

GLOBAL. RELEVANT.

AIMSE 36th

Annual Marketing
& Sales Conference

April 28–30, 2013
Fairmont Scottsdale Princess
Scottsdale, Arizona, USA

Conference Program

AIMSE

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Annual Marketing
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Fairmont Scottsdale Princess
Scottsdale, Arizona, USA



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CFA Institute has approved this program, offered by Association of Investment Management Sales Executives (AIMSE), for **9 CE credit hours**. If you are a CFA Institute member, CE credit for your participation in this program will be automatically recorded in your CE tracking tool.

The logo for the AIMSE 36th Annual Marketing & Sales Conference is located on the left side of the page. It features the text "AIMSE" in a large, bold, white sans-serif font, with "36th" below it in a slightly smaller, bold, white sans-serif font. Underneath "36th" is the text "Annual Marketing & Sales Conference" in a smaller, white sans-serif font. The background of the logo is a green silhouette of a world map, with the continents of North and South America clearly visible. The entire logo is set against a solid green background that occupies the left third of the page.

AIMSE 36th

Annual Marketing
& Sales Conference

GLOBAL. RELEVANT.

Dear AIMSE Colleagues:

The theme of this year's conference is Global. Relevant.

As we gather for AIMSE's 36th Annual Marketing & Sales Conference, each of us, whether you're an Asset Manager, an Asset Allocator, or Fund Sponsor, is confronted by enormous opportunities and challenges within a rapidly evolving, global investment industry. Globalization continues to be a powerful force reshaping the industry, and how we as professionals adapt and position ourselves, both within our companies and within the marketplace, is tantamount for our future success and relevance.

One of the overarching transformations taking place in the industry is the confluence and blending of roles and responsibilities between asset managers, asset allocators and fund sponsors. Over the last few years, there has been a pronounced blurring of the lines between the traditional roles each party has played historically. This shifting paradigm is challenging the status quo and while presenting new opportunities for products, solutions, and distribution avenues, requires thoughtful consideration to insure each party maintains their value proposition and industry relevance.

We look forward to engaging with our speakers, panelists, and each of you in a robust dialogue on these and other topics impacting the global asset management business. We greatly appreciate your support of this year's Annual Conference and of the AIMSE organization, and in your contribution to this year's program.

We look forward to a great conference!

Best regards,

2013 AIMSE Annual Conference Committee

AIMSE

Board of Directors

June 2012–May 2013

The AIMSE Board of Directors is comprised of members and acts in the best interests of the membership. All Board members are accessible to the AIMSE membership and feedback is welcomed.

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2012–2013

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SAC Capital Advisors LP

Mark Robertson — Co-Chair
Proprietary Capital, LLC

Annual Conference Committee

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Turner Investments

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Co-Chair**
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Chris Krein — Chair
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Mark Robertson — Co-Chair
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Proprietary Capital, LLC

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Vermillion Asset Management LLC

Fall Conference Committee

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Rainier Investment Management

Brian Crowell — Co-Chair
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**Christopher Newman, CFA
Co-Chair**
T. Rowe Price Associates, Inc.

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WisdomTree Asset Management

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Featured Speaker Highlights

Monday | April 29

8:15 – 9:15 am | **Keynote Speaker**



John Rogers, CFA
President and
Chief Executive Officer,
CFA Institute



Tuesday | April 30

8:10 – 9:15 am | **CIO's Perspective**



Mark Anson
Chief Investment Officer,
Acadia Investment Management,
Bass Family Office



Hon. Walker R. Stapleton
Colorado State Treasurer



William R. Atwood
Executive Director
Illinois State Board of Investment



Charles Van Vleet
Assistant Treasurer and
Chief Investment Officer,
Textron Inc.

12:00 Noon – 1:00 pm | **Lunch with Guest Speaker**



Hon. Doug Ducey
Arizona State Treasurer

Schedule at a Glance

Sunday | April 28

8:00 am	Golf Tournament Stadium Course
1:00 – 2:30 pm	Golf Tournament Lunch The Grill Lower Patio
2:30 – 5:30 pm	Boot Camp Salon I
4:00 – 8:00 pm	AIMSE Registration East Foyer Desk
6:30 – 7:30 pm	Newcomer & Mentor Reception Sonoran Room
7:30 – 9:30 pm	Welcome & Exhibitor Reception Princess Salons F & G

Monday | April 29

7:00 am – 4:00 pm	AIMSE Registration East Foyer Desk
7:00 – 8:00 am	Buffet Breakfast with Exhibitors Princess Salons F & G
8:00 – 8:15 am	Welcome and AIMSE Presidential Address Princess Salons H & I
8:15 – 9:15 am	Keynote Speaker Princess Salons H & I John Rogers, CFA President and Chief Executive Officer CFA Institute
9:15 – 9:40 am	Refreshment Break with Exhibitors Princess Salons F & G
9:40 – 9:45 am	And Now a Word from Our Partners Princess Salons H & I
9:45 – 10:45 am	Featured Global Consultant Princess Salons H & I Jeffery J. Schutes Global Leader of Manager Research Market Leader Latin America Mercer Investments

Schedule at a Glance

11:00 am – 12:00 Noon	CONCURRENT BREAK-OUT SESSIONS #1 Global Distribution: Expanding Into the Non-US Marketplace Princess Salon E #2 DCIO Panel: What Every Asset Manager Should Know About the Evaluation, Approval, and Selection of DCIO Investment Strategies Princess Salon D #3 Outsourced CIO: The Evolution of Choice and the Implications for Plan Sponsors and Investment Managers Princess Salons H & I #4 Global Communications: Telling an Effective Corporate Story and Product Story Moors 1
12:00 Noon – 1:10 pm	Lunch with Veterans' Panel Featuring AIMSE Past Presidents Princess Salons F & G
1:10 – 1:15 pm	And Now a Word from Our Partners Princess Salons H & I
1:15 – 2:45 pm	Plan Sponsor Panel Princess Salons H & I Hon. Stephanie D. Neely Chicago City Treasurer Patti Yurkovich Director, Retirement and Compliance US Airways
2:45 – 3:00 pm	Refreshment Break with Exhibitors Princess Salons F & G
3:00 – 4:00 pm	CONCURRENT BREAK-OUT SESSIONS #5 Inflation and Interest Rates... Not If, When? Princess Salon E #6 Seizing Opportunities in the Sub-Advisory Marketplace Princess Salon D #7 Shifting Pensions Framework Princess Salons H & I

Schedule at a Glance

Optional Outdoor Activities

4:30 – 6:30 pm **Volleyball Tournament** | Lagoon Lawn

4:30 – 6:30 pm **Tennis Tournament** | Tennis Courts

7:30 – 8:00 pm **Reception** | East Princess Plaza

8:00 – 11:00 pm **Dinner and AIMSE Lothrop Award Presentation**
Princess Salons H & I

Tuesday | April 30

7:00 am – 1:00 pm **AIMSE Registration** | East Foyer Desk

7:30 – 8:10 am **Buffet Breakfast with Exhibitors**
Princess Salons F & G

8:10 – 9:15 am **CIO's Perspective**
Princess Salons H & I

Mark Anson
Chief Investment Officer
Acadia Investment Management, Bass Family Office

William R. Atwood
Executive Director
Illinois State Board of Investment

Hon. Walker R. Stapleton
Colorado State Treasurer

Charles Van Vleet
Assistant Treasurer and Chief Investment Officer
Textron Inc.

9:15 – 9:45 am **Featured Alternatives Consultant**
Princess Salons H & I

Stephen L. Nesbitt
Chief Executive Officer
Cliffwater LLC

9:45 – 10:15 am **Featured Traditional US Consultant**
Princess Salons H & I

Pete Keliuotis, CFA
Managing Director
Strategic Investment Solutions, Inc.

10:15 – 10:45 am **Refreshment Break with Exhibitors**
Princess Salons F & G

10:45 – 12:00 Noon **Consultant Roundtables** | Princess Salons D & E

12:00 Noon – 1:00 pm **Lunch with Guest Speaker** | Princess Salons F & G

Hon. Doug Ducey
Arizona State Treasurer

1:00 - 1:05 pm **AIMSE Annual Business Meeting**
(All Members are Invited to Attend)

1:05 pm **Conference Concludes**

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**Extended
Schedule**

AIMSE 36th

Annual Marketing
& Sales Conference

April 28–30, 2013
Fairmont Scottsdale Princess
Scottsdale, Arizona, USA

Sunday | April 28

8:00 am

Golf Tournament

Stadium Course

1:00 – 2:30 pm

Golf Tournament Lunch

The Grill Lower Patio

2:30 – 5:30 pm

Boot Camp

Princess Salon I

Presenters:

Kerry S. Dempsey

Director of Consultant Relations
Select Equity

Chris Rae

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

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

4:00 – 8:00 pm

AIMSE Registration

East Foyer Desk

6:30 – 7:30 pm

Newcomer & Mentor Reception

Sonoran Room

7:30 – 9:30 pm

Welcome & Exhibitor Reception

Princess Salons F & G

Monday | April 29

7:00 am – 4:00 pm

AIMSE Registration

East Foyer Desk

7:00 – 8:00 am

Buffet Breakfast with Exhibitors

Princess Salons F & G

8:00 – 8:15 am

Welcome and AIMSE Presidential Address

Princess Salons H & I

Christopher Krein

AIMSE President

8:15 – 9:15 am

Keynote Speaker:

Princess Salons H & I

John Rogers, CFA

President and Chief Executive Officer
CFA Institute

Who Moved My Cheese? Aligning Your Future with the Needs of Asset Owners

The global financial crisis is turning the value proposition for customers and prospects upside down. The needs of asset owners have changed and your firm has the choice to “get with the program” or pay the consequences. But first we need to answer two vital questions: “Who does your firm serve, really?” and “How do you get organized to partner with asset owners?” John Rogers will address the changing definition of value in the financial industry, the social contract of finance professionals, and how you and your organization can embrace change to succeed and help sustain the financial industry and profession for generations to come.

9:15 – 9:40 am

Refreshment Break with Exhibitors

Princess Salons F & G

9:40 – 9:45 am

And Now a Word from Our Sponsors and Exhibitors

Princess Salons H & I

9:45 – 10:45 am

Featured Global Consultant

Princess Salons H & I

Speaker:

Jeffery J. Schutes, Global Leader of Manager Research, Market Leader Latin America
Mercer Investments

Introduction:

Carolyn Patton, CFA

Senior Managing Director
Turner Investments

Description:

Mercer is a global consulting leader in talent, health, retirement and investments. Mercer helps clients around the world advance the health, wealth and performance of their most vital asset —their people. Mercer’s 20,000 employees are based in more than 40 countries. Mercer is a wholly owned subsidiary of Marsh & McLennan Companies (NYSE: MMC), a global team of professional services companies offering clients advice and solutions in the areas of risk, strategy and human capital.

