

AIMSE



38TH

ANNUAL MARKETING
& SALES CONFERENCE

April 26–28, 2015

Arizona Biltmore Resort & Spa
Phoenix, Arizona

Conference Program



SHIFT



HAPPENS

Learn. Adapt. Succeed.

CE Qualified
Activity



CFA Institute

As a participant in the CFA Institute Approved-Provider Program, AIMSE has determined that this program qualifies for 9 credit hour(s). If you are a CFA Institute member, credit for your participation in this program will be automatically recorded in your CE tracking tool.

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AIMSE MOBILE APP POWERED BY CROWDCOMPASS

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

**Available for download
on the App Store or Google Play**



Learn. Adapt. Succeed.

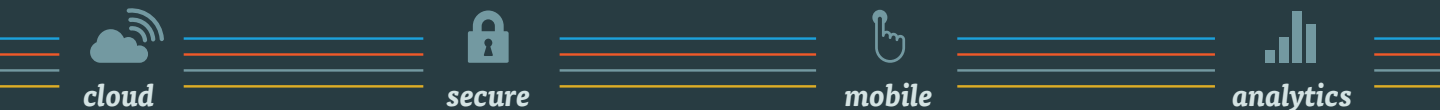
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“Nothing is permanent but change.”

– Heraclitus

AIMSE Members:

Thank you for attending AIMSE’s 38th Annual Marketing and Sales Conference. We are excited to have your participation along with leading asset allocators and peers from the investment management industry.

For 2015 we have chosen Shift Happens—Learn. Adapt. Succeed. as our conference theme. Our program has been specifically designed to address the ever-changing landscape of institutional investing and how you can put your firm on a collision course with future success.

The conference speakers and panelists include some of the industry’s brightest and most innovative asset allocators who will detail their current objectives, as well as their future anticipated needs. Here are some conference highlights:

- You will hear from two of the most preeminent global consulting firms, Mercer and RVK, who will present firm updates and outline areas of future growth.
- Day two will provide an AIMSE staple, the ever popular Consultant Roundtables. The roundtables allow up-close and direct access to leading national and regional consulting firms.
- Our separate Plan Sponsor panel will be a free and open exchange of ideas and concepts from the actual decision makers of leading institutions.
- And, our breakout sessions will not only be relevant and on point, but will provide you with new insights and opportunities for future success.

The AIMSE conference also allows ample time to enjoy interacting with your peers, the finest investment management sales executives in the industry. We are confident that the relationships, knowledge sharing, and networking that result will buoy your sales efforts for years to come.

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

This year’s conference committee has worked hard to make this year’s event the very best ever. If you are interested in becoming more involved in AIMSE, please seek out someone from the conference committee or the AIMSE Board of Directors.

Sincerely,

Christopher J. Paoella

Conference Chair
Liquid Strategies, LLC

Michael Gillis

Conference Co-Chair
Greystone Managed Investments, Inc.



BOARD OF DIRECTORS 2014–2015

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Mr. Scott J. Kearney

6/1/09–5/31/16

President
Senior Vice President, Head of Institutional
Sales, Retirement Solutions
Delaware Investments
2005 Market Street
Philadelphia, PA 19103
Work: (215) 255–8782
scott.kearney@delinvest.com

Mr. P. Mackenzie Hurd, CFA

6/1/12–5/31/17

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

Mr. Christopher D. Rae

6/1/10–5/31/16

Treasurer
Managing Director,
Head of Business Development
Sorin Capital Management, LLC
400 Atlantic Street
Stamford, CT 06901
Work: (203) 274–9301
chris.rae@sorincapital.com

Mr. Christopher Newman, CFA

6/1/07–5/31/15

Emeritus President
Vice President, Institutional Sales
T. Rowe Price – Global Investment Services
100 E. Pratt Street, 5th Fl
Baltimore, MD 21202
Work: (410) 345–2207
chris_newman@troweprice.com

Ms. Alejandra Arguello

6/1/13–5/31/16

Marketing and Investor Relations
Caspian Capital LP
767 Fifth Avenue, 45th Fl
New York, NY 10153
Work: (212) 826–7537
Alejandra@caspianlp.com

