

# 37th Annual Marketing & Sales Conference

April 27-29, 2014 | Boca Raton Resort & Club | Boca Raton, Florida

Conference Program



**CHANGE** | **CHALLENGE** | **OPPORTUNITY**



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### Features of the app include:

- The full conference schedule sorted by day and/or speaker
- The ability to rate the sessions directly on the app
- Connect and exchange contact details with other attendees
- Find session and exhibitor locations with maps of exhibit halls and session rooms
- See details about all of the exhibitors and sponsors
- Catch notifications about networking opportunities, contests, and other breaking event news pushed directly to your device



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# 37th Annual Marketing & Sales Conference

April 27-29, 2014 | Boca Raton Resort & Club | Boca Raton, Florida



Change is the law of life and those who look only to the past or present are certain to miss the future.

– John F. Kennedy

## Welcome,

Thank you for attending AIMSE's 37th Annual Marketing & Sales Conference. We are thrilled you have taken time away from your busy schedule to be here with leading asset allocators and peers from the investment management business.

For 2014, we have chosen **Change. Challenge. Opportunity.** as our conference theme. Our program for this year was specifically designed with an eye towards the future of our business and how to best position your firm and its strategies for what's to come.

We have partnered with a variety of vendors who have built successful, forward-thinking businesses to meet the current and future needs of investment salespeople and marketers. Please take the time to hear more about their offerings while at the conference.

We have also assembled an impressive array of influential asset allocators who will share their priorities for this year and beyond.

- We are fortunate to have leadership from two preeminent global consulting firms, Hewitt Ennis Knupp and Towers Watson, who will offer firm updates and outline emerging trends.
- On day two, you will also hear from many other global, national and regional consulting firms in our ever-popular roundtables.

— Our separate Plan Sponsor and CIO panels are always a valuable opportunity to hear directly from leading investors.

— And, our breakout sessions are designed to pique your interest on specific topics relevant to the future of investment management sales and marketing.

Finally, we will have assembled your peers and colleagues for two days of knowledge sharing, networking and growth. Our membership's willingness to openly discuss their opportunities and challenges is what has made AIMSE such a unique and powerful organization for nearly four decades.

We want to say thank you to our planning committee for their tireless efforts in pulling together this year's event. If you are interested in becoming more involved in future AIMSE events, please seek out someone from our planning committee or the AIMSE Board of Directors.

Thank you for your attendance and contributing to this great event.

*Warm regards,*

**P. MacKenzie Hurd, CFA**  
Jennison Associates  
Conference Chair

**Alejandra Argüello**  
Caspian Capital LP  
Conference Co-Chair

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.

**Mr. Christopher Newman, CFA**  
**President**

6/1/07-5/31/14

*Vice President, Institutional Sales*  
T. Rowe Price  
Global Investment Services  
100 E. Pratt Street, 5th Fl  
Baltimore, MD 21202  
Work: (410) 345-2207  
Cell: (410) 627-1495  
Fax: (410) 547-1270  
chris\_newman@troweprice.com

**Mr. Scott J. Kearney**  
**Vice President**

6/1/09-5/31/15

*Senior Managing Director*  
Turner Investments  
1205 Westlakes Dr, Ste 100  
Berwyn, PA 19312  
Work: (484)-329-2321  
Fax: (484) 329-2621  
skearney@turnerinvestments.com

**Mr. P. Mackenzie Hurd, CFA**  
**Treasurer**

6/1/12-5/31/14

*Managing Director, Consultant Relations*  
Jennison Associates  
466 Lexington Avenue  
New York, NY 10017  
Work: (212) 833-0305  
mhurd@jennison.com

**Mr. Christopher J. Krein**  
**Emeritus President**

6/1/07-5/31/14

*Director of Institutional Sales*  
WisdomTree Asset Management  
259 N Radnor Chester Rd, Ste 150  
Wayne, PA 19087  
Work: (917) 267-3712  
Cell: (610) 504-7489  
Fax: (917) 267-3831  
ckrein@wisdomtree.com

**Ms. Alejandra Argüello**

6/1/14-5/31/17

*Marketing & Investor Relations*  
Caspian Capital LP  
767 Fifth Avenue, 45th Fl  
New York, NY 10153  
Work: (212) 826-7567  
Alejandra@caspiantlp.com

**Mr. Matthew J. Crowe**

6/1/11-5/31/14

*Director of Marketing & Investor Relations*  
Proprietary Capital, LLC  
2000 Ponce De Leon Blvd, Suite 615  
Coral Gables, FL 33134  
Work: (303) 951-2513  
mcrowe@prop-cap.com

**Mr. Brian Crowell**

6/1/12-5/31/15

*Vice President*  
AQR Capital Management, LLC  
Two Greenwich Plaza, 3rd Fl  
Greenwich, CT 06830  
Work: (203) 742-3836  
Fax: (203) 742-3336  
brian.crowell@aqr.com

**Ms. Kerry Dempsey**

6/1/09-5/31/15

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

**Ms. Jacqueline E. De Sanctis**

6/1/12-5/31/15

*Senior Vice President*  
Neuberger Berman  
10250 Constellation Blvd, 25th Fl  
Los Angeles, CA 90067  
Work: (310) 595-9102  
jacqueline.desanctis@nb.com

**Ms. Kathleen Powers Dunlap**

6/1/09-5/31/15

*Partner*  
Fiduciary Research & Consulting  
One Market Street  
Spear Tower Suite 4100  
San Francisco, CA 94105  
Work: (415) 671-7419  
Cell: (415) 290-2110  
kdunlap@yahoo.com



**Ms. Stefanie Frese**

6/1/08-5/31/14

*Director*  
Barclays Capital  
745 7th Avenue, 6th Fl  
New York, NY 10019  
Cell: (917) 312-2274  
Stefanie.frese@barclays.com

**Mr. Paul D. Foster, CFA**

6/1/11-5/31/14

*Senior Managing Director*  
Turner Investments  
1205 Westlakes Dr, Ste 100  
Berwyn, PA 19312  
Work: (484) 329-2390  
pfoster@turnerinvestments.com

**Mr. David Gallagher**

6/1/14-5/31/17

*SVP, U.S. Relationship Development*  
Standard Life Investments  
One Beacon Street  
Boston, MA 02108  
Work: (917) 822-6979  
david\_gallagher@standardlife.com

**Mr. Timothy P. Hill**

6/1/14-5/31/17

*Senior Consultant Relations Professional*  
Thornburg Investments  
Management  
2300 N Ridgeway Road  
Santa Fe, NM 87506  
Work: (917) 428-2977  
Fax: (215) 205-8390  
thill@thornburg.com

**Ms. Holly Hollub-Verdeyen**

6/1/12-5/31/15

*Director, Defined Contribution Investments*  
Russell Investments  
71 S Wacker Dr #2040  
Chicago, IL 60606  
Work: (312) 780-7100  
hverdeyen@russell.com

**Mr. Christopher Paoella**

6/1/14-5/31/17

*Managing Partner, Director of Marketing & Consultant Relations*  
Perimeter Capital Management LLC  
6 Concourse Parkway, Ste 3300  
Atlanta, GA 30328  
Work: (770) 350-8709  
Fax: (770) 350-8701  
cpaoella@perimetercap.com

**Ms. Carolyn Patton, CFA**

6/1/11-5/31/14

*Senior Managing Director*  
Turner Investments  
1205 Westlakes Dr, Ste 100  
Berwyn, PA 19312  
Work: (484) 329-2440  
cpatton@turnerinvestments.com

**Mr. Christopher D. Rae**

6/1/10-5/31/16

Work: (646) 468-1841  
chris.rae@mac.com

**Mr. Mark Robertson**

6/1/12-5/31/15

*Director of Business Development*  
Proprietary Capital, LLC  
1225 17th St, Ste 1500  
Denver, CO 80202  
Work: (303) 951-2515  
mrobertson@prop-cap.com

**Mr. Gregory Weissman**

6/1/12-5/31/15

*Director, Consultant Relations*  
Putnam Investments  
One Post Office Sq  
Boston, MA 02109  
Work: (617) 760-3222  
gregory\_weissman@putnam.com

**Ms. Kimberley A. Woolverton**

6/1/11-5/31/14

*Senior Business Development Manager*  
Aberdeen Asset Management  
161 Bay St, 44th Fl  
TD Canada Trust Tower  
Toronto, ON M5J 2S1  
CANADA  
Work: (416) 777-5572  
kimberley.woolverton@aberdeen-asset.com



# AIMSE Committee Chairs | 2013-2014

## Alternatives Committee

**Chris Rae**  
Chair

**Timothy Hill**

**Co-Chair**

Thornburg Investment Management

## Awards Committee

**Christopher Newman, CFA**  
Chair

T. Rowe Price Associates, Inc.

## Canadian Committee

**Kimberley Woolverton, CFA**

**Chair**

Aberdeen Asset Management

## Communication Committee

**Mark Robertson**

**Chair**

Proprietary Capital, LLC

**David Gallagher**

**Co-Chair**

Standard Life Investments

## Education Committee

**Stefanie Frese**

**Chair**

Barclays Capital

**Brian Crowell**

**Co-Chair**

AQR Capital Management, LLC

## Finance Committee

**MacKenzie Hurd, CFA**

**Chair**

Jennison Associates

## Membership Committee

**Kerry Dempsey**

**Chair**

Select Equity Group

**Carolyn Patton, CFA**

**Co-Chair**

Turner Investments

## Nominating Committee

**Christopher Krein**

**Chair**

WisdomTree Asset Management

## Annual Conference Committee

**MacKenzie Hurd, CFA**

**Chair**

Jennison Associates

**Alejandra Argüello**

**Co-Chair**

Caspian Capital LP

## Strategic Planning Committee

**Matthew Crowe**

Proprietary Capital, LLC

**Stefanie Frese**

Barclays Capital

## Fall Conference Committee

**Brian Crowell**

**Co-Chair**

AQR Capital Management, LLC

**Gregory Weissman**

**Co-Chair**

Putnam Investments

## Regional Events Committee

**Greg Weissman**

**Chair**

Putnam Investments

**Holly Verdeyen**

**Co-Chair**

Russell Investments

**Jacqueline De Sanctis**

**Co-Chair**

Neuberger Berman

## Vendor Relations Committee

**Matthew Crowe**

**Chair**

Proprietary Capital, LLC

**Christopher Paoella**

**Co-Chair**

Perimeter Capital Management LLC

# Regional Event Chapter Contacts

## Atlanta

**Glenn Weiner**

gweiner@babsoncapital.com

## Baltimore

**Andy Schneider**

andy.schneider@campbell.com

## Boston

**Gregory Weissman**

gregory\_weissman@putnam.com

## Connecticut

**Kathy Kohler**

km.kohler@verizon.net

## Chicago

**John Mirante**

jpm8@ntrs.com

## Lawrence Cook

lawrence.cook@ubs.com

## California

**Heather Conforto Beatty**

hconforto@thornburg.com

## Denver

**Kristin Fenik**

kfenik@ofii.com

## New York

**Alejandra Argüello**

alejandra@caspianlp.com

## Philadelphia

**Scott Kearney**

skearney@turnerinvestments.com

## St. Louis

**Gus Catsavis**

gcatsavis@pinnacle-lp.com

## Toronto

**Jay Wiltshire**

jay.wiltshire@greystone.ca





# 37th Annual Marketing & Sales Conference

April 27-29, 2014 | Boca Raton Resort & Club | Boca Raton, Florida



**CHANGE** | **CHALLENGE** | **OPPORTUNITY**



# Featured Speaker Highlights

## Monday, April 28

8:15-9:15 am | **Conference Kick Off**



**Ron White**

World Memory Expert  
and Sales Trainer

9:45-10:45 am | **Featured Consultant: Towers Watson**



**Matthew Stroud**

Head of Investment Strategy  
Americas

## Tuesday, April 29

10:00-10:45 am | **Featured Consultant: Hewitt EnnisKnupp**



**Russ Ivinjack**

Senior Partner

12:30-1:30 pm | **Luncheon with Guest Speaker**



**Scott Stewart**

Author of *Manager Selection* and visiting professor  
at the Parker Center for Investment Research  
S. C. Johnson Graduate School of Management  
Cornell University



## Schedule at a Glance

### Sunday, April 27

7:00 – 8:00 am	<b>Golf Tournament Registration &amp; Breakfast</b>   Mulligan's
8:00 am – 12:00 pm	<b>Golf Tournament</b>   Resort Course
10:00 – 11:30 am	<b>Golf Clinic</b>   Resort Course Practice Facilities
12:00 – 1:30 pm	<b>Lunch for Golf Tournament and Clinic Participants</b> 501 East Kitchen & Bar Terrace
2:30 – 5:30 pm	<b>Boot Camp</b>   Barcelona
4:00 – 8:00 pm	<b>Conference Registration</b>   Camino Foyer
6:00 – 6:30 pm	<b>Newcomer &amp; Mentor Reception</b>   Venetian
6:30 – 9:30 pm	<b>Welcome &amp; Exhibitor Reception</b>   Camino Hall