11:00 am – 12:00 Noon

CONCURRENT BREAK-OUT SESSIONS

#1 Global Distribution: Expanding Into the Non-US Marketplace

Princess Salon E

Speakers:

Stephen W. Dunn

Executive Vice President
Director of Institutional Marketing
Cohen & Steers Capital Management, Inc.

John Gee-Grant

Head of Global Consultant Relations
Institutional Client Business
Blackrock

Dean J. Patenaude, CFA

Managing Director and Head of Global Distribution
Artisan Partners

Moderator:

David J. Bauer

Partner
Casey, Quirk & Associates

Description:

This session focuses on the nuts and bolts of global distribution with particular focus on how the landscape and opportunity set is differentiated by asset class. The moderator will delve into overall current trends and themes. From there, panel members will discuss the different approaches to take depending on firm size, longevity and asset class as well as share some of the challenges and successes they've encountered.

Topics include:

- Channels by Region
- Timing: Resources and Patience to Commit Over the Long Term
- Costs: Registration, Vehicles, Fee Pressure, etc.
- Branding: PR, Publications, Conferences
Boots on the Ground

#2 What Every Asset Manager Should Know About the Evaluation, Approval, and Selection of DCIO Investment Strategies

Princess Salon D

Speakers:

Christian L. Chan, CFA

Head of Investments
Wells Fargo Funds Management Group, LLC

Conor Sullivan

Vice President
Senior Consultant Relations Manager
ING US Investment Management

Chris Tauber

Partner
Mercer IC

Moderator:

Holly Hollub-Verdeyen

Director, Defined Contribution Investments
Russell Investments

Description:

The Defined Contribution Investment-Only (DCIO) market is characterized as defined contribution (DC) assets managed by investment managers that are not affiliated with a recordkeeping platform. The growth in the overall DC market is producing strong flows for DCIO asset managers, yet there are important considerations for firms who want to translate their success in other channels to DC. This session offers practical advice to build and maintain a successful DCIO business from panelists who possess a deep understanding of the keys to success in the DCIO market.

11:00 am – 12:00 Noon

CONCURRENT BREAK-OUT SESSIONS

#3 Outsourced CIO: The Evolution of Choice and the Implications for Plan Sponsors and Investment Managers

Princess Salons H & I

Speakers:

Christopher L. Bittman

Partner

Perella Weinberg Partners

Ronald L. Klotter, CFA

Director of Midwest Consulting Operations

Senior Consultant

R.V. Kuhns & Associates. Inc.

Jeff Shovlin

Director, Global Benefits

Discover Financial Services

Moderator:

Craig Mauri, CFA, CAIA

Senior Vice President

Co-Head of Global Institutional Services

Calamos Advisors LLC

Description:

Outsourced CIO (OCIO) solutions are garnering increasing amounts of attention within the asset management industry, as acceptance and adoption among institutional investors is gaining momentum. As the various OCIO offerings evolve to meet the differing needs of asset owners, the implications for asset managers will also continue to evolve, presenting both opportunities and challenges. While most of us are familiar with OCIO in general, many still lack a thorough understanding of how best to position our firms and investment strategies within OCIO platforms.

In this panel discussion, we've brought together two influential OCIO providers along with a third party "evaluator" of OCIO solutions. Among other topics, the panelists will discuss the evolution of OCIO solutions, the spectrum of fiduciary choices available to asset owners, and the implications for asset managers and their investment products. By the end of the session, we hope you'll have a more in-depth understanding of the OCIO market and solutions, and how best to implement your firm's marketing strategy to penetrate this increasingly critical channel.

#4 Global Communications: Telling an Effective Corporate Story and Product Story

Moors 1

Speakers:

Justin Meise

Partner

River Communications, Inc.

Christine M. Røstvold

President

Charnley & Røstvold, Inc.

Moderator:

Deborah Drachman

Vice President, Consultant Relationships

Standard Life Investments

Description:

Does your investment story connect with your audience? Is your brand a help or a hindrance? Are you controlling the narrative around your firm and products, or is the marketplace? How do you effectively communicate significant or

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unexpected changes? This session will examine best practices for managing a firm's reputation – through good times and challenging times – and for developing effective firm and product messaging and positioning. We will explore key elements of a successful strategic communications plan, including:

- Telling an Effective Story at the Firm and Product Levels
- Implementing a Consistent Message for an Organization Globally
- Managing a Firm's Narrative Across Diverse Geographic Regions
- Communicating Change Credibly, Confidently and Consistently
- Tactics for Managing the Firm or Product Narrative in an Age of Expanded Media

12:00 Noon – 1:10 pm

Lunch with Veterans' Panel featuring AIMSE Past Presidents

Princess Salons F & G

Speakers:

Richard E. Graf (2000-2001 &
Lothrop Award Recipient)

Tim McAvoy (2009-2010)
Director of Sales
De Prince, Race & Zollo, Inc.

Obie McKenzie (1999-2000)
Managing Director
BlackRock

James S. Skesavage, Jr. (2002 – 2003)
Director of Marketing, Principal
Atlanta Capital Management Co., LLC

Moderator: (2008-2009)

Larry Pokora, Vice President,
Institutional Sales Director
Baron Capital

Description:

Join four industry "Superstars," combining over 100 years of institutional investment management sales and consulting experience, as they discuss hot topics and lessons learned for success. These distinguished professionals have extensive expertise across disciplines including sales, marketing, client service and consultant relations. Utilizing an AIMSE attendee survey they will target the areas that you feel need to be addressed.

Join them as they ignite the lunch hour with real world, practical insights and stories.

Topics could include:

- Lessons from the Road
- How to Coach (or Not) "Prima Donna" Portfolio Managers and Analysts
- Effective Networking
- Understanding "Finals Prep"
- What Works and Doesn't at Conferences
- Cross Selling: The Forgotten Fruit
- Preparing and Executing a "Meeting Plan"
- Managing the Sales Process Through the Bumps and Hurdles

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1:10 – 1:15 pm

And Now a Word from Our Sponsors and Exhibitors

Princess Salons H & I

1:15 – 2:45 pm

Plan Sponsor Panel

Princess Salons H & I

Speakers:

Hon. Stephanie D. Neely

Chicago City Treasurer

Patti Yurkovich

Director, Retirement and Compliance
US Airways

Moderator:

Anthony E. Wilkins, CFA

Managing Director, Relationship Executive
BNY Mellon Asset Servicing

Description:

Great sales people help solve customers' problems with their products... or their contacts. The first step in this process is understanding what issues are facing plan sponsors at a high level. This panel provides that insight. Regulatory, operational, headline and market risk are just a few of the topics for which investors need ideas from the investment management community. Learn what other pain points, opportunities and issues are keeping this stellar, outspoken lineup of senior plan sponsor executives up at night. Attendees will leave this session with a broader perspective of how to better position their firms as a trusted advisor to their clients and prospects.

2:45 – 3:00 pm

Refreshment Break with Exhibitors

Princess Salons H & I

3:00 – 4:00 pm

CONCURRENT BREAK-OUT SESSIONS

#5 Inflation and Interest Rates...

Not If, When?

Princess Salon E

Speakers:

Paul Corens, Lead Portfolio Manager
Alternative Investments
Arizona Public Safety Personnel
Retirement System

Damon G. Krytzer, CFA

Managing Director, Waverly Advisors
and
Trustee, San Jose Police and Fire Retirement Plan

Peihong Yang

Senior Vice President
Global Investment Department
National Council for Social Security Fund of the
People's Republic of China

Moderator:

Don C. Stracke, CFA, CAIA

Senior Consultant
NEPC, LLC

Description:

Investors are facing an array of challenges in navigating the markets and global economy, with various hazards ranging from fiscal worries, economic weakness and geopolitics heightening the need to focus on effective risk management and asset allocation strategies. With accommodative monetary policies keeping interest rates at record lows, and global inflation largely benign in recent history, investors are increasingly preparing themselves for the time when—not if—these conditions change. In the case of inflation rising prices can be volatile and appear unexpectedly, while the absence of yield has accelerated the search for new sources of income and gone global. With reward comes potential risks, however, which sales professionals and their clients need to understand and this session will

focus on some of the issues, solutions, and risk considerations that investors are contemplating to navigate these conditions, including:

- Inflation Hedging Strategies
- Allocations to Real Assets Due to Income and Inflation Concerns
- Risk/Return Considerations in the Search for Yield

#6 Seizing Opportunities in the Sub-Advisory Marketplace

Princess Salon D

Speakers:

Christopher Yeomans

Director of Retirement and Sub-Advisory
Products
Strategic Insight, an Asset International company

Bob N. Fanelli, CFA

Assistant Vice President
Head of Manager Research
John Hancock Investment

Moderator:

Christine R. Sasse, CFA, Director
Consultant Relations & Institutional Sales
Philadelphia International Advisors, LP

Description:

The sub-advisory marketplace has continued to grow and evolve. The market is comprised of two distinct sponsor sets, mutual fund and variable insurance trusts (VIT). While both often share many of the same underlying processes, they often diverge in the goals each are seeking to achieve.

Today, we will explore:

- The trends in the industry.
- Understand the growing trend of fund adoptions, what are adopters seeking and their criteria.
- Is your firm well positioned to capitalize on these opportunities and how to open the door?

3:00 – 4:00 pm

CONCURRENT BREAK-OUT SESSIONS

#7 Shifting Pensions Framework

Princess Salons H & I

Speakers:

Scott E. Gaul, FSA
Senior Vice President
Pension Risk Transfer
Prudential Financial, Inc.

John Manion
Principal
SECOR Asset Management, LP

Travis J. Winkels, CFA, FSA, EA, FRM
Senior Consultant
Towers Watson

Moderator:

Glenn A. Weiner, CFA
Managing Director
Consultant Relations
Babson Capital Management, LLC

Description:

There has been a lot of recent attention on the subject of pension buy-outs and buy-ins as many plan sponsors have been grappling with the post-recession hang-over and reality of managing these balance sheet liabilities. In this session, we will explore the topic of pension risk transfers in a panel format with expert views from both plan sponsor and consultant. Topics to be covered in this session would include:

- Dramatic increase in the use of “glide paths” – despite the current low interest rate environment and volatile funded ratios of many corporate plans, there seems to be a continued increase in the use of allocations focused on (liability) hedging assets and LDI strategies.
- Outsourcing of glide path management including monitoring and rebalancing
- Lump sum payouts/Annuity purchase considerations – discuss recent examples including GM, Verizon, other plans that have been shifting their pension liabilities

OPTIONAL OUTDOOR ACTIVITIES

4:30 – 6:30 pm
**Volleyball
Tournament**
Lagoon Lawn

4:30 – 6:30 pm
**Tennis
Tournament**
Tennis Courts



7:30 – 8:00 pm
Reception
East Princess Plaza

8:00 – 11:00 pm
**Dinner and AIMSE Lothrop
Award Presentation**
Princess Salons H & I

Richard A. Lothrop Outstanding Achievement Award

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 & Service to:

- The Industry
- AIMSE
- Their Community and Mentorship and Service to Others

7:00 am – 1:00 pm

AIMSE Registration

East Foyer Desk

7:30 – 8:10 am

Buffet Breakfast with Exhibitors

Princess Salons F & G

8:10 – 9:15 am

CIO's Perspective

Princess Salons H & I

Speakers:

Mark Anson

Chief Investment Officer
Acadia Investment Management
Bass Family Office

William R. Atwood

Executive Director
Illinois State Board of Investment

Hon. Walker R. Stapleton

Colorado State Treasurer

Charles Van Vleet

Assistant Treasurer
and
Chief Investment Officer
Textron Inc.