Ms. Heather Conforto Beatty

6/1/14–6/1/17

Senior Vice President
Trust Company of the West
865 South Figueroa Street, Ste 1800
Los Angeles, CA 90017
Work: (213) 244-0287
heather.beatty@tcw.com

Mr. Matthew J. Crowe

6/1/11–5/31/17

Director, 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, CFA

6/1/12–5/31/15

Managing Director
AQR Capital Management, LLC
Two Greenwich Plaza, 3rd Fl
Greenwich, CT 06830
Work: (203) 742–3836
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
605 3rd Avenue, 35th Fl
New York, NY 10158
Work: (212) 476–5366
jacqueline.desanctis@nb.com

Mr. Paul D. Foster, CFA

6/1/11–5/31/17

Head of Consultant Relations
The London Company
1801 Bayberry Court, Ste 301
Richmond, VA 23226
Work: (804) 775–0317
pfoster@tlcadvisory.com

Mr. David Gallagher

6/1/13–5/31/16

Vice President, New Business Development
Granahan Investment Management
404 Wyman Street, Ste. 460
Waltham, MA 02451
Work: (781) 890–4412
dgallagher@granahan.com

Mr. Michael R. Gillis

6/1/14–6/1/17

Senior Vice President, Business Development
Greystone Managed Investments, Inc.
Canada Trust Tower, BCE Place
161 Bay Street, Ste 4530
Toronto, ON M5J 2S1
CANADA
Work: (416) 309–2190
michael.gillis@greystone.ca

Mr. Timothy P. Hill

6/1/13–5/31/16

Cell: (917) 428–2977
Timhill92@yahoo.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

6/1/13–5/31/16

Managing Partner
Liquid Strategies, LLC
6 Concourse Parkway, Ste 3300
Atlanta, GA 30328
Work: (770) 350–8709
cpaoella@lsfunds.com

Ms. Carolyn Patton, CFA

6/1/11–5/31/17

Managing Director & Head of
Consultant Relations, Americas
Deutsche Asset & Wealth Management
345 Park Ave., Floor 25
New York, NY 10154
Work: (212) 454–2218
carolyn.patton@db.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

Ms. Christine Sasse, CFA

6/1/14–5/31/17

Director, Consultant Relations
Epoch Investment Partners, Inc
399 Park Avenue, 31st FL
New York, NY 10022
Work: (646) 676–40282
csasse@eipny.com

Mr. Kurt Terrien

6/1/14–5/31/17

Director of Institutional Business
Clarkston Capital Partners
91 West Long Lake Rd
Bloomfield Hills, MI 48304
Work: (248) 723–8000
kpt@clarkstoncapital.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, CFA

6/1/11–5/31/17

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@aberndeen-asset.com

COMMITTEE CHAIRS

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Alternatives Committee

Christopher Rae

Chair
Sorin Capital Management, LLC

Alejandra Argüello

Co-Chair
Caspian Capital LP

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David Gallagher

Chair
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Christine Sasse, CFA

Co-Chair
Epoch Investment Partners, Inc.

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Co-Chair
Deutsche Asset & Wealth Management