### Monday, April 28

7:00 am – 4:00 pm	<b>Conference Registration</b>   Camino Foyer
7:00 – 8:00 am	<b>Breakfast with Exhibitors</b>   Camino Hall
8:00 – 8:15 am	<b>AIMSE Presidential Welcome</b>   Great Hall South <b>Christopher Newman</b> Vice President, Institutional Sales T. Rowe Price Associates, Inc.
8:15 – 9:15 am	<b>Conference Kick-Off</b>   Great Hall South <b>Ron White</b> World Memory Expert & Sales Trainer
9:15 – 9:40 am	<b>Refreshment Break with Exhibitors</b>   Camino Hall
9:40 – 9:45 am	<b>A Word from our Partners</b>   Great Hall South
9:45 – 10:45 am	<b>Featured Consultant: Towers Watson</b>   Great Hall South <b>Matthew Stroud</b> Head of Investment Strategy Americas

## 11:00 am – 12:00 pm **CONCURRENT BREAKOUT SESSIONS**

**SESSION 1: Compare & Contrast — Understanding the Portfolio Construction Process of Different Investors** | Granada BCD

**SESSION 2: Defined Contribution: What Does Improving Outcomes Really Mean?** | Madrid

**SESSION 3: Outsourced CIO** | Great Hall South

12:00 – 12:45 pm **Networking Lunch with Exhibitors** | Great Hall North

12:45 – 1:10 pm **Dessert with Exhibitors** | Camino Hall

1:10 – 1:15 pm **A Word from Our Partners** | Great Hall South

1:15 – 2:45 pm **Plan Sponsor Panel** | Great Hall South

2:45 – 3:00 pm **Refreshment Break with Exhibitors** | Camino Hall

## 3:00 – 4:00 pm **CONCURRENT BREAKOUT SESSIONS**

**SESSION 4: International Asset Allocators Panel**  
Granada BCD

**SESSION 5: Examining Risk Management**  
Great Hall North

**SESSION 6: Insurance Companies: One Size Does Not Fit All** | Great Hall South

4:30 – 6:45 pm **Optional Outdoor Activities**  
Tennis Tournament | Courts 3-6  
Volleyball Tournament | South Beach, Boca Beach Club

7:30 – 8:00 pm **Reception** | Garden Pool

8:00 – 11:00 pm **Dinner & AIMSE Lothrop Award Presentation**  
Great Hall South

## Tuesday, April 29

7:00 am – 1:00 pm **Conference Registration** | Camino Foyer

7:15 – 7:25 am **AIMSE Annual Business Meeting** | Camino Hall

7:15 – 8:00 am **Breakfast with Exhibitors** | Camino Hall

8:00 – 9:00 am **CIO's Perspective** | Great Hall South

## 9:00 – 10:00 am **CONCURRENT BREAKOUT SESSIONS**

**SESSION 7: Trends with RIAs and Multi-Family Offices**  
Great Hall South

**SESSION 8: Alternative Investments Panel** | Granada BCD

**SESSION 9: Veteran's Panel** | Great Hall North

10:00 – 10:45 am **Featured Consultant: Hewitt EnnisKnupp** | Great Hall South  
Russ Ivinjack, Senior Partner

10:45 – 11:00 am **Refreshment Break with Exhibitors** | Camino Hall

## 11:00 am – 12:30 pm **CONSULTANT ROUNDTABLES** | Great Hall South

12:30 – 1:30 pm **Luncheon** | Camino Hall  
**Guest Speaker Scott Stewart**  
Author of *Manager Selection* and visiting  
Professor at the Parker Center for Investment Research  
S. C. Johnson Graduate School of Management  
Cornell University

1:30 pm **Conference Adjourns**

# Extended Schedule

## Sunday, April 27

7:00 – 8:00 am **Golf Tournament Registration & Breakfast** | Mulligan's

8:00 am – 12:00 pm **Golf Tournament** | Resort Course



10:00 – 11:30 am **Golf Clinic** | Resort Course Practice Facilities

*Description:*

Golf is a proven business development skill. Are you new to the game or interested in an early season tune-up rather than playing the full tournament? We've organized the golf clinic just for you. The clinic includes use of a rental golf clubs and offers 1.5 hours of personalized instruction from resort golf professionals on all the basics of the game (full swing, putting and chipping). Lunch, water and soft drinks will also be provided. Grab a few of your colleagues and sign up!

12:00 – 1:30 pm **Lunch for Golf Tournament and Clinic Participants**  
501 East Kitchen & Bar Terrace

2:30 – 5:30 pm

**Boot Camp** | Barcelona

*Moderators:*

**Michael Gillis**

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

**Dick Hoag**

Managing Partner  
Landmark Global Advisors, LLC

*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 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

**Conference Registration** | Camino Foyer

6:00 – 6:30 pm

**Newcomer & Mentor Reception** | Venetian

6:30 – 9:30 pm

**Welcome & Exhibitor Reception** | Camino Hall

## Monday, April 28

7:00 – 8:00 am **Breakfast with Exhibitors** | Camino Hall

8:00 – 8:15 am **AIMSE Presidential Welcome** | Great Hall South  
**Christopher Newman**  
Vice President, Institutional Sales  
T. Rowe Price Associates, Inc.

8:15 – 9:15 am **Conference Kick-Off** | Great Hall South

*Speaker:*

**Ron White**

World Memory Expert & Sales Trainer

*Description:*

A two-time national memory champion, Ron White's entertaining discussion will help you train your memory to benefit your business development skills. Ron is just a normal brained guy who loves baseball, country music and Texas who happens to have trained his memory to an unworldly level. Ron has addressed business groups globally while also appearing on Good Morning America, Martha Stewart Show, FOX and Friends, the CBS Evening News, CBS Early Show, FOX, NBC and newspapers across the country from the New York post to the Dallas Morning News.

9:15 – 9:40 am **Refreshment Break with Exhibitors** | Camino Hall

9:40 – 9:45 am **A Word from our Partners** | Great Hall South

9:45 – 10:45 am **Featured Consultant: Towers Watson** | Great Hall South

*Moderator:*

**Kerry Dempsey**

Director of Consultant Relations  
Select Equity Group

*Speaker:*

**Matthew Stroud**

Head of Investment Strategy, Americas

*Description:*

Towers Watson Investment Services' expertise in risk assessment, strategic asset allocation, investment manager selection and delegated investment services helps create financial value for institutional investors. The business employs over 750 associates worldwide, has more than 1,000 pension funds and institutional investors as clients, and has assets under advisory of over US\$2 trillion. Towers Watson's investment research team comprises more than 150 professionals. Its services include manager research, asset research and the Thinking Ahead Group. The manager research component is one of the world's largest, with over 100 full-time dedicated researchers. For over a decade, Towers Watson has also advised institutional funds on a delegated basis. They are responsible for over US\$55 billion of delegated and fiduciary assets worldwide.



# Extended Schedule | Monday (con't)

11:00 am – 12:00 pm **CONCURRENT BREAKOUT SESSIONS**

## **SESSION 1: Compare & Contrast — Understanding the Portfolio Construction Process of Different Investors** | Granada BCD

*Moderator:*

**Matt Crowe**

Director, Marketing & Investor Relations  
Proprietary Capital, LLC

*Speakers:*

**Gabriel Freund**

Vice President  
BNP Paribas Wealth Management

**Nick Heard**

Manager of Investment Solutions  
City National Rochdale

**J. Daniel Parker**

Investment Officer  
The Leona M. and Harry B. Helmsley Charitable Trust

*Description:*

Establishing a thoughtful dialogue and trust with investors requires a marketing professional to ask effective questions, to be a good listener, and to be ready to learn. By gaining insight to an investor's unique objectives and portfolio construction process, a marketer will ultimately be able to communicate their story more effectively. Hear from leading investors and learn the "right" questions to ask about their approach to portfolio construction, including the unique factors that shape their views, from risk tolerances and funding needs, to strategy biases and liquidity requirements, to management of their investment committee's expectations and their own.

## **SESSION 2: Defined Contribution: What Does Improving Outcomes Really Mean?** | Madrid

*Moderator:*

**Holly Hollub Verdeyen**

Director, Defined Contribution Investments  
Russell Investments

*Speakers:*

**Kendall Frederick**

Senior Manager, Treasury Planning & Analysis  
Hanesbrands, Inc.

**Andrew Parks**

Director, Investments  
Alliant Techsystems, Inc. (ATK)

**Ron Virtue**

Manager, Investments  
JM Family Enterprises, Inc.

**David Hyman**

Principal  
Mercer

*Description:*

Defined contribution plans have grown to become the primary retirement vehicle that the majority of private sector workers will use to fund their retirements. Rightly so, the overarching goal of "improving participant outcomes" has become a major focus for both plan sponsors and service providers. But what does this really mean? In this session, plans sponsors will define in their own words the how they are managing the many facets of their DC plans with the goal of participant success in mind. Don't miss this jargon-free session about the key factors that influence successful retirement outcomes and how your firm can articulate the value it can deliver to plan sponsors and participants in this new outcome-focused environment.

**SESSION 3: Outsourced CIO** | Great Hall South

*Moderator:*

**Robert Pino**

Managing Director  
Everest Capital LLC

*Speakers:*

**Brian Chu**

Co-Founder & Managing Partner  
HighVista Strategies LLC

**Robert Farrington**

Director  
Commonfund

**Keith Mote**

Managing Director  
Pavilion Advisory Group

**Ted Mundy**

Managing Director  
Strategic Investment Group



*Description:*

Over the last few years the Outsourced CIO market has experienced strong growth and the outlook is for it to continue. Join us as we explore how OCIOs differentiate themselves and where they expect to find the best opportunities in 2014.

12:00 – 12:45 pm

**Networking Lunch with Exhibitors** | Great Hall North

12:45 – 1:10 pm

**Dessert with Exhibitors** | Camino Hall

1:10 – 1:15 pm

**A Word from our Partners** | Great Hall South

1:15 – 2:45 pm

**Plan Sponsor Panel** | Great Hall South

*Moderator:*

**Chris Coburn**

Managing Director, Head of Distribution  
Tradewinds Global Investors

*Speakers:*

**Robert Thompson**

Fixed Income Portfolio Manager  
UPS Investments

**Andrew Parks**

Director, Investments  
Alliant Techsystems, Inc. (ATK)

**Toza Siriski**

Manager, Pension Investments  
Royal Bank of Canada

*Description:*

Coming off strong equity markets in 2013, prospects of rising interest rates and inflation - plan sponsors will have decisions to make. This session will feature a panel of plan sponsors to discuss their current thinking, and how these factors among others may affect the plan's strategic and tactical asset allocation.

2:45 – 3:00 pm

**Refreshment Break with Exhibitors**

Camino Hall





# Extended Schedule | Monday (con't)

3:00 – 4:00 pm **CONCURRENT BREAKOUT SESSIONS**

## **SESSION 4: International Asset Allocators Panel**

Granada BCD

*Moderator:*

**Miriam Tai**

Global Head of Consultant Relations  
Itaú USA Asset Management Inc.

*Speakers:*

**Leandro Festino**

Managing Principal  
Meketa Investment Group

**Sam Gervaise-Jones**

Director  
bfinance

**Toshi Hirashima**

Head of Research, Hedge Fund  
Tokio Marine Asset Management (USA), Ltd.

**Julie Neitzel**

Partner, Relationship Manager  
WE Family Offices

**Don Raymond**

Managing Partner, Chief Investment Officer  
Alignvest Management Corporation

*Description:*

2013 was the first time in which emerging markets accounted for more than half of the world's GDP on the basis of purchasing power (IMF). 2013 was also a very challenging year for emerging market assets. On the other hand, developed markets, particularly US and Japan, performed very well in 2013. Therefore 2014

kicked off with debates regarding where and how to invest. Are emerging markets over sold, can the US sustain its momentum? Japan seems to be reversing last year's gains while Europe is on the heal, what are the implications? Do the answers differ depending on where investors are located and how they view the world? This panel will explore how global allocators, representing investors from different parts of the world, are currently looking at asset allocation and global investment opportunities.

## **SESSION 5: Examining Risk Management | Great Hall North**

*Moderator:*

**Kara Margolis**

Institutional Hedge Fund Sales  
Lombard Odier Asset Management

*Speaker:*

**Bud Haslett**

Executive Director  
CFA Institute Research Foundation

*Description:*

Managing risk is at the core of investment management. Risk measurement and quantitative tools are critical aids for supporting risk management, but quantitative tools alone are no substitute for judgment, wisdom, and knowledge. This session examines the big picture issues in risk management including a review of disasters past and present and why history tends to repeat itself.