Moderator:

Kelly Cliff, CFA, CAIA, Senior Vice President
and Chief Investment Officer, Public Markets
Callan Associates Inc.

Description:

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 – 9:45 am

Featured Alternatives Consultant

Princess Salons H & I

Speaker:

Stephen L. Nesbitt

Chief Executive Officer
Cliffwater LLC

Introduction:

Jackie de Sanctis

Senior Vice President, West Coast
Consultant Relations
Neuberger Berman

Description:

Cliffwater LLC provides alternative advisory services to institutional investors including endowments, foundations, retirement systems and financial institutions. Cliffwater is one of the largest alternatives advisory firms, assisting clients globally in their allocations to hedge funds, private equity and real assets.

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 & Zollo

Dick Graf

Jerry Devore

XT Capital Partners

Eugene Waldron

James Wood

Obie McKenzie
Blackrock

Rick Rockwell

T. Rowe Price

Marlis S. Fritz

Beyond its role in sourcing investments, conducting due diligence, gaining access for clients and monitoring risks, Cliffwater has both the experience and analytical tools to help clients integrate alternative investment allocations into their overall portfolio.

Cliffwater is an independent firm, registered as an investment advisory firm with the SEC. Offices are located in Los Angeles and New York City.

9:45 – 10:15 am

Featured Traditional US Consultant

Princess Salons H & I

Speaker:

Pete Keliuotis, CFA

Managing Director
Strategic Investment Solutions, Inc.

Introduction:

Jackie de Sanctis

Senior Vice President, West Coast
Consultant Relations
Neuberger Berman

Description:

Strategic Investment Solutions Inc. (SIS) is an independent institutional investment consultant. We serve a select group of clients, including pension funds, foundations and endowments, and family offices; our clients have over \$700 billion in assets. SIS is an employee-owned company and is not affiliated with any other organization.

10:15 – 10:45 am

Refreshment Break with Exhibitors

Princess Salons F & G

10:45 – 12:00 Noon

Consultant Roundtables

Princess Salons D & E

Speakers:

Kelly Cliff, CFA, CAIA

Senior Vice President
and Chief Investment Officer
Public Markets
Callan Associates Inc.

Allan Emkin

Founder and Managing Director
Pension Consulting Alliance, Inc.

Rebecca King, CFA

Director
Alpha Investment Research
Segal Rogerscasey

John R. Krimmel, CPA, CFA

Partner
NEPC, LLC

Cheryl A. Ramsey

Senior Analyst of Global Equity
Fund Evaluation Group LLC

Kelli Schrade, CAIA

Managing Partner
and Director of Manager Research
Marquette Associates, Inc.

Charlie Waibel, CFA

Managing Director
Sellwood Consulting LLC

Anne Westreich, CFA

Senior Consultant
Wurts & Associates

Moderator:

Rhoni S. Wiswall

Managing Director
of Consultant Relations
Crestline Inc.

Description:

The Consultant Roundtables are one of the most popular forums each year. Come with your questions and hear top consultants share their thoughts on what clients are doing, which asset classes are in demand and how to get (and keep) your products on the radar. There's no formality and no audience — just you and your fellow marketers discussing manager search activity, organizational updates, new trends in the consulting industry, how best to communicate with these influential consultants and more. You'll gain great insights from a wide array of top consulting firms and begin the process of building relationships with these key people in an intimate and interactive setting.

12:00 Noon – 1:00 pm

Lunch with Guest Speaker

Princess Salons F & G

Speaker:

Hon. Doug Ducey

Arizona State Treasurer

What a Businessman Has Learned About State Government

Doug will review his transition from the private sector to public life and provide an update on Arizona's finances as well as highlight a few issues he's addressed after taking office.

1:00 – 1:05 pm

AIMSE Annual Business Meeting


Princess Salons F & G

(All AIMSE Member are Invited to Attend)

1:05 pm

Conference Concludes

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Approximately 60 million unique data elements are searched on in the eVestment global database each year.

Learn what data elements consultants are using to screen managers and pick up your free consultant search infographic at the eVestment booth. See you there!

Delivering Data-Driven Insight to Make Smart Money Smarter.

- Capital Raising
- Competitive Analysis
- Investor Intelligence
- Database Marketing and Updates
- Customer Relationship Management

AIMSE 36th Annual Marketing & Sales Conference

Conference Chairs



**Carolyn Patton, CFA
Chair**

**Senior Managing Director
Turner Investments**

Carolyn Patton is the Global Head of Client Relationships and Senior Managing Director at Turner Investments. She manages our

client relations staff, works with our portfolio managers to meet clients' needs, builds and maintains relationships with institutional investors globally, and directly provides service to our major clients. She joined Turner in 2011 and has 21 years of investment experience.

Prior to joining Turner Investments, Ms. Patton was employed at Janus Capital Group where she was senior vice president, managing director, global head of consultant relations. Carolyn was also employed with Morgan Stanley Investment Management Limited, Morgan Stanley Investment Management, Delaware Investment Advisers and SEI Investments.

Ms. Patton received her bachelor's degree in economics from the University of Virginia. She is also a regular member of the CFA Institute and the CFA Society of Philadelphia. She is on the Board of Directors of the Association of Investment Management Sales Executives.

Turner Investments is an employee-owned investment-management firm based in Berwyn, Pennsylvania. As of December 31, 2012 the firm manages approximately \$11 billion in equity investments for institutions and individuals.



**Jackie de Sanctis
Co-Chair**

**Senior Vice President, West
Coast Consultant Relations
Neuberger Berman**

Jacqueline de Sanctis, Senior Vice President, joined Neuberger Berman

in 2010 as West Coast Consultant Relations. Prior to joining Neuberger Berman, Jackie worked at RCM where she spent two years as an international equity product specialist. Prior to this, she was at Credit Suisse, where she worked for 7 years in New York, London and Zurich in a number of capacities including senior consultant sales (U.S.), head of consultant relations (U.K.) and most recently as client portfolio manager for their suite of Emerging Market Equity capabilities.

Previously, Jackie was a marketing associate at JP Morgan on the US Consultant Sales Team. She began her career at Callan Associates as an international and domestic equity analyst on the Global Manager Research team. Jackie graduated from the University of St Andrews in Scotland with an MA Honors in Classical Studies and has been a Board Member since 2003 for the University of St. Andrews American Foundation.

AIMSE 36th Annual Marketing & Sales Conference

Moderators & Speakers



Mark J.P. Anson
Chief Investment Officer
Acadia Investment
Management
Bass Family Office

Mark Anson is the Chief Investment Officer of the Bass Family Office. Previously, he was the President

and Executive Director of Investment Services at Nuveen Investments, a full service asset management firm with over \$200 billion in assets under management. Prior to Nuveen, Mark served as the Chief Investment Officer and Chief Executive Officer of the British Telecom Pension Scheme, the largest pension fund in the United Kingdom with assets of £37 billion and the sole owner of Hermes Pensions Management, a £53 billion asset management company. Prior to joining BTPS, he served as the Chief Investment Officer of the California Public Employees' Retirement System, the largest pension fund in the United States with over \$225 billion in assets. Mark is the former Chairman of the Board of the International Corporate Governance Network, whose membership totals over \$10 trillion of AUM.

He also served on the boards for the CFA Institute, New York Stock Exchange/Euronext, Dow Jones-AIG Commodity Index, Professional Risk Managers' International Association, International Association of Financial Engineers and the SEC Advisory Committee to SEC Chairwoman Mary Schapiro. Mark currently serves on the Advisory Board of MSCI-Barra, The Board of Trustees for the Northwestern University School of Law, the Advisory Board of the San Francisco CFA Society, and the Board for the Chartered Alternative Investment Association (CAIA). He has published over 80 investment articles in professional journals, has won two Best Paper Awards, is the author of five financial textbooks including the Handbook of Alternative Assets, which is the primary textbook used for the Chartered Alternative Investment Analyst program, and sits on the editorial boards of several financial journals. As the CEO of Hermes Pensions Management, Mark was an original signatory to the United Nations Principles of Responsible Investing.

Mark earned a B.A. in Economics and Chemistry from St. Olaf College, a J.D. from Northwestern University School of Law, and a Masters and a Ph.D. in Finance from Columbia University Graduate School of Business, all

with honors. In addition, Mark has won several industry awards for leadership in institutional asset management. Last, Mark has earned the Chartered Financial Analyst, Chartered Alternative Investment Analyst, Certified Public Accountant, Chartered Global Management Accountant, and Certified Internal Auditor professional designations.



William R. Atwood
Executive Director
Illinois State Board
of Investment

William Atwood has served as Executive Director of the Illinois State Board of Investment (ISBI) since March of 2003. ISBI is

responsible for investing assets totaling approximately \$12.5 billion for the State Employees' Retirement System of Illinois, Judges' Retirement System of Illinois, and General Assembly Retirement System of Illinois. Since joining ISBI, Bill has managed the restructuring of its investment portfolio, established an emerging manager program, initiated the utilization of a general consultant, expanded the portfolio's exposure to alternative investments, increased the Board's shareholder activism, and made improvements to the State of Illinois' Deferred Compensation Plan.

Bill has professional experience in both the public and private sectors, including service on the staff of U.S. Senator Charles Percy and in the administrations of Governor Jim Thompson and Governor Jim Edgar, both of Illinois. In 1994 he joined Investment Counselors Incorporated, a money management firm in St. Louis where Bill was Vice President for Business Development. At ICI he was responsible for marketing, client service, and corporate operations. Bill formed Midwest Managed Money Services in 1997 through which he provided consulting services to money management firms working in the public and Taft-Hartley pension plan arenas. He worked closely with equity, fixed income, and real estate investment companies and a variety of institutional plan sponsors.

Bill served as a Director of the Chicago Stock Exchange and is a regular speaker at professional symposia. He received a Masters of Liberal Arts degree from the University of Chicago and a Bachelor of Arts Degree in Political Science from Southern Illinois University. Bill lives in Downers Grove, IL with his wife, Reagen, daughter Ainsley, and son William.

