIS, Weston spent ten years as a senior investment consultant at Hewitt Investment Group. While at HIG, Weston's responsibilities included asset/liability studies, asset allocation/spending policy studies, investment policy development, investment manager research across various traditional and alternative asset classes, defined contribution plan investment structure reviews, and on-going monitoring of various investment programs. Weston also served as the Chair of HIG's Manager Evaluation Committee for seven years. His primary research responsibilities included fixed income, non-US equities, and hedge fund of funds. Prior to joining Hewitt Investment Group, Weston was an analyst at New England Pension Consultants and The Principal/EGT. He served six years in the U.S. Army and Florida Army National Guard.

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



Tiago Forte Vaz, CFA
Head of Trading / Principal
E.S. Financial Services, Inc.



Millie Viqueira
Senior Vice President
Callan Associates Inc

Millie Viqueira, Senior Vice President. Millie is the Manager of Callan's New Jersey Fund Sponsor Consulting office. Millie joined Callan Associates in 1991

and has more than twenty years of experience in investments and pension consulting. She is a member of Callan's Management, Manager Search and Defined Contribution Committees and is a shareholder of the firm.

Prior to joining the firm, Millie was an Assistant Vice President at Shearson Asset Management, responsible for coordinating institutional marketing efforts. Prior to that, Millie served as an Associate Consultant in the New York branch of SEI Corporation. Millie received her B.A. in Political Science from Princeton University

Jake Walthour
Managing Director
Cliffwater

Jake is a Managing Director of Cliffwater LLC in our New York office and a member of our client services team. Prior to joining Cliffwater in 2011, Jake worked for Citadel Investment Group and was a partner of Aksia LLC where he was responsible for business development, client consulting and portfolio management for the firm's discretionary accounts. Previous experience includes working for Quellos Group, Aetos Capital, Moore Capital Management, and Morgan Stanley Asset Management.



Tom Warren
Founder and President,
UAT Inc.

Tom Warren has 26 years of experience in the financial services industry. Mr. Warren provides an outstanding mind for product development, marketing, and distribution on a domestic and international basis, as well as strong relationships among the top distributors in the financial services industry. In addition to his current role with UAT, Inc., Mr. Warren's experience includes: Director at Janus Capital Corporation, where his leadership and talent were instrumental in raising \$80 billion in investment assets, primarily from insurance companies offering sub-advised investment portfolios; Vice President at Fidelity, where he held a national position in the raising of \$30 billion in investments assets from institutional investors, primarily from insurance companies offering sub-advised investment portfolios; and Vice President at Merrill Lynch, where he provided financial investment services to wealthy individuals, corporations, and institutions. Mr. Warren earned a B.S. in Business from Colorado State University and has held FINRA Series 7 and 8 licenses. Tom also serves on numerous Boards including Racing2SaveLives benefiting at Risk Youth, Footprints Foundation transporting those who can't afford it, to healthcare they need as well as DenverKLife, a faith-based group for teenagers. In addition, he volunteers his time as a professional pilot flying medical relief and critical care missions to disaster zones.



Jay Weber
*Founding Partner
 Laurel Capital*

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

Laurel Capital Partners is a private investment group focused on deploying capital into alternative investments structures. The firm's investor base is comprised of high net worth individuals and family offices and therefore we are focused on risk adjusted after tax returns.

Mr. Weber holds a B.A. degree from Wake Forest University and an MBA from the Fuqua School of Business at Duke University.



Tony Wilkins
*Founding Partner
 AEWilkins Holdings*

Tony Wilkins, CFA is the founding partner of AEWilkins Holdings. He leads the development of customized strategies for asset managers seeking to improve and monitor the effectiveness of their client retention and new business efforts through institutional investment consultants. Tony spent 15 years at Northern Trust Global Investments in client facing roles including Head of Consultant Relations and Global Head of Defined Contribution Sales and Service. Prior to that, he spent seven in institutional sales and consultant relations roles at Weiss, Peck and Greer and Stein, Roe and Farnham. He started his investment career as a large cap growth portfolio manager at Stein Roe after a successful career in electrical engineering at AT&T, Lockheed Loral and Chrysler Corporation. Tony serves on the board of the National Association of Securities Professionals, is a member of the Disciplinary Review Committee of the CFA Institute and is a long distance cyclist and tennis enthusiast.