## SESSION 6: Insurance Companies: One Size Does Not Fit All | Great Hall South

*Moderator:*

### Alejandra Argüello

Marketing and Investor Relations  
Caspian Capital LP

*Speakers:*

### Peggy Gartin

Senior Portfolio Manager, Director of External Asset Management  
Allstate Investments

### John Patin

Senior Vice President, Investments  
Allied World Assurance Company

### Tim Reimer

Chief Investment Officer, Hedge Fund Investments  
Aviva Investors

### TJ Theodorsen

Senior Vice President, Alternative Investments Portfolio Manager  
AXIS Capital

*Description:*

The insurance industry is a broad and diverse investor channel widely misunderstood and untapped by sales and marketing professionals. Join us as we explore the various segments of the insurance industry - ranging from life insurance, property/casualty, healthcare, reinsurance, among others - each of which has unique asset allocation, regulatory and accounting considerations. Hear from leading industry experts as they provide candid and useful advice as to how managers can effectively provide the right investment strategies and service that is necessary to succeed in attracting and retaining these institutional investors.

4:30 – 6:45 pm

### Optional Outdoor Activities

Tennis Tournament | Courts 3-6  
Volleyball Tournament | South Beach, Boca Beach Club

7:30 – 8:00 pm

### Reception | Garden Pool

8:00 – 11:00 pm

### Dinner & AIMSE Lothrop Award Presentation

Great Hall South

### 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
- Their community
- AIMSE
- Mentorship and service to others

### Lothrop Award Winners

**James Manley**, Manley & Associates

**Sharon Hough**, Pequot Capital

**Victor Zollo**, De Prince, Race & Zollo

**Jerry Devore**

**Eugene Waldron**

**Obie McKenzie**, Blackrock

**Marlis S. Fritz**

**John Sieter**, Capital Guardian Trust

**Michael Fisher**, Barclays Global

**Dick Graf**

**Frank Minard**, XT Capital Partners

**James Wood**

**John "Rick" Rockwell**, T. Rowe Price

**Dick Hoag**,  
Landmark Global Advisors, LLC



# Extended Schedule

## Tuesday, April 29

7:00 am – 1:00 pm **Conference Registration** | Camino Foyer

7:15 – 7:25 am **AIMSE Annual Business Meeting** | Camino Hall  
All members Invited to Attend

7:15 – 8:00 am **Breakfast with Exhibitors** | Camino Hall

8:00 – 9:00 am **CIO's Perspective** | Great Hall South

*Moderator:*

**Dale Kindregan**

Director, Institutional Marketing, Endowments & Foundations  
Principal Global Investors

*Speakers:*

**Patrick Baumann**

Assistant Treasurer  
Harris Corporation

**Raj Krishnan**

Executive Vice President & Chief Investment Officer  
Fidelity & Guaranty Life Insurance

**John Pomeroy II**

Chief Investment Officer  
Pennsylvania State University

**Anthony Waskiewicz, Jr.**

Vice President of Treasury & Chief Investment Officer  
Mercy Health



*Description:*

Chief Investment Officers face big challenges in the next several years. Investor uncertainty continues in global markets.

- Are there any undervalued assets anymore?
- With the expected Federal Reserve's continued tapering, what will be the ramifications in equity and fixed-income markets?
- How will the ECB and Bank of Japan's accommodative decisions affect investors?
- Should investors be worried about inflation or deflation?
- How should investors position fixed-income portfolios?

Please join us for a lively discussion with four distinguished CIO's who come from distinctly different institutions with varying investment objectives and risk tolerance. The panel will offer their candid opinions on asset allocation, re-balancing, geopolitical issues, income versus growth, inflation/deflation, diversification, passive versus active, volatility management, liquidity, tail-risk hedging, LDI and asset correlations.

Each CIO will offer their insights on hedge funds, private equity, currencies, real estate, and other real assets, in addition to traditional stocks and bonds. They will also share their perspectives regarding opportunities and risks in US markets versus non-US, including emerging and frontier markets. Finally, we will hear some candid thoughts on what makes a good investment manager versus an average manager... not just investment performance, but client service and resource management. We will also hear what works and does not work with consultant relationships and governance structures with boards and investment committees communicating with investment staff.

## 9:00 – 10:00 am CONCURRENT BREAKOUT SESSIONS

### SESSION 7: Trends with RIAs and Multi-Family Offices

Great Hall South

*Moderator:*

**Jeremy Lehrer**

Vice President, Business Development  
Matthews Asia

*Speakers:*

**Brendan O'Sullivan-Hale**

Senior Investment Strategist  
Oxford Financial Group, Ltd.

**Biff Pusey**

Senior Wealth Advisor & Portfolio Manager  
Keel Point Advisors, LLC

**Shannon Saccocia**

Managing Director of Manager Search & Selection, Principal  
Banyan Partners, LLC

*Description:*

Of the roughly \$11T in the US wealth market, registered investment advisors and multifamily offices are a large and growing component, but historically less well known to the AIMSE community. Learn from key decision-makers at influential firms how they conduct research and the best practices for working with them.

### SESSION 8: Alternative Investments Panel | Granada BCD

*Moderator:*

**Brad Burke**

Head of Global Consultant Relations  
Two Sigma Investments

*Speakers:*

**Jenna Bussman-Wise**

Vice President  
AIG Investments

**Alex Da Costa**

Director, Hedge Fund Research & Consulting  
Pavilion Advisory Group

**Chris DeMeo**

Partner  
Nu Paradigm Investment Partners, LLC

**Jim Treanor**

Principal, Head of Research  
Slocum

*Description:*

Investment flows into alternative strategies have been strong and the institutionalization of the space continues to shape requirements for minimum levels of AUM, transparency and customization just to name a few. Our diverse panel, representing both investment consultant and asset owner views, will help us gain perspective on current trends, areas of focus in 2014, the role of alternative investments in their portfolios, how they choose managers and marketing best practices.



# Extended Schedule | Tuesday (con't)

## SESSION 9: Veteran's Panel | Great Hall North

*Moderator:*

**Jack Boyce**

Managing Director, Head of US Distribution  
Standard Life Investments

*Speakers:*

**Andre Cuerington**

Senior Vice President, Institutional Marketing  
Trust Company of the West, Los Angeles

**Dale Kindregan**

Director, Institutional Marketing, Endowments & Foundations  
Principal Global Investors

**Steve Sexeny**

Senior Vice President  
Cornerstone Capital Management Holdings

*Description:*

More than ever, success in asset management sales and distribution requires in-depth expertise in specific distribution channels. Join four industry "Superstars" with proven expertise and experience in the corporate, public, sub-advised, and endowment & foundation markets. These distinguished professionals will provide a strong perspective on what it takes to be successful with each of these unique audiences.

10:00 – 10:45 am

**Featured Consultant: Hewitt EnnisKnupp**

Great Hall South

*Moderator:*

**MacKenzie Hurd**

Managing Director, Consultant Relations  
Jennison Associates

*Speaker:*

**Russ Ivinjack**

Senior Partner

*Description:*

Hewitt EnnisKnupp, an Aon Company, is the U.S. investment consulting practice of Aon Hewitt. Through its legacy organizations, Hewitt EnnisKnupp has a 40 year history of providing investment advice and services to complex, institutional investors. Currently, the firm serves over 450 clients in the North America representing over \$2 trillion of assets. Their investment consulting professionals advise corporate and public pension plans, defined contribution plans, hospitals, health systems, endowments, and foundation clients with investment programs ranging in size from \$3 million to \$700 billion. Hewitt EnnisKnupp is a full service investment consulting firm, offering services such as investment policy development and structure, performance monitoring, investment manager search and selection, fiduciary education, defined contribution plan services, alternative investment advisory services, annuity placements, and outsourced solutions. Hewitt EnnisKnupp has over 300 employees on its U.S. consulting staff. The firm has dedicated resources committed to every critical investment area in which clients may seek advice.

10:45 – 11:00 am

**Refreshment Break with Exhibitors** | Camino Hall



*Moderators:*

**Robert Connin**

Managing Director, Consultant Relations  
Lazard Asset Management

**Greg Graziano**

Director, Client Service & Consultant Relations  
Rainier Investment Management, Inc.

*Speakers:*

**Mike Swinney**

Vice President, Fund Sponsor Consulting  
Callan Associates

**Samuel “Q” Belk**

Director of Diversifying Investments  
Cambridge Associates

**Brian Hooper**

Senior Research Analyst  
Fund Evaluation Group

**Jason Harris**

Consultant, Wealth Management  
Mercer

**Jeff Markarian**

Senior Research Consultant  
NEPC

**Julie Moore**

Co-head of Global Equity Research  
Rocaton Investment Advisors

**Kerry Galvin**

Senior Consulting Analyst  
Russell Investments

**Mannik Dhillon**

Managing Director  
Wilshire Associates

12:30 – 1:30 pm

**Luncheon with Guest Speaker** | Camino Hall

*Speaker:*

**Scott Stewart**

Author of *Manager Selection* and Visiting Professor  
at the Parker Center for Investment Research  
S. C. Johnson Graduate School of Management  
Cornell University

*Description:*

Money managers hope to be hired by investors who plan to be with them for the long term. Investors seek managers who will deliver consistent performance results and no surprises. Unfortunately the record is poor for institutional investors hiring new managers. Scott Stewart will discuss the implications of common hiring behavior for money managers, propose scientifically-proven qualitative and quantitative techniques for active and index manager selection, and demonstrate an effective way to identify complementary manager styles for an investor’s portfolio. He recently penned *Manager Selection* published by the CFA Research Foundation, 2013.

1:30 pm

**Conference Adjourns**



# Conference Chairs



**MacKenzie Hurd, CFA**

*Chair*

Managing Director, Consultant Relations  
Jennison Associates

MacKenzie Hurd joined Jennison Associates in November 2013 and is responsible for developing and managing consulting relationships. Prior to joining Jennison, MacKenzie was a principal and director of client service and consultant relations at Rainier Investment Management, since 2011. From 2007 to 2011, he was with The Capital Group Companies, where he was a consultant relationship manager. MacKenzie was a partner and general consultant at Callan Associates in San Francisco from 2001 to 2007. He received his BA in English from Dartmouth College and is a CFA charterholder.



**Alejandra Argüello**

*Co-Chair*

Marketing & Investor Relations  
Caspian Capital LP

Alejandra Argüello has 13 years of experience in the investment management industry. She is a member of the marketing and investor relations team for Caspian Capital, a NYC-based hedge fund manager focusing on long/short credit and distressed debt investing. Previously, Ms. Argüello worked as Director of Marketing at Moneda USA and Senior Associate at Everest Capital, a global hedge fund advisory firm specializing in emerging markets. Prior to joining Everest, she was a Vice President at BiscayneAmericas Advisors. She also worked as Assistant Director of Development at the Cato Institute in Washington, DC. Fluent in Spanish, Ms. Argüello received a B.S. in Economics and Political Science from Florida State University. Ms. Argüello is a board member of the Association of Investment Management Sales Executives (AIMSE) and a member of the Alternative Investment and Global Investment Committees for the New York Society of Security Analysts (NYSSA).



# Moderators & Speakers



## **Patrick Baumann**

Assistant Treasurer  
Harris Corporation

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

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

Harris is an international communications and information technology company serving government and commercial markets in more than 125 countries. Harris is dedicated to developing best-in-class assured communications® products, systems, and services.



## **Samuel "Q" Belk**

Director of Diversifying Investments  
Cambridge Associates

Q is the Director of Diversifying Investments in Cambridge Associates' Boston office. Q evaluates investment managers and funds and oversees a team of research consultants and analysts covering investment opportunities in diversifying asset classes and strategies, including high-yield credit, bank debt, GTAA, active currency, lower-beta hedge funds, global macro, and tail risk hedging.

Prior to joining Cambridge Associates in 2011, Q was a Managing Director at the Dartmouth College Investment Office, where he oversaw hedge fund, distress, and private equity portfolios. In his role, Q was responsible for asset allocation, benchmarking, tail risk hedging, due diligence, development, and lecturing. Previously, Q was a Managing Director of International Sales at Lehman Brothers Japan, where he served on the Asia risk management committee and headed the pan-Asia sales group. Q also served as Managing Director, Absolute Return, at Stanford Management Company, which manages Stanford University's endowment. He had previously been at Credit Suisse First Boston in San Francisco, New Zealand, Sydney, and Tokyo.

Q holds a BA in History from Dartmouth College and an MBA from Stanford Business School.



## **Jack Boyce\***

Managing Director, Head of US Distribution  
Standard Life Investments

Jack Boyce is Head of US Distribution for Standard Life Investments and leads the firm's US business development activities including sales, relationship management,

*\*Indicates 2014 AIMSE Annual Conference Committee*



consultant relations and marketing. As a member of the firm's US Board, he is also responsible for contributing to the successful execution of the firm's global strategic plan, with a focus on the US marketplace.

Prior to joining Standard Life Investments, Jack was Co-Head of Global Institutional Sales at PineBridge Investments (formerly AIG Investments) where he led the America and Japan institutional sales teams as well as the firm's consultant relations group. Prior to joining PineBridge/AIG in 2007, he was Senior Vice President at GE Asset Management where he established the firm's distribution efforts on a global basis. Mr. Boyce has 33 years of investment experience, including nearly 13 years with Diversified Investment Advisors, a subsidiary of AEGON USA.