* Indicates 2013 AIMSE Annual Conference Committee



David J. Bauer

Partner

Casey, Quirk & Associates

David is a founding partner of Casey, Quirk & Associates. He has been in the investment management industry since 1989 as a consultant and portfolio manager. His

consulting experience encompasses all major functional areas (business management, investment management, and distribution). His assignments have included broad organizational strategy and design, post-merger integration, and investment and distribution platform assessment. David has co-authored several industry research papers, including *Success in Investment Management: Building and Managing the Complete Firm* (2000), *Style is dead. Long live style!* (2001), and *Target-Date Retirement Funds: The New Defined Contribution Battleground* (2009). David is a member of the Boston Investment Professionals Advisory Board.

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

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



Heather Conforto Beatty*

Senior Portfolio Specialist
for the Institutional Group

Thornburg Investment
Management

Heather Conforto Beatty is a senior portfolio specialist for the Institutional Group at Thornburg

Investment Management. She is primarily focused on Global consultant relationships. Prior to joining Thornburg, Heather worked for Palisades Investment Partners in Santa Monica, CA. At Palisades, she spearheaded institutional business development, client service and marketing. Heather is a graduate of Miami University of Ohio and holds her Series 7 and Series 66 certificates.



Christopher L. Bittman

Partner

Perella Weinberg Partners

Mr. Bittman is a Partner of Perella Weinberg Partners and CEO & CIO of their Agility Outsourced Chief Investment Officer (OCIO) platform.

Prior to joining Perella Weinberg Partners, Mr. Bittman was the Chief Investment Officer of the University of Colorado Foundation. Under his leadership the Foundation was named "Large Foundation of the Year" in 2007 by Institutional Investor's Foundation & Endowment Money Management magazine based on "superior investment performance, innovation and notable asset allocation moves." Agility is currently a finalist for Institutional Investor's "OCIO of the Year" award for 2013.

Before being named the first CIO of the Foundation in 2004, he was the President and CEO of Jurika & Voyles, a California investment firm, where he was responsible for the management of over \$5 billion for a broad variety of Fortune 500 corporations, public funds, foundations, endowments and family offices.

He began his career on Wall Street as the Western Regional Manager for Merrill Lynch's Business Financial Services Group and was the youngest Regional Manager in the group's history.

Mr. Bittman graduated from the University of Colorado in 1985 and served the institution as a volunteer for nearly 20 years in various capacities — as President of its Alumni Association; as an Advisory Board member for the Office of Technology Transfer and for the School of Journalism and Mass Communication; as Trustee and Director of its Foundation; and as Chair of the Foundation's Investment Committee.

He sits as a guest lecturer on investment management at the University's Leeds School of Business and serves as a member of the University's Intercollegiate Athletics Task Force. He is also Chair of the Board of Directors for Colorado Public Television and a member of the Board of Trustees at Colorado Academy — a private, coeducational college preparatory school in Denver.



Christian Chan, CFA

Head of Investments

Wells Fargo Funds
Management Group, LLC

Christian Chan is the Head of Investments for Wells Fargo Funds Management Group, LLC. The company has over \$200 billion in

assets under management and utilizes 18 affiliated and unaffiliated sub-advisors. Mr. Chan's role includes leading the firm's investment strategy efforts, serving as portfolio manager on several multi-strategy mutual funds, and selecting and overseeing the firm's investment managers.

Mr. Chan's investment background is in institutional investment consulting. His previous roles include Director, Investments at mPower Advisors, LLC and Senior Manager Research Analyst at Asset Strategy Consulting. He graduated from University of California at Los Angeles, and has earned the right to use the Chartered Financial Analyst designation.



Kelly Cliff, CFA, CAIA

Senior Vice President
and CIO, Public Markets

Callan Associates Inc

Kelly S. Cliff, CFA, CAIA, is a Senior Vice President and the CIO of Public Markets, as well as co-lead of Callan's Global Manager

Research group (GMR) which provides fundamental and statistical research on investment managers. Kelly oversees the quantitative and qualitative analysis of investment managers and the production of research and client reports. He works with the general consultants to tailor searches according to client guidelines. Kelly is a shareholder of the firm and is a member of Callan's Management Committee.

Previously Kelly was Chief Investment Officer of the Trust Advisory Group (TAG), which provides full discretionary investment solutions for the institutional marketplace. Kelly oversaw the management of the investment products and the ongoing due diligence and research. He now serves on the Investment Committee for the Trust Advisory Group, with oversight responsibility for both the Callan GlidePath Funds and the Callan Small Cap Fund.

Kelly joined the Client Report Services department of Callan in 1992 as an analyst, and in 1998 he became Practice Manager of the department. He was responsible for the day-to-day functions, working directly with both the data entry department in auditing data and with the programming department in creating analytical tools. Adept with performance measurement systems developed by Callan and with industry standards, Kelly has assisted clients and

managers in the interpretation of Callan's performance analysis methodology. From 2000 to 2006, he was Manager of Callan's Global Manager Research group.

Kelly graduated from the University of the Pacific with a BS in Business Administration and earned the right to use the Chartered Financial Analyst designation and the CAIA designation.



Paul Corens, MBA

Senior Portfolio Manager
for Real Assets

Arizona Public Safety
Personnel Retirement
System

Paul Corens started working at Arizona Public Safety Personnel

Retirement System (PSPRS) in December 2005. Since then, he has been promoted to Senior Portfolio Manager for Real Estate and, most recently, Senior Portfolio Manager for Real Assets. He has also managed investments in distressed credit, private equity, and venture capital.

Paul was originally hired to diversify a Southwest U.S. centric, direct real estate portfolio. As such, he directed new investment toward opportunistic real estate fund managers and separate accounts throughout North America, Europe, and Asia. He was able to double the size of the real estate portfolio, while diversifying real estate exposure with an enhanced risk-adjusted return profile.

In 2011, Paul was promoted to build a de novo real assets portfolio for the pension system; which, when completed, should include over \$850 million in commitments to real asset-related investments. The real assets portfolio currently includes commitments to special situations, core capital assets, energy, infrastructure, natural resources, and commodities. He generally believes that alpha can be more easily enhanced in private markets or opaque markets, and that a deep understanding of real assets and real estate at the asset level leads to better returns and increased risk mitigation capabilities.

He is involved with the system's governance and policy construction, hiring and management of consultants and vendors, implementation of investment related software platforms, and long-term strategic planning initiatives.

In 2013, Paul was accepted as a Fellow of the Royal Institution of Chartered Surveyors, a global real estate and real assets association, and was named one of the Top 20 Engineering Professionals Under 40 by Engineering News Record. In 2012, Paul was named a Flinn-Brown Fellow.

Paul has been teaching at the university level since 2003 and teaches courses in finance, accounting, business law, and project management. He was recently voted a Distinguished Faculty Member and appointed to the Institutional Limited Partner Association's Education Committee.

* Indicates 2013 AIMSE Annual Conference Committee

Paul is a member of The Pacific Council on International Policy and the Urban Land Institute, and is serving on the Board of the Arizona Hemophilia Association and the Phoenix Police Citizens Academy Alumni Association.



Kerry S. Dempsey

Director of Consultant Relations

Select Equity

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.



Deborah Drachman*

Vice President

Standard Life Investments

Deborah Drachman is Vice President and Heads Consultant Relations in the U.S. for Standard Life Investments. She is responsible for developing and maintaining relationships with key institutional

investment consultants. Prior to joining Standard Life Investments, Debbie worked at Citadel, ING Investment Management and SG Cowen Asset Management as a marketing and client service professional. She started her career in investment consulting at SEI and William M. Mercer. She holds a B.A. in political science from Syracuse University and is FINRA Series 7 and 63 licensed.



Scott A. Draper*

Managing Director Institutional Sales

Nuveen Investments

Scott Draper directs our institutional sales effort for Nuveen Investments to large institutional investors in the US. Scott has

held various senior leadership roles at Nuveen, including: developing the Institutional Services Platform, leading our Global Consultant Relations Group and our Institutional Distribution effort directed to pension plans, non-profit institutions, sub-advisors and institutional consultants globally. Prior to joining Nuveen Investments in 2003, Scott was a senior client advisor at JPMorgan Asset Management where he marketed global investment strategies to large

plan sponsors in the western United States. He previously filled similar senior marketing roles, all serving the needs of the institutional market, with Mellon Financial Corporation and Bank of America. Scott earned his bachelor's degree in business economics and psychology from the University of California at Santa Barbara, holds a series 7, 63 and 24. Serves on the Affiliate and Program Committee for SACRS.



Hon. Doug Ducey

Arizona State Treasurer

Doug Ducey was elected as Arizona's 32nd State Treasurer and began his first term on January 3, 2011. As Arizona's Chief Banker and Investment Officer Treasurer Ducey oversees more than \$12 billion in state assets. Doug was

born and raised in Toledo, Ohio, but Arizona is Doug's home. It's where he met his college sweetheart — now wife of 22 years — Angela, and where he has raised his three sons Jack (16), Joe (14), and Sam (9). Doug came to Arizona in 1982 to attend Arizona State University where he graduated with his Bachelor of Science in Finance in 1986. He worked his way through college at Hensley & Co., the local Anheuser-Busch distributorship. Upon graduation, he joined Procter & Gamble and began a career in sales and marketing. There he was trained in management, preparing him for his role as partner and CEO of Cold Stone Creamery. When he and his business partner sold the company in 2007, Cold Stone had grown to more than 1,400 locations in all 50 states and 10 countries. Doug is also very active in the community and has been recognized by a number of charitable organizations including being named Father of the Year by the Father's Day Council, was honored with the AFP Spirit of Philanthropy Award, and most recently received the Lifetime Compassion Award from the Make-A-Wish Foundation.



Stephen W. Dunn

Executive Vice President, Director of Institutional Marketing
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 27 years of investment experience. Prior to joining Cohen and Steers in 2005, Mr. Dunn was Director of Marketing at Essex Investment Management Company, LLC. He formerly served on the Board of Directors of the Association of Investment Management Sales Executives. Mr. Dunn received his BA from Brown University and his MBA from Babson College. He is based in New York.



Allan Emkin

**Founder and
Managing Director
Pension Consulting
Alliance, Inc.**

Allan Emkin founded Pension Consulting Alliance, Inc. in 1988, with offices in Los Angeles, New York City, and Portland, Oregon.

Long a member of the consulting community, Mr. Emkin has over thirty years of general consulting experience emphasizing public plan administration and investment policy, as well as international, global, and real estate investments.

Mr. Emkin was a Vice President at Wilshire Associates before forming PCA in 1988. Prior to his work in the consulting field, Mr. Emkin worked in the California Governor's office in the Pension Investment Unit. Before joining the Brown administration, he was a registered lobbyist for ten years specializing in affordable housing and other matters affecting low-income families.

Mr. Emkin is a frequent speaker at various conferences and educational seminars and has long standing relationships with Liberty Hill Foundation in Santa Monica, California as well as The Labor and Worklife Program at Harvard University.