Greg Williamson
*Director, Trust Investments and Chief
 Investment Officer
 BP America Inc.*

Gregory T. (Greg) Williamson is the Director, Trust Investments and Chief Investment Officer of BP America Inc. (\$18 billion in assets).

Mr. Williamson has specific responsibilities for the Group's overall investment strategies and activities, and external manager selection, analysis and review. Mr. Williamson is a member of the BP America Inc. Defined Benefit and Savings Plans Investment Committees, is a member of BP Canada and BP Mexico's Investment Committees, and is Assistant Treasurer of the BP Foundation. Mr. Williamson was appointed by U.S. Treasury Secretary Henry Paulson to the Investor's Practices Committee of the President's Working Group on Financial Markets, and is a member of the advisory boards of several external organizations including Castle Harlan Inc. and the Woodside Fund. Mr. Williamson a member of the Risk Standards Working Group, and is a founding Board member of the Chicago Quantitative Alliance. Mr. Williamson co-authored *Alpha: The Positive Side of Risk* (Investors Press, 1997), and was named by Pensions and Investments magazine as one of "25 to Watch in Finance" in its 25th Anniversary issue.

Prior to his current position, Mr. Williamson was President and CEO of Alphatech Investment Management Company, which he formed after serving as President of Springfield Asset Management in Chicago. Before joining Amoco Corporation (predecessor of BP America), Mr. Williamson was vice president of investment banking at Northern Finance, and had previously held positions with O'Connor and Associates in its proprietary trading and strategic planning groups, with F.P. Quinn and Co. as Director of Risk Arbitrage, and with Peterson and Co. in its strategic consulting and investment banking group.

Mr. Williamson received a BA in Economics from Northwestern University with honors, and a MBA in Finance and Strategy through the 3/2 honors program from the J.L. Kellogg Graduate School of Management at Northwestern University.

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Callan Associates

Contact: Judy McKinney
120 N. LaSalle St
Suite 2100
Chicago, IL 60602
312-346-3536
mckinney@callan.com
www.callan.com

Founded in 1973, Callan Associates is one of the largest independently-owned investment consulting firms in the country. Headquartered in San Francisco, CA, 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.

CFA Institute

Contact: Donna Kozyra
560 Ray C Hunt Drive
Charlottesville, VA 22903
434-951-5421
donna.kozyra@cfainstitute.org
www.cfainstitute.org

CFA Institute is the global association for investment professionals. It administers the CFA and CIPM curriculum and exam programs worldwide; publishes research; conducts professional development programs; and sets voluntary, ethics-based professional and performance-reporting standards for the investment industry. CFA Institute has more than 105,000 members, who include the world's 100,000 CFA charterholders, in 133 countries and territories, as well as 135 affiliated professional societies in 58 countries and territories. More information may be found at www.cfainstitute.org.

Financial Investment News

Contact: Gene Dolinsky
267 Fifth Avenue
Suite 1010
New York, NY 10016
646-810-1072
gdolinsky@finsearches.com
www.financialinvestmentnews.com

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Contact: Keith Arends
225 Park Avenue South
New York, NY 10003
212-224-3533
karends@iintelligence.com
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For more information please call Keith Arends (USA) at 1-212-224-3533 or visit <http://www.iisearches.com/Free-Trial.html>.

Morningstar, Inc.

Contact: Hannah Goldberg
22 W. Washington Street
Chicago, IL 60602
312-244-7535
hannah.goldberg@morningstar.com
www.morningstar.com

Morningstar, Inc. is a leading provider of independent investment research globally. Morningstar provides data on approximately 375,000 investments, including stocks, separate accounts and similar vehicles, along with real-time global market data on over 5 million equities, indexes, futures, options, commodities, and precious metals.

Morningstar Direct delivers investment vision. It's a global investment analysis platform that unites all of Morningstar's data and institutional research, private and third-party content, rigorous analytics, and productivity tools. The platform streamlines the process of finding meaning in financial information, then helps communicate this information in customized reports and presentations with compelling data visualizations.