Jack is a graduate of Merrimack College and is a member of the Board of Trustees. He has also held board positions for the Alzheimer's Association of America, the Institutional Investor Advisory Board, and the Association of Investment Management Sales Executives. He is a past member of the US/ASEAN Business Council and the Middle East Institute and holds Series 7, 63, & 24 licenses.



**Brad Burke, CFA\***

Head of Global Consultant Relations  
Two Sigma Investments

Brad Burke joined Two Sigma in July 2012 to lead the Firm's Consultant Relations effort. Prior to joining the Firm, Brad was a director in Global Consultant Relations at BlackRock where he managed a team responsible for relationships with both regional and global consulting firms. Brad was also the primary relationship contact for several global firms. Brad held a similar role at BGI when the firm was acquired by BlackRock in 2009. Prior to this, Mr. Burke was a director of consultant relations and client management at GE Asset Management. In these roles, he served as the primary

relationship contact for national and regional consulting firms in the Western US, managed client relationships and conducted independent portfolio reviews for clients. Brad also held marketing and client service roles at Zurich Scudder Investments and Lazard Frères Asset Management. Mr. Burke holds an MBA from the University of California, Irvine and a BA from New York University. He is also a CFA charterholder and a member of the New York Society of Security Analysts.



**Jenna Bussman-Wise, CAIA**

Vice President  
AIG Investments

Ms. Bussman-Wise joined AIG Investments in 2012 as a Vice President and is currently part of the team responsible for investing and allocating a \$3.8 Billion portfolio of hedge fund investments on behalf of AIG Property & Casualty. Ms. Bussman-Wise has been involved in the hedge fund industry in various capacities for her entire career. Prior to joining AIG, she served as an institutional sales person on the listed derivatives desk at Deutsche Bank Securities. From 2007-2009 she worked as a research analyst at Adair Capital, LLC, an investment advisor that managed multiple funds of hedge funds. From 2005-2007 Ms. Bussman-Wise worked as the Due Diligence Manager at Channel Capital, LLC, a institutional capital raising firm within hedge fund industry. She started her career in 2002 at Chubb Insurance Company within the Department of Financial Institutions where she specialized in underwriting hedge fund and private equity firms.

Ms. Bussman-Wise received her BA in Economics from Hamilton College and MBA from New York University's Stern School of Business where she specialized in both Financial Instruments & Markets and Leadership & Change Management. She holds the Chartered Alternative Investment Analyst (CAIA®) designation.



**Brian Chu**

Co-Founder & Managing Partner  
HighVista Strategies LLC

Brian is a Co-Founder and Managing Partner of HighVista Strategies. Prior to co-founding HighVista, Brian was a Managing Director at Vulcan Capital and also a member of the founding investment team at Highfields Capital. Previously, Brian worked in the Principal Investment Area at Goldman Sachs and at McKinsey & Company and Morgan Stanley. Brian serves as a Trustee for the Isabella Stewart Gardner Museum, where he is Chair of the Finance Committee and a member of the Investment and Audit Committees. Brian is also an Overseer and member of the Investment Committee of Mount Auburn Hospital as well as an Overseer of Children’s Hospital Boston. Brian received an AB magna cum laude from Harvard College where he was a member of Phi Beta Kappa, and an MBA from Harvard Business School, where he was a Baker Scholar.



**Chris Coburn, CFA\***

Managing Director, Head of Distribution  
Tradewinds Global Investors

Chris Coburn is Head of Distribution for Tradewinds Global Investors, with a focus on the institutional market. Chris works in providing investment solutions for pension funds, endowments, foundations and their consultants.

Prior to joining Tradewinds, Chris was a vice president and relationship manager for The Capital Group with institutional business development and client relations responsibilities. Before joining the Capital organization, he was managing director for Russell/Mellon Analytical Services where he was responsible for relationship management, business development and operations. Chris earned his bachelor of business administration degree with honors from Wilfrid Laurier University and has received the Chartered Financial Analyst designation.



**Robert Connin\***

Managing Director, Consultant Relations  
Lazard Asset Management

Robert Connin is a Managing Director of Lazard Asset Management LLC and works primarily with pension fund consultants. Prior to joining the Firm in 2004, he was a Vice President with Nicholas Applegate Capital Management (NACM) in NACM's Consultant Relations group, primarily covering the West Coast consultants firms.

Prior to joining NACM, Robert was a Senior Consultant at R.V. Kuhns & Associates, Inc. He began working in the investment field in 1992. Robert has a BA from the University of California, Berkeley.



**Matt Crowe\***

Director, Marketing & Investor Relations  
Proprietary Capital

Matthew J. Crowe is the Director of Marketing & Investor Relations for Proprietary Capital, LLC. Mr. Crowe is responsible for managing the firms marketing and investor relations efforts. Prior to joining Proprietary, Mr. Crowe was a Principal of Anchor Point Capital, LLC, a Coral Gables, FL-based fund-of-hedge fund. Prior to Anchor Point, Mr. Crowe worked on the U.S.-based sales & client services team at Fjord Seafood ASA, a leading global commodity company specializing in the production of farmed salmon. Mr. Crowe started his career working in the publishing industry. Mr. Crowe received his BA in business administration from Western State College of Colorado.





**Andre Cuerington**

Senior Vice President, Institutional Marketing  
Trust Company of the West, Los Angeles

Mr. Cuerington joined Trust Company of the West (TCW) in April 2014 as a Senior Vice President to enhance the Western US Business Development and Client Relations effort. Before joining TCW, Mr. Cuerington was a Managing Director for institutional sales at

Waterfall Asset Management from 2010-14. At Waterfall he was responsible for covering institutional hedge fund investors and consultants in the US, predominantly focusing on Waterfall's structured credit hedge fund. Prior to Waterfall Mr. Cuerington was Vice President and Head of Western US Public Fund Sales with PineBridge Investments (formerly AIG Investments) for almost 3 years. Mr. Cuerington was also a Client Service Executive from 2002-2008 with Western Asset Management and responsible for selling, servicing and cross selling to public pensions funds. Previous to Western Asset, Mr. Cuerington was a Senior Vice President at Progress Investment Management Company, where he had marketing and client service responsibilities and before Progress, Mr. Cuerington was Vice President and Manager of the Capital Markets Group at Callan Associates. Mr. Cuerington's Callan responsibilities primarily included conducting asset/liability studies and manager structure analysis. Prior to joining Callan, Mr. Cuerington served as an Assistant Professor in the Department of Mathematical Sciences at West Point from 1991-1997. Additionally, he has held a number of managerial and training positions while serving 13 years in the U.S. Army. Mr. Cuerington earned a BS in Operations Research from the United States Military Academy at West Point, a MS in Applied Mathematics from the Naval Postgraduate School in Monterey, and a MS in Engineering-Economic Systems from Stanford University. Andre makes his home in the Los Angeles area with his wife, Darcy and has three grown daughters, Kala, Samantha and Lori.



**Alex Da Costa**

Director, Hedge Fund Research & Consulting  
Pavilion Advisory Group Ltd.

Alex Da Costa is the Director of Hedge Fund Research and Consulting in Pavilion's advisory services group. He is an integral part of the firm's alternative research capabilities (Hedge Funds, private equity, real assets, etc.) and develops customized discretionary and non-discretionary alternatives solutions for clients. Mr. Da Costa brings 14 years of experience in the area of alternative investments with a particular expertise in Hedge Funds. Prior to joining Pavilion, he was based in London, England where he was an Investment Analyst at Vector Asset Management. He was also a Product Development Manager at GNI Fund Management and the Head of Portfolio Construction in the Alternative Investment Group at ABN AMRO Asset Management. While at ABN AMRO, he was one of the Portfolio Managers responsible for running over \$1.5 billion in Fund of Hedge Fund products. In 2007, he co-founded his own business, SilverStreet Capital, where he co-managed \$600 million in fund of Hedge Fund products and offered Hedge Fund advisory services. Mr. Da Costa holds a Master's of Science degree in Finance and a Bachelor of Science degree in Civil Engineering.



**Christopher DeMeo, FSA, CFA**

Partner  
Nu Paradigm Investment Partners, LLC

Christopher DeMeo is a Partner and Co-founder of Nu Paradigm Investment Partners, LLC. The firm's mission is to help investors solve their toughest portfolio challenges and achieve the success they deserve through a collaborative, flexible, strategic partnership with clients. Their approach delivers individually-tailored solutions to clients that can range from full outsourcing to implementation for certain asset classes to strategic advice – with a strong emphasis on reducing total costs.

Chris has 24 years of experience in investment management, capital markets and consulting. Prior to co-founding Nu Paradigm Investment Partners, he was Head of Investment, Americas for Towers Watson from 2008 through 2014 which had over \$600B under advisement and \$20 billion in oCIO assets under management. He was responsible for developing and implementing investment solutions for a number of the firm's major clients including strategic asset allocation, portfolio construction and alternative investments.

Prior to Towers Watson, Chris was Director of Investment Strategy for Russell Investments where he led the Strategy Implementation team for Russell's North America Investment group. Prior to this he was Director of Retirement Capital solutions at Merrill Lynch and Vice President, Global Structured Products at Bank of America.

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



**Kerry Dempsey**

Director of Consultant Relations  
Select Equity Group

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



**Mannik Dhillon, CFA, CAIA**

Managing Director  
Wilshire Associates

Mannik Dhillon is a Managing Director of Wilshire Associates and is the Head of Wilshire's Manager Research Group. Mr. Dhillon joined Wilshire Associates in 2010 and has more than 13 years of industry experience. Mr. Dhillon chairs the firm's Manager Research

Oversight Committee and leads the team responsible for the due diligence, rating, and recommendation of managers across both traditional and alternative asset classes. His research efforts are focused on emerging market equity and hedge funds. Additionally, he serves as a voting member of Wilshire Funds Management's Investment Committee, Retirement Oversight Committee, and 401(k) Committee. Prior to joining Wilshire Associates, Mr. Dhillon spent eight years with Hewitt Associates. As a manager research consultant for Hewitt, he served on the firm's Investment Manager Evaluation Committee and conducted due diligence on investment managers and their strategies across equity, fixed income, and alternative asset classes.

Mr. Dhillon earned his BBA in finance from the University of Georgia. He holds the Chartered Financial Analyst and Chartered Alternative Investment Analyst designations. Mr. Dhillon is a member of the CFA Society of Los Angeles, the CFA Institute, and the CAIA Association.



**Rob Farrington, CFA, CAIA**

Director  
Commonfund

Rob Farrington, CFA, CAIA has been a Director at Commonfund since 2011. He is responsible for the design, tailoring and implementation of customized investment programs for his 18 outsourced CIO clients. These clients are non-profit foundations and endowments ranging in size from \$40M to \$280M. He is primarily responsible for strategic asset allocation, portfolio oversight, spending analysis



and tactical rebalancing. Prior to joining the Strategic Solutions Group, Rob was a Consultant at Evaluation Associates where he was responsible for the company's Wealth Management clients. Prior to Rob's role at Evaluation Associates, he was a Vice President at Globalvest Partners, a boutique investment firm focused on private placements in distressed debt and equity. He holds an M.B.A. from Duke University's Fuqua School of Business and a B.A. in Economics from Bates College.



**Leandro Festino, CFA, CAIA**  
 Managing Principal  
 Meketa Investment Group, Inc.

Leandro Festino, Managing Principal, heads the company's Miami office, with responsibilities for the Southeastern U.S., the Caribbean, and Latin America.

Mr. Festino started his career in the investment consulting industry in 1999, and joined Meketa Investment Group in 2003. He advises both private and public pension plans, as well as other institutional investors. His consulting work includes investment policy design and asset allocation modeling, in addition to analysis of manager and fund performance. He assists the firm's Private Markets team by conducting due diligence on Latin American partnerships.

A frequent speaker at industry events, Mr. Festino holds the Chartered Financial Analyst designation, and is a member of the CFA Institute and the CFA Societies of Miami and South Florida. He also holds the Chartered Alternative Investment Analyst designation and is a member of the CAIA Association®. He is a member of the Texas Association of Public Employee Retirement Systems, and the Florida Public Pension Trustees Association, where he serves on the Advisory Board.

Mr. Festino was Captain of the University of Evansville's tennis team and a world ranked tennis player on the ATP Tour. Mr. Festino received an MBA degree with honors from Boston College and a summa cum laude undergraduate degree in Economics and Mathematics from the University of Evansville.



**Kendall Frederick**  
 Senior Manager, Treasury Planning & Analysis  
 Hanesbrands, Inc.

Kendall Frederick is the Senior Manager of Treasury Planning and Analysis at Hanesbrands, the basic apparel company. His job duties include management of all investments for both the Defined Benefit and Defined Contribution Plans and serves as secretary for the Corporate Investment Committee. Prior to joining Hanes, Kendall served as a portfolio manager for Wells Fargo Wealth Management. Kendall is a CTP charter holder and holds a Master's Degree from Virginia Tech.