Bob Fanelli, CFA

**Assistant Vice President,
Head of Manager Research
John Hancock Investments**

Bob Fanelli is Assistant Vice President, Head of Manager Research, for John Hancock Investments. The Investments

group conducts subadvisor oversight across the John Hancock and Manulife investment platforms in the U.S. and Asia. This includes the selection, monitoring, and ongoing review of over 300 strategies managed by 60 of the world's premier asset managers who manage over \$185 billion for John Hancock and Manulife.

Prior to joining John Hancock, Bob was a senior investment manager at EMC Corporation where he directed a \$7 billion corporate cash portfolio and a \$350 million defined benefit plan.

Bob is a CFA charterholder. In addition, he earned a BA in Economics from Boston College and an MBA from Boston University.



Scott E. Gaul, FSA

**Senior Vice President
Pension Risk Transfer**

Scott Gaul is a senior vice president and head of Distribution for Prudential's Pension Risk Transfer Business. He joined Prudential in 2004 and has held a variety of leadership positions. Most recently,

Scott was a member of the Strategic Leadership Team and led the Pricing and Financial Planning efforts for the Retirement business.

Prior to joining Prudential, Scott worked at CIGNA and held various positions in their Healthcare, COLI, and Retirement business units.

Scott holds a BS in actuarial science from Pennsylvania State University. He is a fellow of the Society of Actuaries and a member of the American Academy of Actuaries.



John Gee-Grant

**Managing Director,
Head of Global Consultant
Relations,
Institutional Client Business
BlackRock**

John Gee-Grant, Managing Director, is head of BlackRock's

Global Consultant Relations Group. He has responsibility for overseeing the team that develops and maintains relationships with consultants across the US, EMEA and Asia and is a member of BlackRock's North America and EMEA Institutional Executive Teams.

Mr. Gee-Grant's service with the firm dates back to 1987, including his years with Merrill Lynch Investment Managers (MLIM), which merged with BlackRock in 2006. He began his career in 1987 at Mercury Asset Management (which later became part of MLIM). Over the past 25 years Mr Gee-Grant has held various roles including having responsibilities for institutional clients, marketing and business management.

Mr. Gee-Grant is an associate member of the UK Society of Investment Professionals, a member of the Securities & Investment Institute and Chaired the AIMSE International Advisory Council from 2006 to 2010. He earned a BSc degree in management sciences from Lancaster University in 1987.

* Indicates 2013 AIMSE Annual Conference Committee



Richard E. Graf

Dick Graf has been involved in the investment management industry since 1981. In 2009 he retired as CEO of Marco Consulting Group where he was responsible for the overall management of the consulting practice. Prior to that he was a Partner, Director with (West LB Asset Management) Criterion

Investment Management Company, (Nicholas/Applegate) and Senior Consultant with SEI Funds Evaluation Group (AG Becker) as manager of the Southern region with responsibility for all consulting activities and personnel in the region. Dick served on the Board of Directors of AIMSE from 1993 to 2002, and was its President from 2000 to 2001. In 2005 Dick received AIMSE's Lothrop Award for Outstanding Achievements in the Institutional Asset Management business. A graduate of the United States Military Academy at West Point, from 2007 to 2010 Dick served as the Vice Chairman of the Board of Directors of the West Point Association of Graduates, WPAOG. He also served 6 years as the chairman of the WPAOG investment committee. Dick earned an MBA in Finance from the University of St. Thomas and currently sits on the President's Advisory Board and Investment Committee at the University of St. Thomas.



Pete Keliotis, CFA

Managing Director

Strategic Investment Solutions, Inc.

Peter A. Keliotis, CFA, Managing Director, joined SIS in March 2001. He is responsible for all aspects of client service and client

development, investment strategy, and global manager research. Prior to joining SIS, Pete was a Senior Consultant and Principal in the Chicago office of Mercer Investment Consulting, Inc. He has over 20 years of investment experience, and has assisted public, corporate, foundation/endowment, and Taft-Hartley funds in the development of investment policy guidelines, asset allocation, investment manager selection, and performance measurement. At Mercer, he served as lead consultant to several large plan sponsors and was a member of its Global Research and Policy Committee. Pete earned a B.A. in Economics from the University of Illinois at Urbana-Champaign and an M.B.A. in Analytic Finance and Accounting from the University of Chicago. Pete is a CFA charterholder and a member of the CFA Institute. He was named by Money Management Letter as Public Fund Consultant of the Year for 2006.



Rebecca King, CFA

Director, Alpha Investment Research

Segal Rogerscasey

Ms. King is a Director, Alpha Investment Research, and a Research Analyst in Segal Rogerscasey's New York office and

has over 10 years of investment experience. She is a member of the Alpha Investment Research group and focuses on evaluating and monitoring global fixed income strategies. Prior to joining Segal Rogerscasey, Ms. King was an Assistant Vice President and Quantitative Analyst at AXIS Capital. Prior to that, she worked at The Capital Group as an Analyst specializing in quantitative risk analysis on fixed income portfolios. Ms. King received a BS in Mathematics — Applied Science, with a specialization in Computing, from the University of California, Los Angeles. She holds the Chartered Financial Analyst (CFA) designation and is a member of the New York Society of Security Analysts.



Ronald L. Klotter, CFA

Director of Midwest Consulting Operations, Senior Consultant

R.V. Kuhns & Associates, Inc.

Ron Klotter is a Senior Consultant and Director of Midwest Consulting with R.V. Kuhns & Associates, Inc.

and is located in our Chicago office. Ron has 27 years of experience working in the investment consulting and investment management industries. Prior to joining RVK, Ron most recently was Principal and Practice Leader for Endowments and Foundations at Hewitt EnnisKnupp. Ron also has held senior investment management positions with Wellington Management Company, Brinson Partners/UBS, and INVESCO. In addition to his consulting responsibilities, Ron has responsibility for coordinating and overseeing our Midwest consulting activities.

Ron has extensive experience working with a wide range of clients, including endowments and foundations, corporations, and public entities. Ron has conducted extensive research on several key topics in the investment consulting industry, including endowment spending policy, investment structure, total active risk analysis, and policy development. Ron is a frequent speaker at major industry conferences.



John R. Krimmel, CPA, CFA

**Partner
NEPC LLC**

John's investment career began in 1990, and he joined NEPC in 2010. At NEPC, John assists clients with the development of investment

policies and objectives, the evaluation and selection of investment managers, and the measurement and analysis of investment performance. He is also a member of the Emerging Managers Advisory Committee. Prior to NEPC, John was a Senior Consultant and Senior Vice President at Callan Associates, with broad responsibility in all facets of client management including public, corporate and endowment and foundation clientele. While at Callan, John was a member of its Manager Research Committee and Alternatives Review Committee. Prior to Callan, John was the Chief Investment Officer at the Kentucky Retirement System and at the State Universities Retirement System of Illinois. Early in his career he worked in Public Accounting at Deloitte and Touche, LLP. He served in the U.S. Coast Guard and was awarded a Commander of the Coast Guard's Letter of Commendation. John has an M.S. in Accountancy from the University of Illinois and a B.S. in Accounting from Millikin University. John is a Certified Public Accountant and holds the Chartered Financial Analyst designation. John is currently pursuing the Chartered Alternative Investment Analyst (CAIA) designation.

portfolio investing in infrastructure, and ERNY Financial, developing products to invest in earnings rather than equity share price. He is a CFA Charterholder, adjunct professor for alternative investments at the University of San Francisco Business School, holds MBA degrees from Columbia Business School and the University of California Haas School of Business, and studied political science at Rutgers University.



John Manion FIA, CFA

**Principal
SECOR Asset
Management, LP**

John leads SECOR's London office and has extensive experience in global insurance and pension issues. Prior to joining SECOR his

own Firm worked with financial institutions on private capital sourcing. Until 2010 he was a Principal for 15 years at Towers Perrin (now Towers Watson) where he was responsible for advising multinationals in respect to managing their pension risks globally. He co-led Towers Perrin's global consulting group in London and has worked with clients headquartered in over 25 countries on a full range of transactions, pension governance, asset and liability issues. He has 25 years of experience consulting to large and complex organizations who are industry leaders. John is a Fellow of the Institute of Actuaries (both UK and Australia) and has an Economics degree from Macquarie University. He also holds a Chartered Financial Analyst (CFA) designation.



Damon G. Krytzer, CFA

**Managing Director, Waverly
Advisors**

**Trustee, San Jose Police and
Fire Retirement Plan**

Damon Krytzer has been involved in the global capital markets for 18 years, with experience in asset

management and trade execution. He is the head of portfolio strategy at Waverly Advisors, a tactical research and advisory firm focused on the full spectrum of liquid asset classes including equities, commodities, currencies, and fixed income. Prior to Waverly, Damon ran a global tactical asset allocation portfolio, founded a trading desk to manage portfolio risk exposures, and managed a pool of emerging markets rates and currencies. Damon's professional experience includes roles with Oppenheimer & Company, UBS Financial Services and Prudential Securities.

Damon is active in advising board trustees on alternative investments portfolio construction. In addition to his role at Waverly Advisors, Damon serves on the boards for The City of San Jose Police and Fire Retirement Plan, R2 Alpha Fund Management, a private equity



Craig Mauri, CFA, CAIA*

**Senior Vice President,
Co-Head of Global
Institutional Services
Calamos Advisors LLC**

Craig is the Co-Head of Global Institutional Services at Calamos Advisors. In this position, Craig

oversees the firm's global business development efforts across institutional market segments, including DB, DCIO, E&F, Consultant, OCIO, Sub-Advisory and Platforms. Craig joined Calamos in 2005.

Prior to Calamos, Craig was a Vice President, Director of Consultant Relations at Columbia Management, responsible for new business development and relationship management within the consultant channel. Prior to Columbia, Craig spent over 9 years at Fidelity Investments as a Consultant Relationship Manager.

* Indicates 2013 AIMSE Annual Conference Committee

Craig has earned the privilege of holding the Chartered Financial Analyst (CFA) and Chartered Alternative Investment Analyst (CAIA) designations, and is a member of the CFA Institute and the CFA Society of Chicago. Craig is a registered representative, holding the FINRA Series 6, 7 and 63 licenses. Craig is also a member of the Association of Investment Management Sales Executives (AIMSE)



Tim McAvoy

**Director of Sales
DePrince, Race & Zollo, Inc.**

Mr. McAvoy joined DePrince, Race & Zollo, Inc. in January 2013 and is the Director of Sales for all investment disciplines. Prior to joining DePrince, Race & Zollo, Inc., Mr. McAvoy was the Director

of Client Service and Marketing at Marvin & Palmer Associates, Inc. for 13 years. Prior to that, he served as the Business Director of Managed Healthcare Sales at SmithKline Beecham. Mr. McAvoy is a past Board Member and President of the Association of Investment Management Sales Executives. He holds both a Series 7 and Series 63 license from the National Association of Security Dealers. Mr. McAvoy received his Bachelors of Arts in Business Management from The Pennsylvania State University. In his spare time he enjoys playing tennis and platform tennis.