Pensions & Investments

Contact: Richard Scanlon
711 Third Avenue
Third Floor
New York, NY 10017-4036
212-210-0157
rscanlon@pionline.com
www.pionline.com

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Standard & Poor's – Money Market Directories

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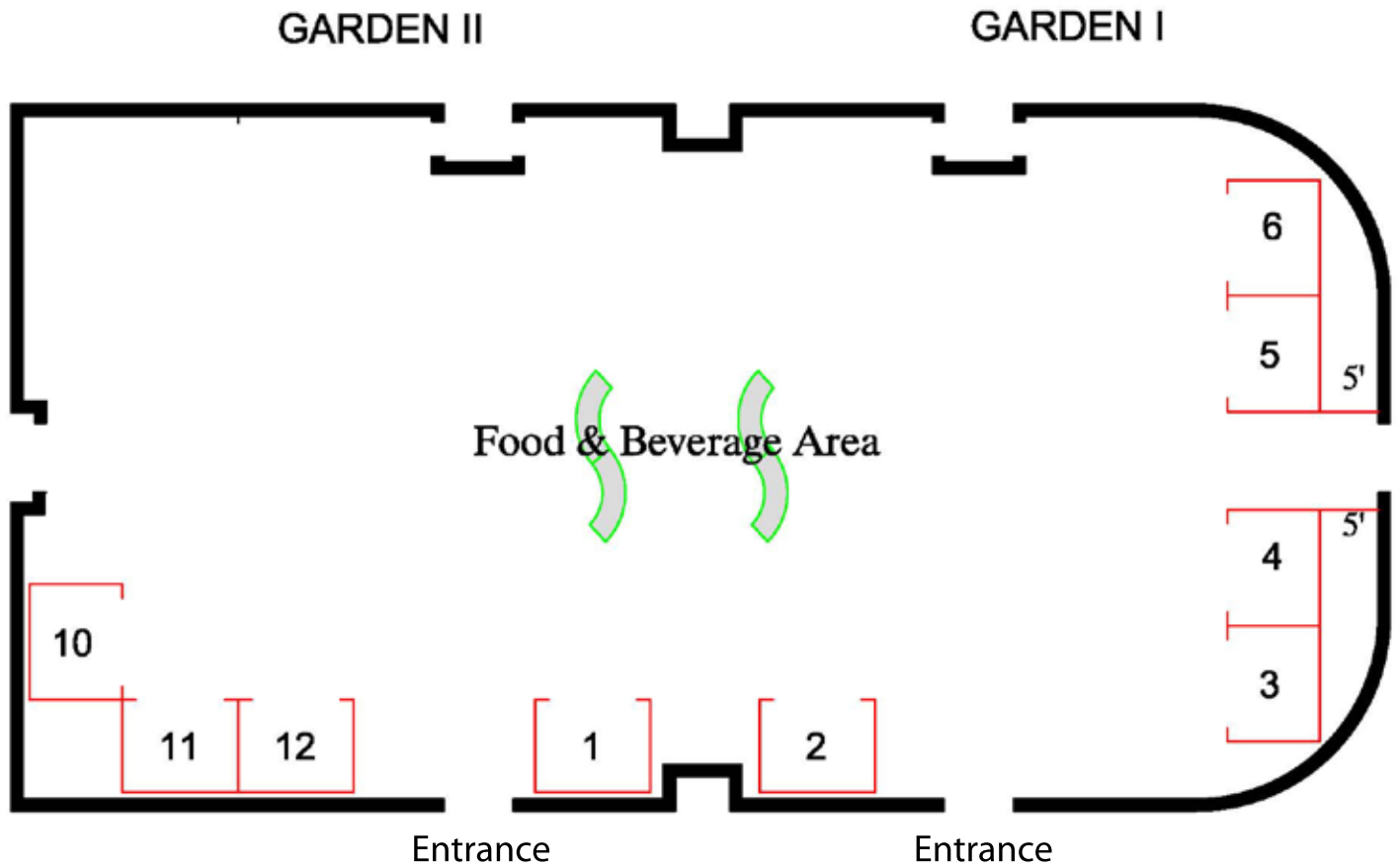
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Contact: Larry Pokora
600 Foxcroft Dr.
Blue Bell, PA 19422
484-681-4769
lspokora@comcast.net