**Gabriel Freund, CFA, CAIA**  
 Vice President  
 BNP Paribas Wealth Management

Gabriel serves as Vice President of the Advisory Desk in BNP Paribas' Miami Wealth Management Office, serving the Bank's Latin American high net worth clients. He formerly was the Senior Portfolio Strategist of Deltec Wealth Management, an RIA out of Palm Beach serving the US ultra high net worth segment. Prior to Deltec, Gabriel was an Investment Analyst for GenSpring Family Offices' Investment Advisory Center (IAC). In that role, Mr. Freund oversaw a group of active strategies in multiple asset classes that gathered over \$600 million in client assets in part due to Gabriel's active involvement with client advisors in explaining the strategies themselves and how to use them in client portfolios. Before his tenure with GenSpring, Gabriel was the Senior Financial Analyst of the former GenSpring Family Office International where he was the investment professional that supported a group of international advisors who had more than \$400 million in total assets under advisement. Before GenSpring, Mr. Freund worked for Citibank's International Personal Banking Group in Fort Lauderdale where he evaluated structured products and money managers to be offered to Citibank's clients in Latin America. Earlier in his career, Mr. Freund held multiple roles that enabled him to fully understand the hundreds of investment products and strategies available today to investors.



Mr. Freund earned his MBA with an emphasis in Finance and Corporate Strategy from the University of Michigan's Stephen Ross School of Business. He completed his BBA in Finance and Accounting at the University of Puerto Rico, Rio Piedras Campus. He is a CFA charter holder, a CAIA charter holder, and passed all four parts of the Uniform CPA examination in one sitting.



**Kerry Galvin, CFA**  
Senior Consulting Analyst  
Russell Investments

Kerry Galvin is a senior consulting analyst for Russell Investments' U.S. consulting business. Her primary responsibility is to provide client support for Russell products and services, including designing and developing performance and analytic reports. A strong component of her role is to educate clients in the use of Russell reporting in measuring and evaluating their investment performance. On specific client projects, she works directly with clients, consultants and other Russell business units on project specification and coordination. Kerry also works with consultants in implementing investment strategy, asset allocation and asset class structure for clients. She joined the U.S. consulting group in 2004.

Previously, Kerry worked as a sales analyst with Russell's institutional sales and services area supporting Russell's East Coast-based regional directors. Her responsibilities included researching and implementing customized sales strategies, providing information for requests for proposals, and customizing cost and performance analyses for prospective clients. She joined institutional sales and services in 1999.



**Peggy Gartin, CFA**  
Senior Portfolio Manager, Director of External Asset Management  
Allstate Investments

Ms. Gartin joined Allstate in 2010 as a Senior Portfolio Manager in the Portfolio Management Group with responsibility for managing the Property & Casualty company portfolio. She currently heads Allstate's External Asset Management Group, with responsibility for selecting, implementing and monitoring externally managed strategies and asset managers.

Prior to joining Allstate, Peggy was a Managing Director at Blackrock working exclusively with insurance clients. She has held positions with Deutsche Asset Management and Wellington Management Company, where she had portfolio management responsibility for clients including insurance companies, pension funds and endowments/foundations, investing in fixed income markets. She graduated from Wright State University in Dayton, Ohio with a dual major in Accounting and Financial Services and is a member of the CFA Society of Chicago.



**Sam Gervaise-Jones, CFA**  
Director  
bfinance

Sam joined bfinance's Investment Advisory practice in 2004 having spent 4 years with Standard & Poor's in their fund rating business.

As a Senior Associate in the research team, Sam advised clients on manager selection in a wide range of asset classes. Since 2007 Sam has assumed overall responsibility for relationships with many of bfinance's largest Private and Public Institutional investor clients. Sam holds the CFA charter, IMC and Series 7, 24, 62 and 79 designations in addition to an MA (Oxon) in Mathematics from the University of Oxford.





bfinance is headquartered in London, with offices in Paris, Amsterdam, Munich, Dubai, New York and Montreal. bfinance's Investment Advisory capabilities span all traditional and alternative asset classes. We have advised over 300 of the world's most sophisticated investing institutions controlling more than \$1 trillion in over 25 countries. We deliver high-quality, customised advice and have earned a reputation for innovative advice, research, reporting and investment manager selection.



**Michael Gillis**

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

Michael Gillis is Senior Vice-President, Business Development of Greystone Managed Investments Inc. Immediately prior to joining Greystone, Michael held the position of Vice-President Institutional Marketing and Sales for a number of years with Seamark Asset

Management. Previously, he worked for the Halifax Grammar School for 2 years, as a Teacher. Michael has also worked as a Director of Business Development for National Trust, and has held the position of Senior Account Representative for both Royal Trust and National Trust.

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

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



**Greg Graziano\***

Director, Client Service & Consultant Relations  
Rainier Investment Management Inc.

Greg Graziano works out of Rainier's New York office as a Principal and Director of Client Service and Consultant Relations. He is responsible for servicing and generating new business through financial consultants and institutional clients, including

the Corporate, Public, Endowment & Foundations, and Taft-Hartley channels. Prior to joining Rainier in 2008, Greg worked in US Trust's Institutional Group, developing new business and wholesaling into the Defined Contribution Investment Only marketplace. He has worked in both institutional and retail asset management sales and client service. Before US Trust, Greg was with Deutsche Asset Management/Scudder Investments as a Vice President and Key Accounts Manager working closely with DCIO/401K Alliances, Insurance Trust relationships, and Sub-advisory clients. Greg earned a Bachelor of Arts in Political Science from Rutgers University.



**Jason Harris, CFA, CAIA**

Consultant, Wealth Management  
Mercer

Jason Harris is a Consultant in Mercer's Investments business. Based in Atlanta, he works with wealth management firms and other financial intermediaries on manager selection, performance evaluation, portfolio structuring and client education. Jason serves

on Mercer's Wealth Management Strategic Research Team where he is responsible for the creation and adaptation of intellectual capital for use by financial intermediaries.

Jason has 8 years of experience in the investment management and consulting industry which includes work with large plan sponsors, foundations and high net worth individuals. Before joining Mercer, Jason worked with private wealth advisors to create and analyze investment and technology programs and strategies designed to meet the needs of high net worth clients.

Jason received his bachelor's degree in economics from the University of Colorado-Boulder. Jason is a CFA Charterholder and CAIA Charterholder and is a member of the CFA Institute and the CFA Society of Atlanta.



**Bud Haslett, CFA, FRM**

Executive Director  
CFA Institute Research Foundation

Bud Haslett, CFA, FRM is Executive Director for the CFA Institute Research Foundation. Previously Haslett served as Head of Risk Management and Derivatives for CFA Institute and as director of option analytics for Miller Tabak + Co., LLC. In addition, he spent two decades on the options trading floor, where he managed portfolios of stocks and options. Haslett previously served as a board member of the New York Society of Security Analysts, Chairman of the Board of Regents for the Financial Analysts Seminar and President of the CFA Society of Philadelphia. He was an active volunteer for CFA Institute, having served in a variety of capacities, including CFA exam grader and member of the Council of Examiners. Mr. Haslett has also taught coursework on options at New York University, Johns Hopkins, and Rutgers. He is the founding chairman of the Derivatives Committee for the New York Society of Security Analysts and served as a member of the Institutional Investor Advisory Committee for the Chicago Board Options Exchange. He has conducted presentations and workshops on options and risk management at more than 55 CFA Institute societies around the globe and served as editor of the book Risk Management: Foundations for a Changing Financial World. Haslett holds graduate degrees from the University of Pennsylvania and Drexel University as well as the Chartered Financial Analyst and the Financial Risk Manager designations.



**Nick Heard, CFA, CAIA**

Manager of Investment Solutions  
City National Rochdale

Nick Heard joined City National Rochdale in 2013 as Manager of Investment Solutions and has 10 years of investment experience. Nick is responsible for overseeing and enhancing the company's open architecture platform, which is designed to offer a comprehensive set of externally managed investment strategies across a wide range of traditional and alternative asset classes. Prior to joining City National Rochdale, Nick was a Senior Investment Analyst at the Glenmede Trust Company, where he focused on researching and recommending long-only and hedge fund strategies.

Nick holds a BBA in Finance from Temple University in Pennsylvania. Additionally, he holds the Chartered Financial Analyst designation and the Chartered Alternative Investments Analysts designation. He is a member of the CFA Institute and the Chartered Alternative Investment Analyst Association.



**Toshi Hirashima**

Head of Research, Hedge Fund  
Tokio Marine Asset Management (USA), Ltd.

Toshihiko Hirashima joined TMA (Tokyo) in June 2010, and as a head of portfolio management of hedge fund, he was responsible for customized hedge fund portfolio investment products for Japanese institutional investors before moving to TMA's NY office in June 2013. Prior to joining TMA, he worked for Citigroup Principal Investment Japan Co., Ltd for about four years, running Japanese equity long-short book by using the firm's proprietary capital, and was also involved in other principal investments such as stressed and distressed loans, real estate hard assets in Japan. Previously, he worked for Fujitsu Pension as a portfolio manager of its \$10 billion corporate pension fund, and The Long-Term Credit Bank of Japan (now Shinsei Bank). He received a B.A. from University of Tokyo, and M.B.A. from M.I.T. Sloan School of Management.





**Dick Hoag**  
 Managing Partner  
 Landmark Global Advisors, LLC

Dick Hoag, Managing Partner, is the Head of Global Distribution. He is responsible for overseeing the business management and marketing of Landmark Globals' North American, European and South African Hedge Fund investment partnerships to institutional investors and consultants. Dick has over 25+ years of investment experience. Prior to joining Landmark Global and its London based predecessor firm, Liontrust International in 2007, he was Co-Head of Institutional Corporate & Endowment/Foundation Sales and Client Service at Merrill Lynch Investment Managers. Mr. Hoag served on the Board of Directors of AIMSE from 1997 to 2005, and was its President from 2004-2005. In 2013 Dick received AIMSE's Richard A. Lothrop Award for Outstanding Achievements in the Institutional Asset Management business.

Dick graduated from Lawrence University and received a B.A. in Economics. In addition he earned Teaching Degrees in both Economics and English.



**Holly Hollub-Verdeyen, CEBS\***  
 Director, Defined Contribution Investments  
 Russell Investments

Holly Verdeyen is responsible for working with Russell's institutional consulting, sales, and client service groups to promote Russell's DC investment services. More specifically, her focus is on default investments – target date collective trusts, custom target date portfolios and Russell Adaptive Retirement Accounts. Holly also shares Russell's perspective on trends in the defined contribution market while offering advice on best practices in institutional plan design. Holly joined Russell in 2013 from UBS Global Asset Management, where she was a DC specialist in the Defined Contribution and Retirement Solutions group, focusing on investment solution support and client relationship management, as well as broad retirement solutions and

guaranteed lifetime income. Holly joined UBS Global Asset Management in 2003 from Blackrock (formerly Barclays Global Investors), where she was in a business development role 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).



**Brian Hooper**  
 Senior Research Analyst  
 Fund Evaluation Group

Brian Hooper is a Senior Research Analyst at Fund Evaluation Group focused on the public equity markets and is responsible for identifying, researching, and monitoring investments across global equities. He has covered global, non-U.S. developed, emerging markets, and U.S. equity strategies for Fund Evaluation Group since joining the firm in 2006. Hooper has published many papers and articles including "What We Heard, What We Observed, and What We Learned in Asia," "Frontier Markets: Who? What? Where?," "China – Progress and Trials of a Centrally Planned Economy," "Emerging Markets: Hype, Hyperbole, or Hyper Growth," and "Understanding 130/30 Funds." He also has contributed to and been quoted in various industry publications. Prior to joining Fund Evaluation Group, he worked as an analyst for C. H. Dean, Inc. in Dayton, Ohio. Hooper is a graduate of the University of Dayton where he received his Bachelor of Science in Finance and Economics.



**David Hyman, CFA**  
 Principal  
 Mercer

David Hyman is a Principal in Mercer's Investments business. He works with a variety of clients, which include corporations, endowments, foundations, and financial intermediaries. David assists his clients in developing and implementing their unique investment strategies to help them meet their long-term goals and objectives. David joined Mercer in 2011 after having worked at Evaluation Associates since 1999. Prior

to joining Evaluation Associates, David worked as an investment research analyst at American Planning Group, a financial planning and asset management firm that serves high-net-worth individuals. David is a frequent speaker at national industry conferences and events, addressing a wide variety of topics.

David received an AB in Communications and Political Science from the University of Michigan and an MBA in Finance from the Leonard N. Stern School of Business at New York University. He holds the Chartered Financial Analyst (CFA) designation and is a member of the CFA Institute and the New York Society of Security Analysts; David also holds the Series 3 license. David serves as an Investment Committee member of the Westport (CT) Public Library.



**Russ Ivinjack**

Senior Partner  
Hewitt EnnisKnupp

Russ, Senior Partner, serves as the primary consultant to a number of the firm's largest retainer clients. Russ also chairs the firm's U.S. Investment Committee. Russ previously led the development of our alternatives investment capabilities

and global equity manager research teams.