Obie L. 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 one of the largest publicly traded investment management firms in the United States.

During his career he has held positions as Managing Director at Merrill Lynch Investment

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

Mr. McKenzie has served as President of the Association of Investment Management Sales Executives (AIMSE); founding board member of the TOIGO Foundation and Associate Advisor to the Texas Association of Public Employees Retirement Systems (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 February, 2001.

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

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



Justin Meise

**Partner
River Communications, Inc.**

A seasoned and versatile public relations consultant, Justin has provided strategic communications counsel to a diverse range of 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 has established an impressive track record for designing and managing successful programs to promote products, services and brands for many B2C and B2B companies.

These assignments have included some tough challenges, such as transforming the battered reverse mortgage industry's image with consumers as well as counseling multiple hedge fund clients on how to defend their brands from a range of issues including: investor redemptions, litigation, and corporate scandals.

His current client responsibilities include counseling Citibank's mortgage business on PR and strategic communications around issues that directly impact consumers and the overall mortgage industry. Justin's firm also currently serves State Street Global Advisors, Legg Mason, Ernst & Young and numerous small to mid-size asset managers and service providers to the financial services industry.

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.



Hon. Stephanie D. Neely

Chicago City Treasurer

Chicago Treasurer Stephanie Neely is a native Chicagoan with deep ties to the City and a strong commitment to its civic and financial well-being.

She grew up on the South Side and comes from a family of entrepreneurs.

She learned early the value of hard work and fiscal responsibility.

Ms. Neely graduated from Smith College with an economics degree and earned her MBA from the University of Chicago.

She spent more than 20 years in the private sector as an investment banker, most recently serving as a VP with Northern Trust Global Investments.

She was re-elected to a second term as City Treasurer in 2011, where she oversees a portfolio of \$8 billion dollars. She also serves on the City's 5 Pension Boards.

Ms. Neely has re-invented the Treasurer's Office by streamlining its operations. She has also created a series of innovative programs, including the Small Business Loan Program and Financial Education for Chicago Public School Students.



Stephen L. Nesbitt

Chief Executive Officer Cliffwater LLC

Steve is Chief Executive Officer of Cliffwater LLC, an investment consulting firm specializing in alternative investments, including hedge funds, private equity, and real assets. Cliffwater clients include

endowments, foundations, and pension plans with over \$30 billion in alternative assets. Cliffwater has offices in Los Angeles and New York City. In addition to his CEO responsibilities, Steve is the firm's Chief Investment Officer and heads up the firm's investment research.

Prior to forming Cliffwater in 2004, Steve was a Senior Managing Director at Wilshire Associates where he founded and managed their consulting, hedge fund and private equity groups from 1990 to 2004. He began his career at Wells Fargo Investment Advisors as a portfolio manager within the index fund group. Steve is a frequent industry speaker and his published articles have appeared in The Financial Analysts Journal, The Journal of Portfolio Management, The Journal of Applied Corporate Finance, and other periodicals on topics such as performance fees, currency hedging, private equity, asset-liability management, and corporate governance.

Steve has an MBA from The Wharton School at The University of Pennsylvania, Los Angeles.



Dean J. Patenaude, CFA

Managing Director and Head of Global Distribution Artisan Partners

Dean J. Patenaude, CFA is a Managing Director of Artisan Partners and Head of Global Distribution. Prior to joining the

firm in March 2009, Mr. Patenaude was a Senior Vice President and Head of Global Distribution for Affiliated Managers Group, Inc. (AMG), where he liaised between AMG and the institutional investment consultant and global distribution channels, and assisted with product development and marketing and client service initiatives. Before joining AMG, Mr. Patenaude was Vice President and Director of Global Consultant Marketing at Wellington Management Company. He began his career in investment management at Brinson Partners, Inc. as a partner in business development.

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



Larry Pokora

Director of Institutional Sales Baron Capital

Larry has over 25 years of Institutional Sales and Marketing experience. Larry joined Baron Capital in 2012 and is a director of institutional sales. From 2006 to 2011, Larry was the senior vice

president of investor relations at Paulson & Company. From 2004 to 2006, he worked at Chartwell Investment Partners as a senior vice president responsible for U.S. institutional and sub-advised sales and marketing. From 1998 to 2003, Larry was a managing director at Brandywine Asset Management responsible for Global Sales and Marketing at the firm. Larry also worked as a managing director at SEI Investments from 1991 to 1998. From 1983 to 1991, Larry worked at Mellon Financial Services as senior vice president.

Larry has been an active member of AIMSE for his entire career and served as an AIMSE Board Member and its President in 2008-2009.

* Indicates 2013 AIMSE Annual Conference Committee



Chris Rae

Director

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

At SAC, Chris is a senior client relations professional focusing on all investor types across the Americas. 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).



Cheryl A. Ramsey

Senior Research Analyst
Fund Evaluation Group LLC

Cheryl A. Ramsey has seven years of investment experience and joined Fund Evaluation Group in 2012. As a senior research analyst, Cheryl is a member of FEG's Research Team, Investment Policy

Committee and Global Equity Sector Team. Her primary research focus is domestic growth equities.

Prior to joining FEG, Cheryl worked as a Consultant with DCAdvisors, Inc. in Minneapolis, MN where she performed investment research and co-managed client relationships in the ERISA consulting practice. Previously, Cheryl worked as an equity research analyst and coordinated client service activities for Oyster Capital Management LLC, an equity-focused hedge fund in Chicago, IL.

Cheryl received her Bachelor of Science degree in Business, cum laude, from Miami University (Ohio) and her Masters in Business Administration (MBA) in Finance and Investments from the University of Notre Dame. Cheryl also completed the highly-regarded Applied Investment Management Program at the University of Notre Dame.



John Rogers, CFA

President and Chief
Executive Officer

CFA Institute

John Rogers joined CFA Institute in January 2009 after more than two decades of global experience as an investment practitioner and executive in the Asia-Pacific region and the United States.

Mr. Rogers worked with Citibank and CIGNA in Japan and Australia prior to joining INVESCO. He served as president and chief investment officer of Invesco Asset Management Ltd., Japan, CEO and Co-Chief Investment Officer of Invesco Global Asset Management, N.A., and as CEO of Invesco's worldwide institutional division, with over \$200 billion in assets under management and 2,500 employees. After leaving Invesco in 2007, he founded Jade River Capital Management.

Mr. Rogers is a director of numerous boards, endowments, and advisory committees in both the not-for-profit and in the corporate sectors. He earned a BA in history from Yale University and an MA in East Asian studies from Stanford University. Mr. Rogers earned his CFA charter in 1993.



Vanessa Rosenthal*

Senior Vice President,
Quantitative Investment
Group

Neuberger Berman

Vanessa Rosenthal, Senior Vice President, joined the firm in 2004 and is a Portfolio Specialist with the Quantitative Investment Group (QIG). Prior to joining QIG in 2008, she was a part of Lehman Brothers Absolute Return Strategies group, focusing on hedge funds, commodities, and fund of funds. Prior to joining the firm, Vanessa was an analyst and associate director of research with commodities research company CPM Group. She graduated from Swarthmore College with a BA in Mathematics and BA in Economics, and subsequently received an MBA from the Columbia University Graduate School of Business.



Christine M. Røstvold

President

Charnley & Røstvold, Inc.

Christine co-founded Charnley & Røstvold, Inc., a consulting firm that assists investment management organizations and pension consultants with strategic marketing and client retention

strategies. Programs include: organizational analysis; competitive positioning; key messages; presentation development and coaching; and client surveys. Prior to forming Charnley & Røstvold, Christine was with Collins Associates, a consulting firm that specialized in investment manager search programs and research on alternative investment services.



Christine R. Sasse, CFA*

**Director, Consultant
Relations and Institutional
Sales and Partner**

**Philadelphia International
Advisors, LP**

Christine Sasse, Director of Consultant Relations and

Institutional Sales, has sixteen years of investment industry experience. She is responsible for directing and managing PIA's investment consultants and institutional sales efforts nationwide as well as assisting in client service. She also oversees product development. Christine joined PIA in 2005. Prior to joining PIA, Christine was a Director with RogersCasey. During her seven year tenure, she worked as a consultant directly responsible for client programs. She was also a member of the traditional manager research group, dedicated to evaluating and ranking investment managers. Christine began her investment career in 1997 as a Fixed Income Financial Analyst with Municipal Asset Management in New York.



Kelli Schrade, CAIA

**Managing Partner and
Director of Manager
Research**

**Marquette
Associates, Inc.**

Kelli Schrade is the director of manager research for Marquette

Associates, with primary oversight of the domestic equity managers. An owner of the firm, Kelli has been with the company since 2006. She serves as the chair of both the traditional and alternative investment manager 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.

Kelli holds a B.A. in English from Kenyon College. She also holds the Chartered Alternative Investment Analyst designation and is a member of the CAIA Association®. In addition, Kelli is a member of the CFA Institute, the CFA Society of Chicago, NASP (National Association of Securities Professionals), and the Executives' Club of Chicago. She also serves as a board member for Women Investment Professionals – Chicago.



Jeffery J. Schutes

**Global Leader of Manager
Research, Market Leader
Latin America**

Mercer Investments

Jeffery J. Schutes is the Global Leader of the Manager Research Business and also leads Mercer's

Latin America Investments business. He was voted and recognized as one of the top five most influential global consultants by the aiCIO in 2012. In his role, Jeff will provide strategic direction to the manager research boutiques and Latin America, ensuring Mercer maintains both a business and intellectual capital leading position. He will also provide strategic direction to Mercer's growth markets in Asia, Middle East and Africa. Jeff maintains a few larger, complex clients advising them on investment policy and strategy, with a specialization in Defined Benefit risk and corporate finance, the selection of investment managers and the monitoring and evaluation of manager performance.

Jeff previously led the US Investment Consulting Business overseeing all functions of the business and was responsible for Mercer's acquisition of Evaluation Associates and Hammond Associates in 2011. The acquisition of Hammond Associates establishes Mercer Investments as a leader for endowments, foundations and the private wealth and health care markets. In addition, Evaluation Associates' role in the wealth management market segment complements the capabilities brought to Mercer by Hammond Associates. The combination of these two firms enhances Mercer's investment capabilities and research expertise.

Before joining Mercer in 1995, Jeff was Chief Operating Officer of CMS Financial Services, Inc. in Rockville, Maryland. He was instrumental in the startup of CMS, which specializes in investment consulting for institutional and individual clients. His responsibilities included development and interpretation of asset allocation models, manager selection, performance measurement, custodian searches, and NASD and SEC compliance.

* Indicates 2013 AIMSE Annual Conference Committee

Prior to CMS Financial Services, Inc., Jeff was Vice President and General Manager of CDA Investment Technologies, Inc. in Rockville, Maryland. His clients included public funds, endowments and foundations, Taft-Hartley plans, and bank trust departments. In addition to his client responsibilities, he participated in the development of proprietary asset allocation and manager search software and related databases.