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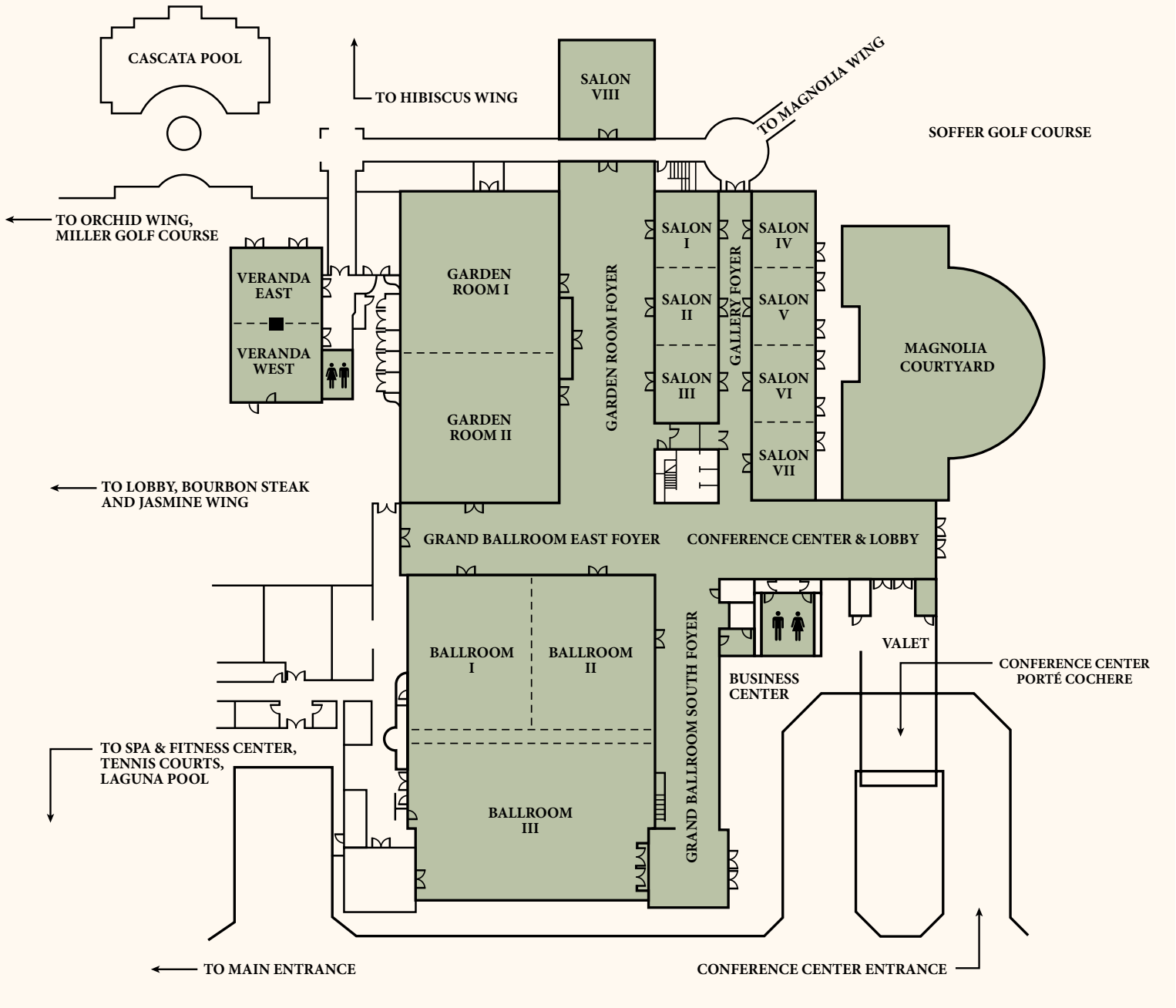
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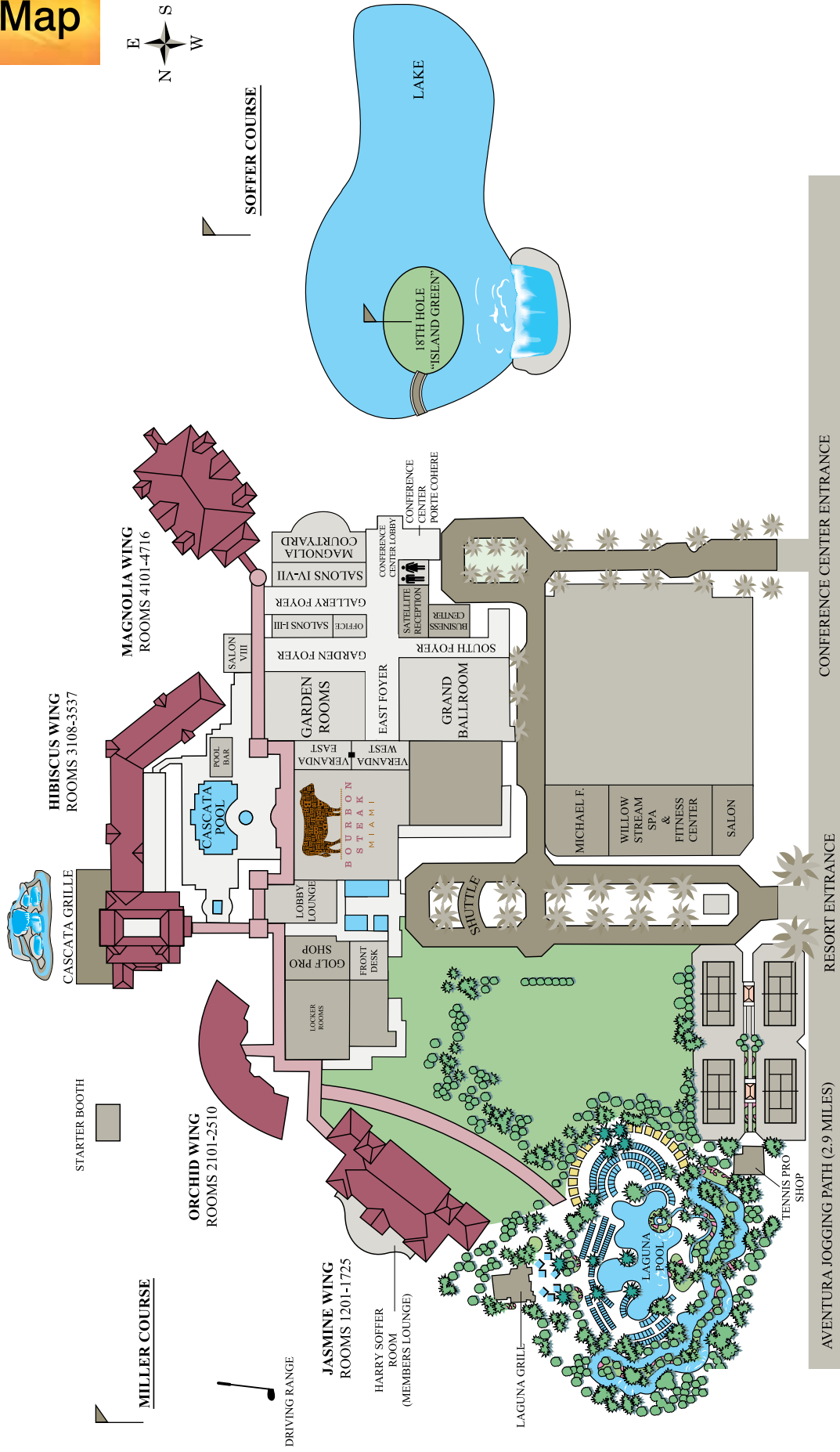
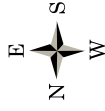
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Standard & Poor's – Money Market Directories	Booth 1
Callan Associates	Booth 2
Financial Investment News	Booth 3
CFA Institute	Booth 4
iiSEARCHES	Booth 5
Steel City Advisers	Booth 6
Pensions & Investments	Booth 10
Morningstar, Inc.	Booth 12

Floor Plan



Resort Map



CONFERENCE CENTER ENTRANCE

RESORT ENTRANCE

AVENTURA JOGGING PATH (2.9 MILES)



Upcoming Conferences



2012 Fall Conference

November 7, 2012
The Princeton Club
New York, NY



2012 Hedge Fund Conference

November 8, 2012
The Princeton Club
New York, NY



2013 AIMSE Canadian Conference 20th Anniversary

January 19–20, 2013
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April 28–30, 2013
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