Russ's recent activities include:

- Assisted the United State's largest retirement system, a \$400 billion public fund defined contribution plan, complete a comprehensive investment program review, which included evaluating the appropriateness of adding new asset classes/fund types and assisting with a strategic investment operations review.
- Conducted an investment policy/asset allocation review and assisted with multiple investment manager searches for a \$3.0 billion Bermuda-based captive insurance company.

- Assisted multiple billion dollar plus clients conduct searches for U.S. equity, international equity, fixed income, and alternative investment managers, including infrastructure, real estate, private equity and commodities
- Worked with the Central Bank of Chile to review best-practices in securities lending, foreign exchange transactions and custodian services
- Spoken on the topic of alternative investments, performance evaluation and the evolution of the investment consulting industry at industry conferences

Prior to joining the firm in 1994, Russ spent nearly two years in SEI Corporation's performance evaluation area.

Russ holds a B.S. degree in finance from Northern Illinois University and an M.B.A. degree from DePaul University's Kellstadt Graduate School of Business.



**Dale Kindregan\***

Director, Institutional Marketing, Endowments  
& Foundations  
Principal Global Investors

Dale is responsible for building new business relationships in the endowment and foundation channel in the US. She joined the firm in 2012. Prior to her current role, Dale served as Head of Endowment and Foundation Channel for six years at PineBridge Investments (formally called AIG Investments). Prior to this, Dale spent four years at Russell Investment Group in New York as Relationship Manager for Endowments and Foundations, and prior to that several years as VP Endowment and Foundation Sales at US Trust Company in New York and Glenmede Trust Company in Philadelphia.

Out of the twenty-seven years Dale has spent in the investment management field, seventeen years have been devoted exclusively to the E&F sector. She completed the 2-year Graduate Management Program from the University of Pennsylvania's Wharton School and received a bachelor's degree in Psychology



from the College of William and Mary. She is an affiliate member of CFA Institute. She is member of NY Society of Security Analysts, 100 Women in Hedge Funds, and Association of Investment Management Sales Executives (AIMSE).

Dale currently serves as a board member and chairs the annual benefit committee for the Jubilee Center of Hoboken Children's Educational Center. She served 16 years as a board member of the Hepatitis B Foundation and several other non-profit boards.



**Raj Krishnan, CFA**

Executive Vice President & Chief Investment Officer  
Fidelity & Guaranty Life Insurance

Raj is Chief Investment Officer of Fidelity & Guaranty Life. In this role, he is responsible for all aspects of the company's investment portfolio, including the management and oversight of internal and external asset management resources, design and execution of investment strategy, and asset/liability management. As a member of the company's Executive Planning Board, Raj is also involved in the company's strategic and capital planning initiatives. Raj joined the predecessor company, Old Mutual US Life, as Senior Vice President and Chief Investment Officer, and led the restructuring of the company's investment portfolio that culminated in its sale to the Harbinger Group. Prior to Fidelity & Guaranty Life and Old Mutual, Raj spent fourteen years at Wellington Management Company, where he was most recently a fixed income portfolio manager focusing on the management of portfolios for a wide range of insurance clients. Raj is a trustee of the Park School of Baltimore where he serves on the Finance and Investment Committees. A Chartered Financial Analyst, Raj graduated from Harvard College.



**Jeremy Lehrer, CFA, CPWA, CAIA\***

Vice President, Business Development  
Matthews Asia

Jeremy Lehrer joined Matthews International Capital Management, LLC in 2009 and is responsible for business development efforts among independent advisors (RIAs) and family offices. Prior to joining Matthews, Jeremy spent seven years at Charles Schwab, where he worked with Alternative Investments and Managed Accounts. From 1999 to 2002, he was a Research Director at AdvisorTech, where he consulted with Japanese, Korean and German financial advisors. Jeremy began his career analyzing Japanese small-cap stocks and emerging market debt. He received a B.A. in Political Science & Asian Studies from the University of North Carolina at Chapel Hill, and a Masters of Pacific International Affairs in Investments and Japanese Studies from the University of California, San Diego. Jeremy has also spent time studying and working in Japan, and is proficient in Japanese.



**Kara Margolis\***

Institutional Hedge Fund Sales  
Lombard Odier Asset Management

Kara Margolis has spent 13 years in the investment management industry, primarily in hedge fund marketing and investor relations. She joined Lombard Odier Asset Management in June 2013 to develop and manage relationships with U.S. institutional investors and consultants. Prior to joining Lombard Odier, Kara was Director, Marketing & Investor Relations at C12 Capital Management from 2010-2013. She has also held similar roles at Sandell Asset Management, Arden Asset Management, and GM Asset Management. Kara earned a B.S. in Applied Economics & Management from Cornell University.



**Jeff Markarian**

Senior Research Consultant  
NEPC

Jeff is a research consultant in the traditional manager research group where he coordinates research updates, manager searches, and technical projects. He is the lead member of the International Equity Advisory Group, and is also a member of the Emerging

Managers Advisory Committee. Jeff identifies new strategies for potential placements in NEPC's clients' plans.

In addition to his manager research responsibilities, Jeff is a member of the Traditional Research Due Diligence Committee, which meets every other week to review the events of the preceding two weeks as they relate to the investment management community and he evaluates investment strategies for recommendation to clients.

Prior to joining NEPC in the summer of 2002, Jeff was employed by Liberty Mutual Insurance Company as an Analyst in the Corporate Real Estate division.

Jeff received his B.A. from Boston University School of Management in 2001.



**Julie Moore**

Co-head of Global Equity Research  
Rocaton Investment Advisors

Julie Moore, Co-head of Global Equity Research, is a founder and Partner of Rocaton and leads the research effort for non-U.S. developed markets, emerging markets, and currency. Julie joined Rocaton in 2002 after 5 years at Barra RogersCasey where she

served as Director and Head of International Equity Research and was previously part of a client relationship and consulting team. Julie has also served as a Portfolio Manager with Bankers Trust Company. Julie earned an M.B.A. at Amos Tuck School of Business at Dartmouth College and a B.S. in Business Administration at Skidmore College.



**Keith Mote, CFA**

Managing Director  
Pavilion Advisory Group

Mr. Mote leads Pavilion's institutional investment consulting business and is responsible for the consulting and research teams in Chicago and Montreal. He is a member of the firm's Investment Policy and Manager Research committees. He is also a director on

the board of Pavilion Financial Corporation, the parent company. With over 15 years of investment advisory experience, Mr. Mote has advised institutional clients of all sizes and types, specializing in consulting to higher education endowments and not-for-profit foundations. Prior to joining Pavilion, Mr. Mote was a Partner with Mercer Investment Consulting where he served as business leader for the firm's endowment, foundation and health care practices. Mr. Mote also spent more than 10 years with Hammond Associates, one of the largest U.S. investment consulting firms serving endowments and foundations before Mercer acquired it. He was Director of Consulting at Hammond where he was responsible for overseeing the consulting staff and leading business development and client servicing activities. Mr. Mote's professional investment experience prior to Hammond Associates includes serving as a registered representative advising retail investors. He also served as an officer on active duty in the U.S. Army, attaining the rank of Captain. Mr. Mote holds an MBA from the John M. Olin School of Business at Washington University in St. Louis, and a Bachelor of Science degree in Mechanical Engineering from Texas A&M University. He has also earned the Chartered Financial Analyst (CFA) designation, is a member of the CFA Institute as well as the CFA Society of Chicago.







**Ted Mundy, CFA**  
 Managing Director  
 Strategic Investment Group

Mr. Mundy directs Strategic Investment Group's activities in fixed income investments. Prior to joining Strategic, Mr. Mundy was Executive Director, Group Head for Government/Mortgage and Money Market Assets for Van Kampen Mutual Funds, a subsidiary

of Morgan Stanley. He has also served as a Senior Portfolio Manager specializing in investment-grade fixed income portfolios at AMR Investments.

Mr. Mundy holds a B.A. in Economics and Organizational Behavior and Management from Brown University. Mr. Mundy is a member of the CFA Institute and the CFA Society of Washington, D.C. He has completed the Series 65 and 3 securities examinations.



**Julie Neitzel**  
 Partner, Relationship Manager  
 WE Family Offices

Julie Neitzel has worked with wealthy families for more than two decades. Having joined the firm in January 2013, she serves as a partner and relationship manager, working with client families to provide advice and oversight around all of their financial needs. She

has an extensive background in the family office arena and in family wealth enterprise management.

Prior to her role at WE Family Offices, she served as president of the Miami family office at GenSpring Family Offices. During her more than 10-year career at the firm, she was intricately involved in the firm's growth and expansion efforts as the head of the business development team.

For more than 25 years Julie has worked extensively with entrepreneurs and wealthy families in areas including the acquisition and financing of closely-held businesses, real estate portfolio acquisition and management, investment capital management, estate planning, beneficiary mentoring and education, in addition to other aspects of multi-generational planning. Her professional passion lies in helping families solve complex wealth issues.

Julie earned her MBA in Finance from American Graduate School of International Management (Thunderbird), and her Bachelor of Arts degree in International Studies from Bradley University, graduating magna cum laude. She has held many leadership roles at not-for-profit organizations supporting education, the arts and public service areas. She has been a guest lecturer and speaker on topics including women & investing, entrepreneurship, private equity investing, real estate investing and wealth challenges.



**Brendan O'Sullivan-Hale, CFA**  
 Senior Investment Strategist  
 Oxford Financial Group, Ltd.

Brendan O'Sullivan-Hale is a Senior Investment Strategist and a member of Oxford Financial Group, Ltd.'s Oxford Investment Fellows. He is responsible for investment manager evaluation, asset allocation modeling, and portfolio construction. His manager research focuses on fixed income, currency strategies, and emerging markets equities. Brendan serves as chairman of the Trust Investment Policy and Strategy Committee, where he is intimately involved in applying Oxford's investment ideas directly to client portfolios. He is also a shareholder and co-chair of Oxford's Technology Committee.

Brendan works directly with clients with special situations to develop customized solutions designed to meet long-term investment goals. He has developed particular expertise in helping defined-benefit pension plans adopt changes necessary for compliance with a changing regulatory environment.

Brendan joined Oxford in 2001, following several years of experience as a project manager in the telecommunications industry. He received his Bachelor's degree in Linguistics and East Asian Languages from Indiana University and a Master's degree in Finance from the Indiana University Kelley School of Business. He earned his Chartered Financial Analyst (CFA) charter in 2007.

Brendan is a member of the CFA Society of Indianapolis.





**J. Daniel Parker**

Investment Officer  
The Leona M. and Harry B. Helmsley Charitable Trust

Dan Parker is an Investment Officer at the Helmsley Charitable Trust. He is responsible for strategy development, general research, manager research and portfolio construction in the Alternatives and Inflation-sensitive segments of the Trust’s invest-

ment program.

Prior to joining the Trust, Mr. Parker was a Vice President in Private Equity at BlackRock where he supported commingled funds and separate accounts with an aggregate value of more than \$8 billion. Before that, he was an Investment Banking Associate at Citigroup where he closed more than \$20 billion worth of transactions across the capital structure, including debt, equity and M&A. Mr. Parker began his career serving as an officer in the United States Marine Corps, where he commanded infantry and reconnaissance units.

Mr. Parker received an MBA from the College of William and Mary and a BA from Tulane University. He also serves on the Board of Directors for the Marine Corps - Law Enforcement Foundation, which provides scholarships to the surviving children of Marines and Federal law enforcement personnel killed in the line of duty.



**Andrew Parks, CFA**

Director, Investments  
Alliant Techsystems, Inc. (ATK)

Mr. Parks is responsible for the investment management of ATK’s defined benefit and defined contribution plans, which total ~\$4.4 billion. Prior to joining ATK in 2007, Mr. Parks worked at RBC Capital Markets (formerly RBC Dain Rauscher) in Minneapolis as an analyst

and team leader in the margin trading group.

Mr. Parks holds a B.S. in Economics and Finance from the University of Minnesota and an M.B.A. with a concentration in Analytic Finance from the University of Chicago Booth School of Business. He is also a CFA charterholder.



**John Patin**

Senior Vice President, Investments  
Allied World Assurance Company

John Patin serves as Senior Vice President of Investments with AWAC Services Company, a subsidiary of Allied World Assurance Company Holdings, AG. He is responsible for the oversight of Allied World’s investment portfolio, including monitoring investment

strategy, trading activity and performance results among the company’s investment advisors, and play’s a key role in the company’s tactical asset allocation process. Prior to joining AWAC, John was Vice President of Investments at Alterra Capital, a Bermuda based Insurance company, responsible for oversight and management of the firm’s investment operations. Previous to joining Alterra, John was a founding member of Alstra Capital Management, a Hedge Fund of Funds, and served as Director of Research. Alstra Capital was a spin-out of Moore Capital Management, a New York based, global macro hedge fund that John joined in 2001. John graduated with a B.S. in Economics and International Relations from the University of Wisconsin-Madison.