He received his Bachelor of Science degree in Management and Finance from Purdue University, Kranert School of Management, as well as executive leadership courses from Columbia University. He also attended Daniel Webster College where he received an Associate of Science degree in Aviation Management.



Jeff Shovlin

Director, Global Benefits

Discover Financial Services

Jeff Shovlin is Director of Employee Benefits for Discover Financial Services in Riverwoods, Illinois. He is responsible for the design, delivery, and oversight of health, welfare, and retirement benefits

for Discover's 12,000 employees. Prior to Discover, Jeff held similar Benefit leadership positions at Aon Hewitt, Harrah's Entertainment and the Federal Reserve. He has either served on or supported investment committees for both qualified and non-qualified retirement plans as well as deferred compensation arrangements ranging from \$350 million to \$1.5 billion in assets. Jeff graduated with an MBA in Finance from the University of Scranton and has an undergraduate degree in Commerce & Finance from Wilkes University. At Discover, Jeff is responsible for a 401(k) defined contribution plan with \$700 million in assets and a frozen defined benefit pension plan with \$370 million in assets.



James S. Skesavage, Jr.

Director of Marketing,
Principal

Atlanta Capital Management
Co., LLC

Jim Skesavage is Director of Marketing, Principal and a member of the management team at

Atlanta Capital Management Co., LLC. His additional responsibilities are as co-head of client service. With over thirty years of professional experience, Mr. Skesavage has served in a variety of marketing and client service roles. Atlanta Capital manages over \$15.5 billion for 220 clients, with a primary focus on institutional, tax-exempt pension plans.

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

He acts as Chairman of the American Society for Competitiveness. Additionally, he serves on the John Early Society Advisory Committee at Loyola University Maryland. He was past President of the Board of Directors for the Association of Investment Marketing Sales Executives (AIMSE). Jim has served on the Boards of Zoo Atlanta, the Florida Public Pension Trustees Association (FPPTA) and the Alumni Association for the Stetson School of Business and Economics at Mercer University. He has also participated on the Program Committee for the Southern Employee Benefits Conference.

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

Jim has been married for 26 years and has two children attending college.



Hon. Walker R. Stapleton

Colorado State Treasurer

State Treasurer Walker Stapleton's roots run deep in Colorado, as his family has been actively involved in Colorado since the early 1900's. As Colorado's Treasurer, Walker continues this proud family tradition of community leadership.

Prior to being sworn in as Colorado's 43rd State Treasurer on January 11, 2011, Treasurer Stapleton served as CEO and CFO of various private and publicly traded companies. His extensive private sector background in finance uniquely prepared him for the job of State Treasurer.

The duties of the Colorado State Treasurer's office include investing Colorado's tax dollars, overseeing the Unclaimed Property Division, and serving on the board of our Public Employee Retirement Association (PERA).

Walker envisions a more fiscally responsible and effective state government. His priorities as Colorado's Treasurer are to safely and prudently invest Colorado's tax dollars, reform Colorado's PERA, and bring a higher level of accountability and transparency to government.

Walker, his wife Jenna, son Craig and daughter Colette, live in Arapahoe County. Jenna has a master's degree in social work from the University of Denver and works as the Executive Director of a small foundation and is

pursuing her license in Clinical Social Work. She serves on the Board of My School Preschool and is involved in various charities such as the Children's Museum of Denver, The Denver Botanic Gardens and YouthBiz.

Treasurer Stapleton's community service includes serving on the Leadership Council of J.K. Mullen High School, and he and his wife are directors of Denver's chapter of Social Venture Partners.

Walker graduated from Williams College in Massachusetts, and he holds a graduate degree in business economics from the London School of Economics and an MBA from Harvard Business School.



Don C. Stracke, CFA, CAIA

**Senior Consultant
NEPC, LLC**

Don began his investment career in 1985, and he joined NEPC in 2009. Working out of our Redwood City, CA office, his consulting

responsibilities include exclusively Public Pension Funds. Don is a member of the Large Cap Equity Advisory Group and the Alternative Assets Committee.

Prior to joining NEPC, Don was the Director of Marketing/Client Service at Shenkman Capital Management and Attalus Capital. At both firms, he was responsible for the overall management and execution of sales, marketing, and client service and was a member of the executive committee. Prior to Attalus, Don spent seven years as the Director of Corporate Client Services for Dresdner RCM Global Investors. Don's previous work experience includes eight years at Bankers Trust, where he was an investment consultant working with some of the most sophisticated plan sponsors in the country in the areas of risk measurement and analysis, asset allocation, and manager search.

Don received his bachelor's degree from Farleigh Dickinson University and his M.B.A. from Rutgers University. In addition, he holds the Chartered Financial Analyst and the Chartered Alternative Investment Analyst designation.



Conor Sullivan

**Vice President, Consultant
Relations
ING US Investment
Management**

Conor Sullivan is Vice President, Senior Consultant Relations Manager responsible for

managing investment consultant relationships for ING U.S. Investment Management primarily in the central part of the U.S. He joined the firm from UBS Global Asset Management where he served as a Director in Consultant Relations, with a focus on institutional defined contribution solutions. Prior to joining UBS, he held a variety of roles at Putnam Investments, leaving as Senior Vice President, Consultant Relations. Before entering the industry, Conor worked as a legislative aide to the Alaska State Legislature. Conor has a B.A. in Economics from Boston College, and holds Series 6, 7, and 63 licenses with FINRA. Total Years of Experience: 13



Chris Tauber

**Partner
Mercer IC**

Chris Tauber is a partner in the Seattle office of Mercer IC. Chris has over 21 years of investment consulting experience. Current responsibilities include serving

various types of private and public fund sponsors in Mercer's West Unit.

His previous experience included working at Jeffrey Slocum & Associates in Minneapolis, Minnesota and R.V. Kuhns & Associates in Portland, Oregon, in which he assisted endowment/foundations, public funds, healthcare systems, defined benefit/contribution, Taft-Hartley, and insurance clients.

Core responsibilities throughout his career have included strategic planning, development of investment objectives and policies, asset allocation/asset liability/spending modeling, investment management selection and research, asset class structure reviews, transition management and investment performance evaluation.

Chris received a Bachelor of Arts in political science with a minor in political economy concentration from Carleton College.

* Indicates 2013 AIMSE Annual Conference Committee



Charles Van Vleet

Assistant Treasurer, CIO
Textron Inc.

Charles Van Vleet is Assistant Treasurer and Chief Investment Officer of Textron Inc. Providence RI, (TXT*) overseeing its \$8 billion defined benefit and 401(k) plan assets. Prior to Textron, Mr.

Van Vleet was Director Pension Investments at United Technologies Corporation (UTC) in Hartford CT. Before UTC, Mr. Van Vleet spent several years in the investment management business in NY, London and Tokyo with Credit Suisse, Putnam and Alliance Capital.

On behalf of Textron, Mr. Van Vleet has advisory board positions on several governance, risk management and asset/liability oversight committees. He holds bachelor's degrees in Economics and Political Science from UC Berkeley and an MBA, Finance from The University of CT.



Holly Hollub-Verdeyen*

Director, Defined
Contribution Investments
Russell Investments

Effective in May 2013, Holly will join Russell Investments as Director, Defined Contribution Investments, primarily working with Russell's institutional consulting, sales,

and client service organizations to promote Russell's defined contribution investment services with a focus on default investments – target date collective trusts, custom target date portfolios and Adaptive Retirement Accounts. Holly will also share Russell's perspective on trends in the defined contribution market while offering advice on best practices in institutional plan design. Prior to joining Russell, Holly held positions at UBS Global Asset Management, as a Defined Contribution Specialist, and at Barclays Global Investors, within the Defined Contribution Group. Holly is a member of the Economic Club of Chicago, and serves on the Boards of Directors for the YWCA of Metropolitan Chicago and the Association of Investment Management Sales Executives (AIMSE). Holly received an MBA from Northwestern University's Kellogg School of Management and has attained the Certified Employee Benefits Specialist designation.



Charlie Waibel, CFA

Managing Director
Sellwood Consulting LLC

Charlie Waibel, CFA, is the Managing Director of Sellwood Consulting LLC and co-founded the firm. He chairs Sellwood's Board of Directors and Investment Committee.

His investment career started in 1997 after serving for over a decade as a staff physician and Chief of Emergency Medicine at Portland's Level I Trauma Center. Prior to co-founding Sellwood Consulting, Charlie was a Senior Consultant, Principal, and part of the executive management group at R.V. Kuhns & Associates. His clients there included some of that firm's largest relationships outside of public retirement systems. He has extensive experience advising corporate and governmental clients, endowments and foundations, as well as select private wealth clients. He has also served as a trustee to a large healthcare system retirement plan as well as several foundations.

Charlie earned his Bachelors degree in Natural Science at Lewis and Clark College and his Medical Degree at Oregon Health Sciences University with post graduate training at UCLA. He has held the Chartered Financial Analyst (CFA) designation since 2000 and is a member of the CFA Institute and the CFA Society of Portland.

Glenn A. Weiner, CFA*

Managing Director
Babson Capital Management LLC

Glenn Weiner is a member of the Global Business Development Group responsible for consultant relations. His responsibilities include the development and management of the firm's relationships with institutional investment consultants. Glenn has more than 13 years of industry experience. Prior to joining Babson Capital in 2009, he served as vice president and consultant relations manager at Capital Guardian Trust Co. Prior to that, Glenn had been a consultant relations manager and product manager with Wellington Management Co., and previously held analyst and research roles with Barra RogersCasey. Glenn holds a B.S. in Business Administration in Finance from Bryant University and earned his CFA in 2003. Glenn is an active member of the Atlanta CFA Society and Southern Employee Benefits Conference (SEBC).



Anne Westreich, CFA

Senior Consultant

Wurts & Associates

Ms. Westreich, Senior Consultant, provides a broad range of investment consulting services to clients to assist them in reaching their long-term investment goals. Prior to joining Wurts & Associates in

2006, Ms. Westreich was a Portfolio Manager/Analyst at Provident Investment Counsel and an Analyst at Hughes Investment Management Company. Her 20 years of institutional investment management experience, analytical skill, and deep knowledge of financial markets help our clients meet the difficult challenges of developing and implementing an effective investment policy.

Ms. Westreich's background within a plan sponsor provides a level of understanding into our clients' needs, while her portfolio management experience provides a unique perspective when analyzing investment managers. In addition to being a shareholder of the firm, she also contributes to our research effort as a member of the Research Advisory Committee.

Ms. Westreich received her Bachelor of Science degree in Finance from California State University Fullerton. She received the Chartered Financial Analyst (CFA) designation in 1995.



Anthony E. Wilkins, CFA*

Managing Director,
Relationship Executive

BNY Mellon Asset Servicing

Tony Wilkins, CFA is the managing director and relationship EXECUTIVE of BNY Mellon Asset Servicing. Prior to joining BNYM,

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 YEARS 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.