**Robert Pino, CFA\***

Managing Director  
Everest Capital LLC

Rob Pino has over 20 years of experience in global investment management. He is a Managing Director at Everest Capital LLC, an investment adviser with over \$2 billion in long only and hedged strategies. Prior to joining Everest Capital, Mr. Pino was

a Senior Analyst at Commonfund, structuring emerging market and international focused funds of funds. Previously, he was an Associate at Ardsley Partners, focusing primarily on their emerging market hedge funds. While at Sanford C. Bernstein, Mr. Pino worked on their International Equity Fund. Mr. Pino began his career as a money market trader at Daiwa Bank & Trust. He received a B.S. in Finance and a minor in Accounting from Saint Joseph’s University. Mr. Pino is a Chartered Financial Analyst and is conversational in Spanish.





**John Pomeroy Jr., CFA**  
 Chief Investment Officer  
 The Pennsylvania State University

John became the Chief Investment Officer in the Office of Investment Management at Penn State University on July 1, 2001. During John's 12.5-year tenure, the Penn State Endowment has grown to \$3.2 billion and increased its allocations to both hedge funds and private equity.

Prior to joining the University, John was Portfolio and Product Manager for Trinity Investment Management Corporation since 1989. Before that, he was Vice President and Trust Investment Officer for Mellon Bank in Central Pennsylvania. John has 41 years of experience in the investment industry and is a Chartered Financial Analyst (CFA). He holds a B.S. in Industrial Psychology from Bowling Green State University and an M.A. in Urban Economics from the University of Akron.



**William Pusey, Jr., JD**  
 Senior Wealth Advisor & Portfolio Manager  
 Keel Point Advisors, LLC

With extensive family office and investment expertise, Biff works with multi-generational affluent families and institutions to manage investment portfolios and to advise on and resolve governance, operating company, estate, tax and other complex issues. He is a member of the Keel Point Family Office and Investment teams and works closely with clients to develop investment strategies which promote their unique mission, vision, values, and goals. Biff splits time between Tysons Corner and Richmond, Virginia.

Prior to joining Keel Point in July 2013, Biff spent a decade at JoycePayne Partners in Richmond where he led the family office practice and oversaw non-traditional investments. Before that, he managed a family investment and consulting company, was Senior Vice President for Financial and Risk Management Services at a petrochemical industry technology firm, and was General Counsel and Corporate Development

Strategist for two Internet companies, one publicly traded and the other private. He is a member of the Institute for Private Investors as well as the Virginia and South Carolina State Bars. He completed the professional program in private wealth management at the University of Pennsylvania's Wharton School, and is a graduate of Duke University, the Stern School of Business at New York University, and the University of Virginia School of Law. Biff and his family live in horse country outside of Richmond.



**Donald Raymond**  
 Managing Partner and Chief Investment Officer  
 Alignvest Management Corporation

Don joined Alignvest on April 1, 2014 as their Chief Investment Officer.

Prior to joining Alignvest, Don was Chief Investment Strategist for the \$200+ bn CPP Investment Board (CPPIB) where he devoted the last 12½ years of his career to helping build the CPPIB into a leading global investment organization. Mr. Raymond was the first employee in the CPPIB's Public Market Investments department, where he oversaw the growth of CPPIB's public markets investment portfolio from \$11 billion in passively managed funds to almost \$100 billion in funds actively managed by more than 130 employees across five distinct active investment strategies. In his most recent role as Chief Investment Strategist, Don served as Chairman of the CPPIB's Investment Planning Committee, which was responsible for overseeing the portfolio design and management of one of the fastest-growing pools of capital in the world and led the Total Portfolio Management department. He was also the principal architect of CPPIB's innovative Total Portfolio Approach, and was instrumental in the development of the United Nations' Principles of Responsible Investing (UNPRI), as well as their adoption by CPPIB in 2005.

Prior to joining the CPPIB in 2001, Don worked for Goldman Sachs for seven years. He joined their Toronto office as a fixed-income strategist before moving to the Quantitative Strategies group in New York with responsibility for global equity and fixed-income portfolios. He began his investment career as a research analyst in the fixed-income derivatives department of Burns Fry, a predecessor of BMO Capital Markets.

Prior to developing an interest in finance, Don worked for Schlumberger in China and trained as a pilot in the Canadian military. He holds a PhD in engineering from Queen's University and a CFA charter. In his free time, Don is a Trustee of Queen's University, Vice-chair of the Board and Chair of its Investment Committee. He is an Adjunct Professor of Finance and past Chair of the International Centre for Pension Management, both at the University of Toronto's Rotman School of Management.



### **Tim Reimer**

Chief Investment Officer- Hedge Fund Investments  
Aviva Investors

Mr. Timothy Reimer is the Chief Investment Officer, Hedge Fund Investments at Aviva Investors Americas, a global asset management business. He has over 32 years of investment management experience, including roles as Head of Fixed Income and Chief

Investment Officer of past employers. He has been overseeing hedge fund investing at Aviva Investors and its predecessor firms since 1995. Mr. Reimer and his staff manage almost \$2 billion in hedge fund exposure spread across over 50 funds.

Mr. Reimer began his career with a small insurance company, AmVestors, in Topeka, Kansas where he held various positions including Chief Investment Officer. During his tenure with the company, AmVestors successfully grew from \$300 million to \$3.5 billion in assets and was then acquired by AmerUS. While at AmerUS he was initially responsible for fixed income investments and later alternative strategies. At Aviva, he has held various leadership roles overseeing Aviva USA's investments in private equity, hedge fund and leading a team focused on alternative sources of funding for the insurance company.

Mr. Reimer graduated from Valparaiso University with a Bachelor of Arts degree in Philosophy and received a Masters in Business Administration from the London Business School.



### **Shannon Saccocia, CFA, CIMA**

Managing Director of Manager Search & Selection, Principal  
Banyan Partners, LLC

Shannon Saccocia leads Banyan Partners' external manager search and selection effort, which focuses on identifying managers and strategies best suited to meet the goals and objectives of the firm's clients. In addition to her efforts in manager evaluation, Ms. Saccocia works closely with the firm's Client Advisors to design and build portfolios as a part of each client's wealth management solutions. Shannon is also a member of Banyan's Investment Committee.

Shannon was the Director of Manager Search and Selection for Silver Bridge Advisors, which was acquired by Banyan in 2013. Prior to joining Silver Bridge, Ms. Saccocia worked at State Street Corporation, providing performance and attribution analysis for institutional investors.

Shannon earned a BA in Economics and History from Brandeis University. She holds the Chartered Financial Analyst designation and is a Certified Investment Management Analyst® professional. She is a member of the Boston Security Analysts Society, the CFA Institute and the Investment Management Consultants Association.



### **Steve Sexeny**

Senior Vice President  
Cornerstone Capital Management Holdings

Steve joined Cornerstone Capital Management Holdings LLC (including predecessor entities) in 2006 and is responsible for overseeing marketing the company's investment capabilities globally to plan sponsors, hedge fund of funds, and consultants. Previously, he held senior level marketing and client service positions with Franklin Portfolio Associates, a subsidiary of Mellon Financial, RhumbLine Advisers and Boston Global Advisors, a global securities lending firm that he co-founded. He started his career at State Street Bank & Trust Co. and spent ten years in various custody and securities lending management positions. Steve earned his Bachelor of Science degree in Business Management from Hartwick College in 1984. He also holds the Series 7, 24 and 63 licenses.





**Toza Siriski, CAIA, FRM**

Manager, Pension Investments  
Royal Bank of Canada

Toza Siriski is the Manager, Pension Investments for Royal Bank of Canada. His responsibilities include setting asset mix policies, investment management oversight and risk management for the various Defined Benefit and Defined Contribution plans maintained by Royal Bank of Canada in North America and Europe. Mr. Siriski has over 15 years of investment experience in the pension industry. Prior to joining the Royal Bank of Canada, he worked at a major investment consulting firm. Mr. Siriski holds a Business Administration from Trent University and is a Financial Risk Manager from the Global Association of Risk Professionals and a Chartered Alternative Investment Analyst from the CAIA Association.



**Scott Stewart, CFA**

Visiting Professor  
Parker Center for Investment Research  
S. C. Johnson Graduate School of Management  
Cornell University

Scott D. Stewart, CFA, is currently a visiting professor at the Parker Center for Investment Research, S. C. Johnson Graduate School of Management, Cornell University. He is also a member of the executive committee of the board of directors of the Boston Security Analysts Society. Between 2002 and 2012, he was a research associate professor in the finance department at the Boston University School of Management and the faculty director of the Master of Science in Investment Management program. Dr. Stewart joined Boston University after a career in portfolio management that included active global equity, fixed-income, and asset allocation investing in mutual fund, separate account, and commingled pool formats. He has broad experience in both being selected as an investment manager and selecting managers to help implement his strategies. His investment career included 14 years at Fidelity Investments, where he was founder and equity group leader of the \$45 billion Struc-

ture Investments Group. He managed the Fidelity Fifty Fund, Fidelity Select Equity Portfolios, Fidelity Funds America, and the Perpetual America Fund and co-managed the Fidelity Freedom Funds, earning recognition for superior investment performance from Micropal, the Wall Street Journal, and Barron's. He introduced Fidelity's indexed equity mutual funds in 1988 and managed the first issue during its inception year. Dr. Stewart was also senior adviser to equity research at Fidelity and a portfolio manager at State Street Bank Asset Management Division (now State Street Global Advisors), where he managed both active and indexed fixed-income assets, active tactical asset allocation portfolios, derivative strategies, and indexed equities. His research interests include portfolio management techniques, the behavior of institutional investors, equity valuation, the use of technology in finance, and management education. He speaks at both academic and practitioner conferences, has published articles in the Financial Analysts Journal, the Journal of Portfolio Management, and the Financial Review, and has served as an ad hoc reviewer for each of these publications. He is associate editor of the Journal of Risk Finance, coauthor of Running Money: Professional Portfolio Management (McGraw-Hill, 2011) and author of Management Selection (CFA Research Foundation, 2013). Dr. Stewart actively manages money, consults, and teaches investment research and portfolio management. He earned an MBA and a PhD in finance at Cornell University.



**Matthew Stroud, CFA**

Head of Investment Strategy, Americas  
Towers Watson

Matt is Towers Watson Investment Service's Head of Strategy and Portfolio Construction. He is also a member of the firm's Global Investment Committee, which sets all of the firm's views on the economy and the markets.

Matt has 21 years of capital markets and investment advisory experience. Prior to joining Towers Watson in 2003, Matt was an asset consultant at Towers Perrin for six years. He was responsible for helping clients to meet their goals and objectives with

regard to asset allocation, asset class structure and investment manager selection, oversight, and performance evaluation. Prior to this, Matt developed and assessed the NASD's first formal action against a NASDAQ market maker for trading ahead of customer limit orders (see: United States vs. Gruntal, 1996). Prior to this, Matt was a Financial Consultant at Merrill Lynch & Co.

Matt received an M.B.A. from New York University's Stern School of Business, with concentrations in finance and statistics/operations research; a B.A. (cum laude) in Economics from New York University; and was awarded the William R. Salomon Scholarship from Salomon Bros. as well as the New York University Trustee Scholarship. Matt is a Chartered Financial Analyst (CFA) Charterholder and a member of the New York Society of Security Analysts.



**Mike Swinney, CFA**

Vice President, Fund Sponsor Consulting  
Callan Associates

Mike Swinney, CFA, is a Vice President in Callan's Atlanta Fund Sponsor Consulting office. Mike works with a variety of fund sponsor clients including corporate and public defined benefit plans, corporate defined contribution plans, endowments and foundations. His responsibilities include performance evaluation, strategic planning and implementation, investment manager review, and the coordination of special client proposals and requests. Mike is a member of Callan's Manager Search Committee and Callan's Defined Contribution Committee.

Prior to joining Callan, Mike was an investment consultant in the Atlanta office of Hewitt EnnisKnupp, serving corporate defined benefit, defined contribution and other institutional clients. He was responsible for all aspects of the client relationship, including asset allocation and investment policy development, investment manager research and selection, and performance evaluation. His background also includes a stint at the Federal Home Loan Bank of Atlanta.



**Miriam Tai\***

Global Head of Consultant Relations  
Itaú USA Asset Management Inc.

Miriam is currently the Global Head of Consultant Relations at Itaú Asset Management, \$160 billion Brazilian manager specializing in Latin American investments. Prior to Itaú, she was Head of US Consultant Relations at Man Investments, a \$50+ billion London-based hedge fund manager. Prior to that, she was Director of Consultant Relations at BlackRock. Before her asset management days, she spent time in structured finance as well as management consulting. Miriam has a MBA from the Haas School of Business, UC Berkeley, and an AB in Political Science from the University of Chicago. She holds both the CFA and CAIA designations. She's a native from Hong Kong, fluent in Cantonese and passable in French and Portuguese. Miriam spends her free time teaching Pilates, flying on the trapeze, and traveling in search of good food and good wine.