Travis J. Winkels, CFA, FSA, EA, FRM

Senior Consultant

Towers Watson

Travis is a senior consultant in Towers Watson's Retirement Risk Management practice. Travis is an expert in retirement risk

solutions, combining risk actuarial and retirement expertise with leading edge risk management capabilities to assess, structure, price and execute a wide range of solutions aimed at aligning retirement program risk with corporate financial objectives.

In his fourteen years of global employee benefit consulting experience, Travis has had the privilege of working with some of the largest and most recognizable companies in the world to mitigate their pension risk exposure through the implementation of alternative pension financing including the use of bulk lump sums, annuity purchases, captive insurance companies, liability driven investments, and other cutting-edge financial products.

- He has also assisted his clients in the areas of:
- Retirement program redesign
- Mergers and acquisitions
- Asset liability management
- Funding policy design

Travis graduated with honors from Missouri Valley College and received a Masters in Business Administration from Washington University in St. Louis. He is a Fellow of the Society of Actuaries, an Enrolled Actuary under ERISA, a Financial Risk Manager with the Global Association of Risk Professionals, and a Chartered Financial Analyst.



Rhoni Wiswall*

Managing Director of
Consultant Relations

Crestline Inc.

Rhoni Wiswall, Managing Director of Consultant Relations, joined Crestline Investors in 2009. Prior to joining the firm, Ms. Wiswall was

with Invesco for 23 years, most recently as Managing Director of Invesco's Western region Sales and Service team. Her focus since 1998 has been on relationship management and new business development through the consultant channel. Prior to joining Consultant Relations, Ms. Wiswall was a Sr. Account Manager with Invesco's Fixed Income division (acquired from Watson Wyatt in 1994). Ms. Wiswall received a B.A. in Business Management from George Fox University. She serves on four charitable boards in Portland, Oregon, is a member of the Oregon Community Foundation Leadership Council, and is a Trustee for the Oregon Public Employees Retirement System.

* Indicates 2013 AIMSE Annual Conference Committee



Peihong Yang

Senior Vice President, Global Investment Department

National Council for Social Security Fund of the People's Republic of China

Peihong Yang joined the Global Investment Department of National Council for Social Security Fund as an investment manager in 2010, mainly working on macro research and multi assets allocations. Before joining NSSF, he worked as a researcher at Moscow School of Management SKOLKOVO and Unirule Institute of Economics. He got a bachelor degree in government from Beijing University of Aeronautics and Astronautics and a postgraduate degree in economics from Hong Kong University of Science and Technology. He is a CFA charter holder.



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Director of Retirement and Sub-Advisory Products
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Christopher Yeomans is Director of Retirement and Sub-Advisory Products at Strategic Insight. Christopher manages Strategic Insight's relationships with asset

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Patti Yurkovich

Director of 401(k) & Savings Programs
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Patti Yurkovich is the Director of 401(k) & Savings Programs at US Airways, Inc. Patti oversees the group responsible for US Airways' domestic and international

retirement plans. US Airways' domestic plans cover 32,000 employees across the United States and hold over \$3.6 billion in assets. Patti has been in the retirement plan industry for over 16 years. She has been with US Airways for 10 years.

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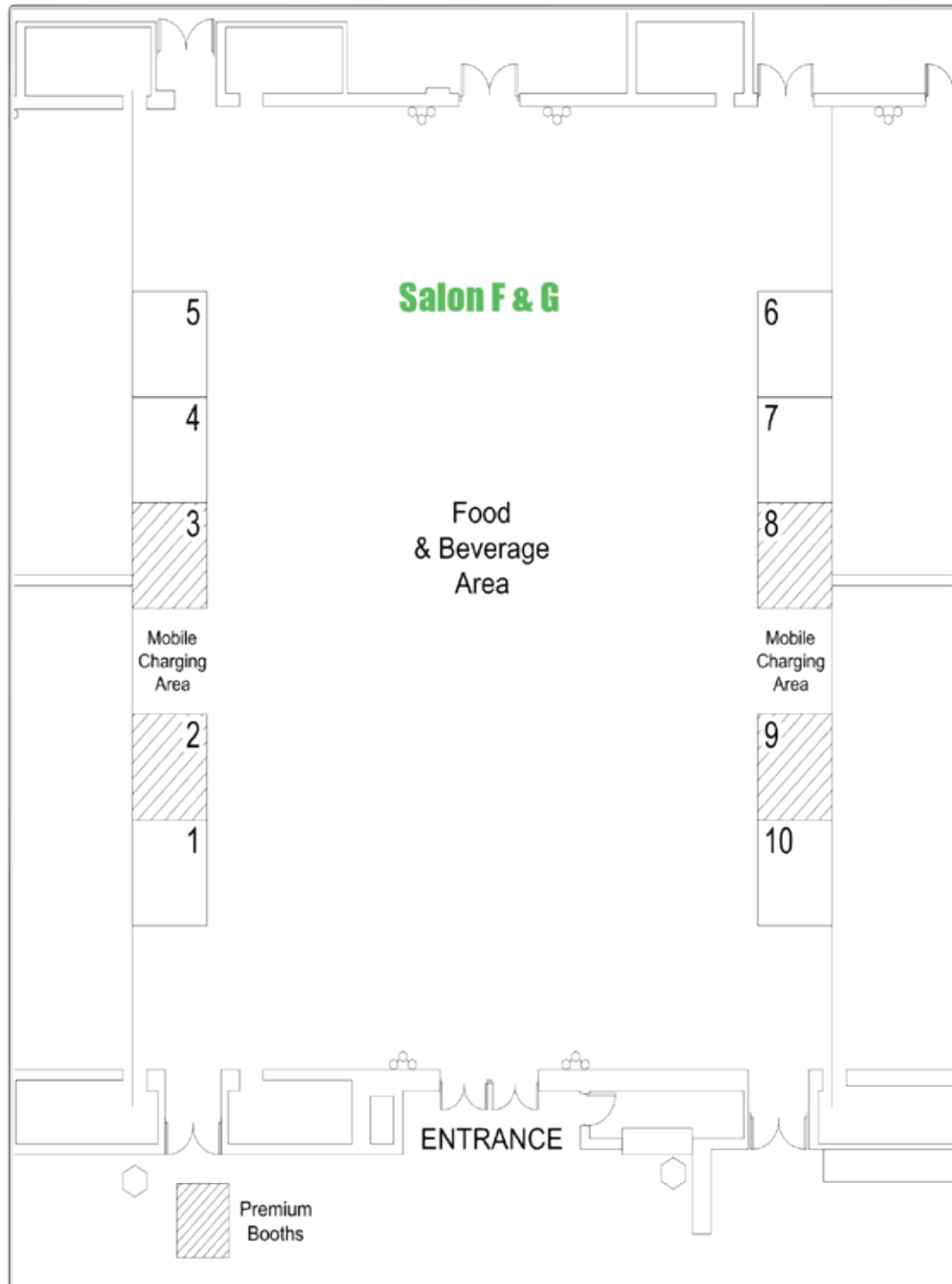
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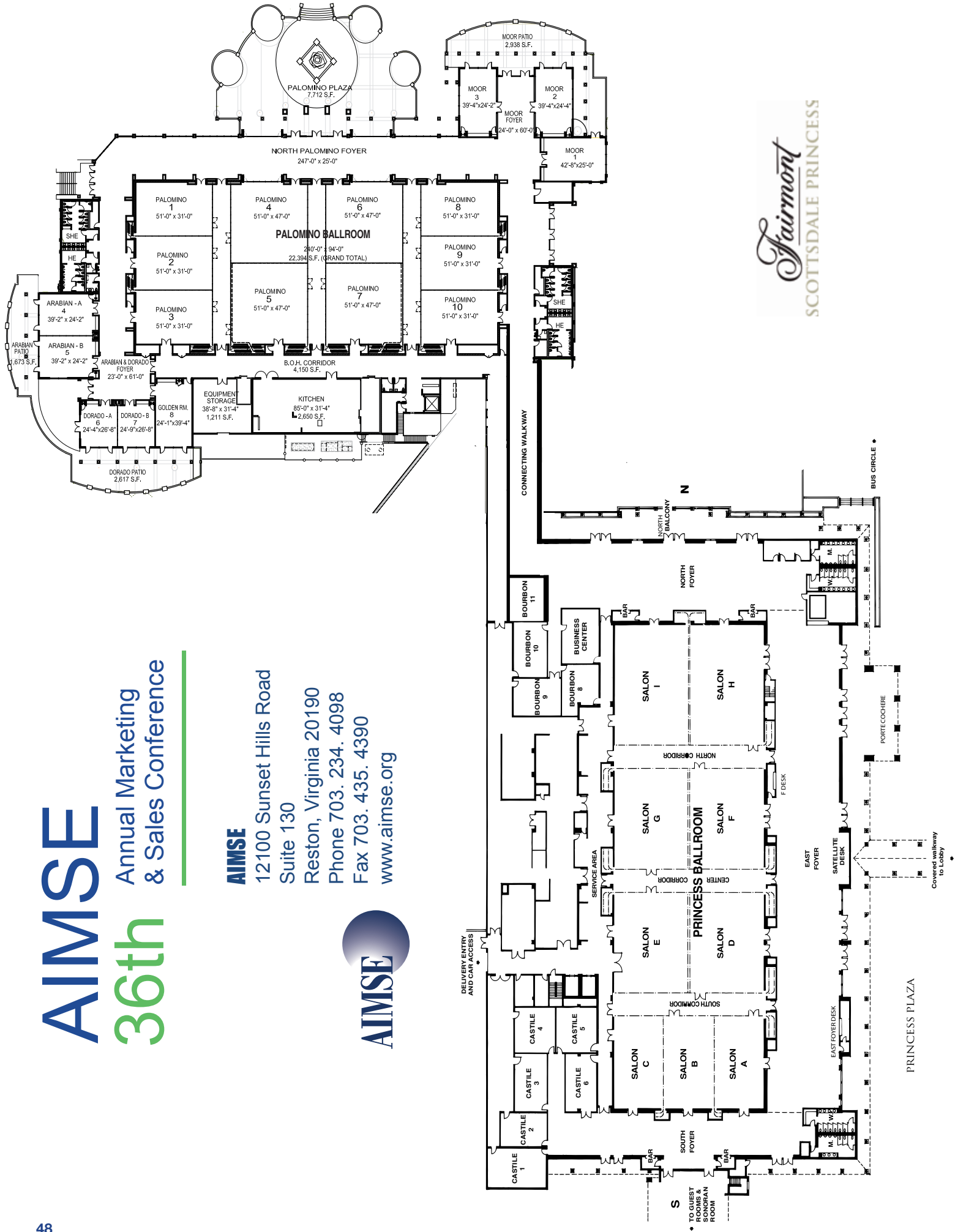
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