**TJ Theodorsen, CFA**

Senior Vice President, Alternative Investments Portfolio Manager  
AXIS Capital

TJ has been evaluating and investing in hedge funds for over a decade. Currently he is a Senior Vice President and Alternative Investments Portfolio Manager with AXIS Capital, a publicly traded re-insurance company. He is responsible for Hedge Funds, Fund-of-Funds, Long Equity and Direct Lending. Currently the alternative and equity portfolios at AXIS are \$1.4 billion in AUM. Previously TJ was with Merrill Lynch where he managed proprietary Merrill Lynch assets which were invested in hedge funds and was also the Portfolio Manager of the Merrill Lynch Global Equity Long Short FOHF. Before Merrill, he was with K2 Advisors as an Equity Long Short Analyst. He began his asset management career with Morgan Stanley Institutional Asset Management. He is a CFA Charter holder and has an MBA and BS from Carnegie Mellon.





**Robert Thompson**

Fixed Income Portfolio Manager  
UPS Investments

Robert Thompson is the Fixed Income Portfolio Manager of the UPS Group Trust; a \$27 billion Trust containing defined benefit assets for various employee constituencies at UPS. In this role, Robert has responsibility for the plan's Fixed Income investments.

Robert's role includes fixed income strategy, asset allocation decisions, manager selection, due diligence, and performance monitoring. He joined UPS in July 2011 and was previously a Portfolio Manager within ING Investment Management for five years. He has eleven years of investment experience and holds an MBA from Wake Forest University and a Bachelor of Science in Management from Georgia Tech.



**Jim Treanor**

Principal, Head of Research  
Slocum

Jim is a Principal of Slocum and leads our research team across all asset classes. Jim joined Slocum in 2011 as Director of Capital Markets Research for Hedge Fund Strategies. Previously, Jim spent 11 years with the Florida State Board of Administration (FSBA),

where he led the establishment of the FSBA's \$10 billion Private Equity portfolio. An outgrowth of this effort was an assignment to create and manage an opportunistic Strategic Investment Portfolio of over \$5 billion, comprised of hedge funds, opportunistic debt, infrastructure and other alternative investments. He also contributed to the strategic direction of the entire program's investments and its annual investment plan.

Prior to the FSBA, Jim was a Regional Director of Airport Affairs and Manager of Financial Planning and Analysis for Northwest Airlines. Jim was selected as a 2010 Rising Star of Hedge Funds by Institutional Investor magazine. He holds a B.A. in Computer Science from Boston College, and an M.B.A. from the Fuqua School of Business at Duke University.



**Ron Virtue**

Manager, Investments  
JM Family Enterprises, Inc.

Ron Virtue has a B.S. from the University of Michigan in Actuarial Math and Statistics and an MBA from the University of Chicago Booth School of Business in Finance, Accounting, and Economics. He is currently Manager of Investments for JM Family

Enterprises, where he has worked since 2004, with responsibility for allocation and manager selection in the following portfolios totaling over \$3 billion AUM: Insurance, Profit Sharing, Pension, 401k, Non-Qualified Investments, Long-Term Corporate Investments(LTIC), and Medium Term Corporate Investments. Ron has spoken at spoken at conferences regarding trends in the defined contribution space for Institutional Investor and BNY Mellon, hosted a Plan Sponsor Web Cast on alternative investments in DC plans, and has been published in papers by Clear Path Analysis on various investment topics. Ron has also been nominated as a representative for JM Family's Plan for an Industry Innovation Award by aiCIO and Investor Intelligence Award from Institutional Investor.

JM Family Enterprises, Inc. is a diversified automotive corporation whose principal businesses focus on vehicle distribution and processing; finance and warranty services; insurance activities; retail sales; and marketing and consulting. Prior to 2004, Ron held several roles at Sidley Austin LLP and was instrumental in the merger with Brown & Wood.





**Anthony Waskiewicz, Jr., CFA**

Vice President of Treasury & Chief Investment Officer  
Mercy Health

Tony currently serves as Vice President of Treasury/CIO for Mercy Health in St. Louis, MO. Tony manages Mercy's Treasury Department and oversees the health system's investment fund and pension plan. In his capacity as CIO, Tony is responsible for

establishing asset allocation, conducting manager search & selection and devising investment solutions using traditional and alternative investment products ranging from separate accounts, mutual funds & ETF's, closed-end funds, hedge funds, private equity funds, real estate funds and commodities.

Tony has over 23 years of investment experience mostly serving as an investment consultant and CIO for large, institutional clients including endowments, foundations, state and corporate pension plans, insurance funds, and commingled portfolios (multi-asset class L.P.s and LLC's).

Tony is a member of the CFA Institute and the St. Louis Society of Investment Analysts and is a frequent speaker and panelist at investment conferences. He received Institutional Investor's "Rising Star of Hedge Funds" designation in 2012.

Tony serves on the Board of Trustees, Finance Committee and Investment Committee (chair) of Oak Hill/Villa Duchesne School where his daughters attend. He is an adjunct professor at Webster University (St. Louis).

Tony received his BA from Washington & Lee University (Lexington, VA) and his MBA from the Sellinger School of Business, Loyola College (Baltimore, MD).



**Ron White**

World Memory Expert & Sales Trainer

Ron White is without question the nation's #1 Memory Expert and is one of the top in the world. He is a two time national memory champion winning the USA Memory Championship in 2009 and 2010. He held the record for the fastest to memorize a deck of shuffled cards in only 1 minute and 27 seconds for two years.

He has memorized the names of 200 people in 15 minutes even more times than he can remember. Audiences have long marveled at his ability to memorize a 60 digit number in less than 90 seconds or memorize a deck of shuffled cards in a flash. Every audience Ron shares his talk with leaves laughing, amazed and empowered that they can do the same thing!

Ron's desire is not that you see him as the person with the best trained memory but that he teaches YOU to have the best trained memory!

Ron has given his talk all over the world in countries including Singapore, Spain, Australia, Thailand, Malaysia, Canada, The Bahamas, Puerto Rico, Belgium and even Nebraska. He has appeared on Good Morning America, Martha Stewart Show, FOX and Friends, the CBS Evening News, CBS Early Show, FOX, NBC and newspapers across the country from the New York post to the Dallas Morning News. This year, Ron appeared on the History Channel show, Stan Lee's Super Humans, as the memory guy. He has been the guest on over 200 radio programs and is the author of over a dozen CD albums and books. In every talk Ron shares that he is no different from anyone and everyone can learn how to improve their memory.

Ron joined the US Navy as a reservist after September 11th and completed a tour in Afghanistan during 2007.





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lchase@iiforums.com  
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### Standard & Poor's Money Market Directories

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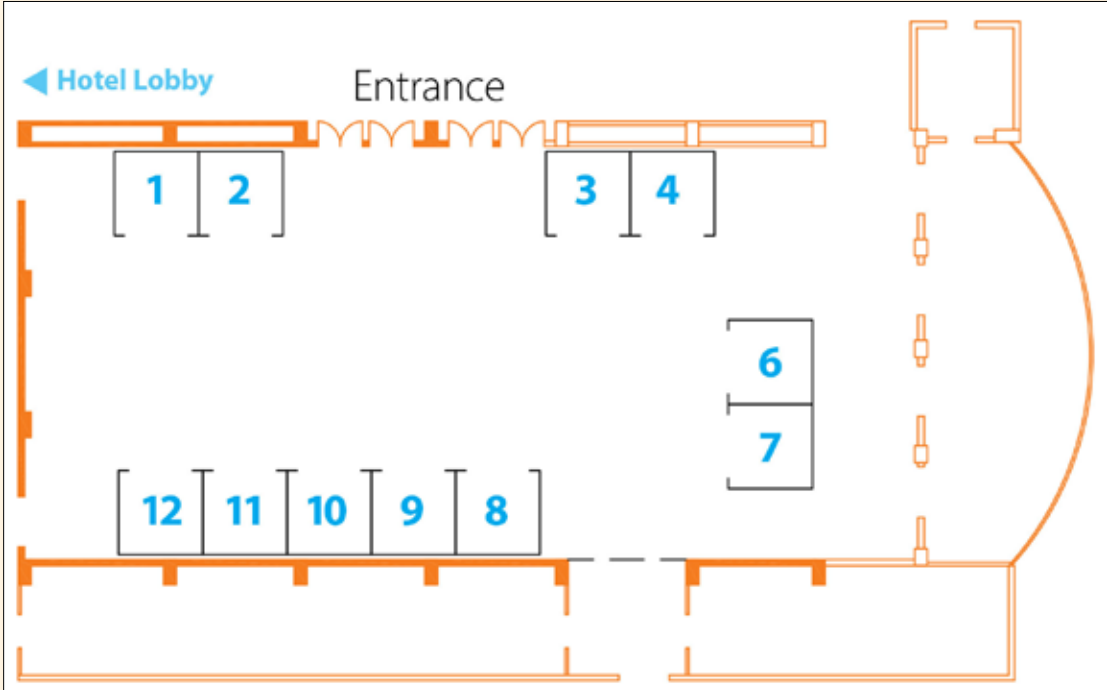
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Style Research has offices in London, Boston, Montreal and Sydney.

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Camino Hall

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4	Financial Investment News
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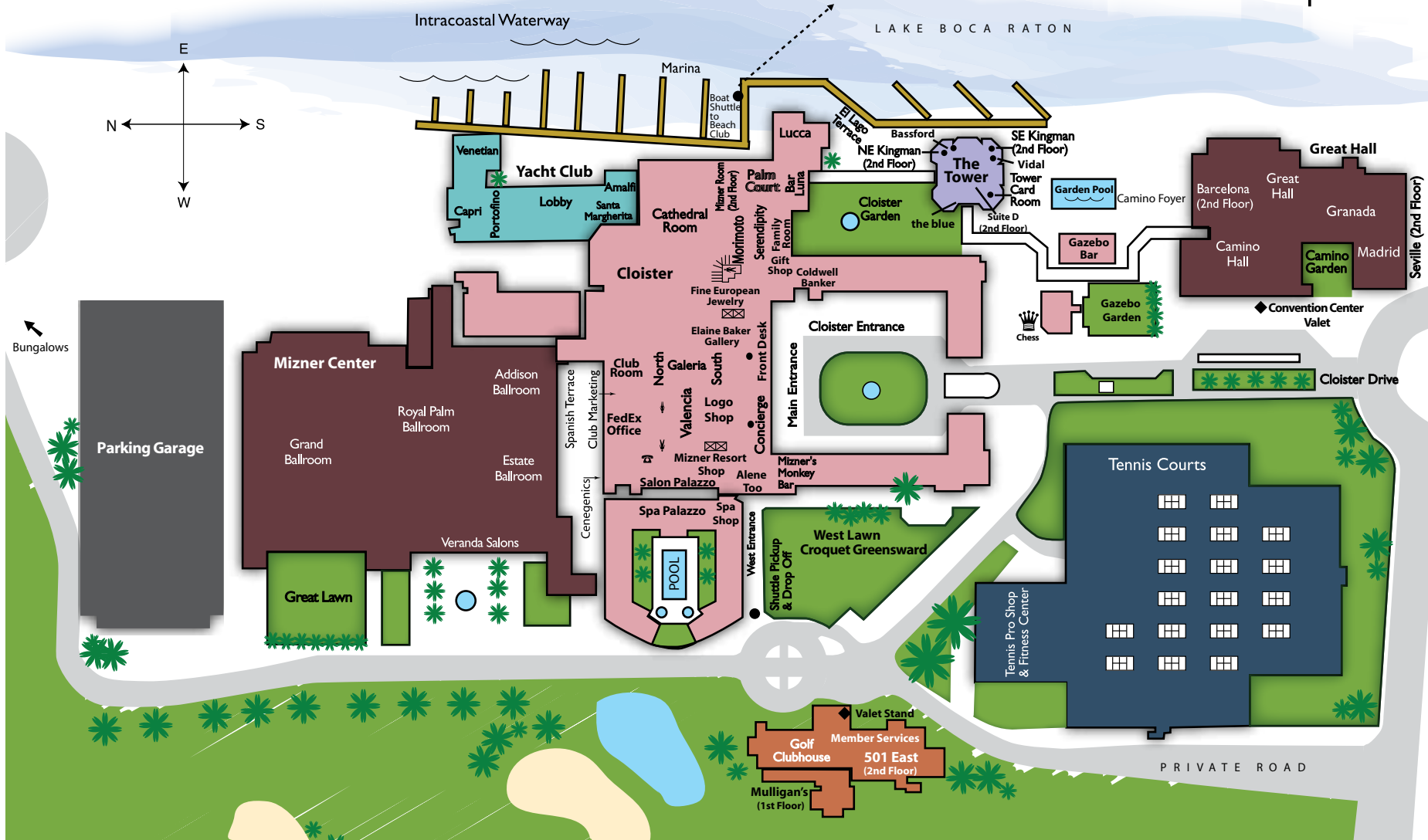


# Conference Floor Plan





# Resort Map



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