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Matthew Crowe

Chair
Proprietary Capital, LLC

Christopher Paoella

Co-Chair
Liquid Strategies, LLC

REGIONAL EVENT CHAPTER CONTACTS

Atlanta

Glenn Weiner

glenn.weiner@guggenheimpartners.com

Baltimore

Andy Schneider

andy.schneider@campbell.com

Boston

Gregory Weissman

gregory_weissman@putnam.com

California

Heather Conforto Beatty

heather.beatty@tcw.com

Chicago

John Mirante

john.mirante@bmo.com

Connecticut

Kathy Kohler

km.kohler@verizon.net

Denver

Kristin Fenik

kfenik@ap-am.com

New York

Alejandra Argüello

alejandra@caspianlp.com

Philadelphia

Scott Kearney

scott.kearney@delinvest.com

St. Louis

Gus Catsavis

gcatsavis@pinnacle-lp.com

Toronto

Jay Wiltshire

jay.wiltshire@greystone.ca



FEATURED SPEAKER HIGHLIGHTS

SUNDAY, APRIL 26



6:30–9:30 PM

Welcome & Exhibitor Reception

Featuring the Magic of Bill Malone

MONDAY, APRIL 27



8:15–9:15 AM

Keynote Address by Professor Peter Ricchiuti

Tulane University's Freeman School of Business



9:45–10:45 AM

Featured Consultant: Mercer

Troy Saharic, Senior Partner

TUESDAY, APRIL 28



8:15–9:15 AM

Keynote Address by Alison Levine

On the Edge: The Art of High-Impact Leadership



9:30–10:15 AM

Featured Consultant: RVK, Inc.

Rebecca Gratsinger, CFA

Chief Executive Officer & Senior Consultant, Principal



12:45–1:45 PM

Lunch with Guest Speaker Heath Wilson

Co-Founder, eVestment

Staying Ahead of the Curve: How consultants and cutting edge managers are using big data and enhanced market intelligence to differentiate strategies.

SCHEDULE AT A GLANCE

SUNDAY, APRIL 26

7:00–8:00 am	Golf Tournament Registration & Breakfast Aztec Room
8:00 am–12:00 pm	Golf Tournament Arizona Biltmore Golf Club, LINKS Course
10:00–11:30 am	Golf Clinic Arizona Biltmore Golf Club
12:00–1:30 pm	Luncheon for Golf Tournament/Clinic Participants Aztec Room
2:30–5:30 pm	Boot Camp Sedona Room
4:00–8:00 pm	Conference Registration Conference Center Main Foyer
6:00–6:30 pm	Newcomer & Mentor Reception Aztec Room
6:30–9:30 pm	Welcome & Exhibitor Reception Gold Room Featuring the Magic of Bill Malone

MONDAY, APRIL 27

7:00 am–4:00 pm	Conference Registration Conference Center Main Foyer
7:00–8:00 am	Breakfast with Exhibitors Gold Room
8:00–8:15 am	AIMSE Presidential Welcome Mesa/Flagstaff Rooms
8:15–9:15 am	Keynote Address by Professor Peter Ricchiuti Tulane University's Freeman School of Business Mesa/Flagstaff Rooms
9:15–9:35 am	Refreshment Break with Exhibitors Gold Room
9:35–9:45 am	A Word from our Partners Mesa/Flagstaff Rooms
9:45–10:45 am	Featured Consultant: Mercer Mesa/Flagstaff Rooms Troy Saharic, Senior Partner
11:00 am–12:00 pm	CONCURRENT BREAKOUT SESSIONS Session 1: Purposeful Relationship Building Casa Grande Room Session 2: Defined Contribution Panel Sedona Room – Competing for the Future Session 3: Understanding the Shifting Sub-Advisory Marketplace Grand Canyon Room
12:00–12:45 pm	Networking Lunch with Exhibitors Grand Ballroom
12:45–1:05 pm	Dessert with Exhibitors Gold Room
1:05–1:15 pm	A Word from our Partners Mesa/Flagstaff Rooms

1:15–2:45 pm	The Enduring Value of Active, Long-Only Management Mesa/Flagstaff Rooms
2:45–3:00 pm	Refreshment Break with Exhibitors Gold Room
3:00–4:00 pm	CONCURRENT BREAKOUT SESSIONS Session 4: Alternative Investing: An Ever-Changing Landscape Casa Grande Room Session 5: Emerging Managers – New Definitions, New Opportunities Sedona Room Session 6: Shifting to Sales Success in the Family Office Segment Grand Canyon Room
4:30–6:45 pm	Optional Outdoor Activities – Tennis Tournament Tennis Court 1 – Volleyball Tournament Paradise Lawn
7:30–8:00 pm	Cocktail Reception Squaw Peak Terrace
8:00–11:00 pm	Dinner & AIMSE Lothrop Award Presentation Grand Ballroom

TUESDAY, APRIL 28

7:00 am–1:00 pm	Conference Registration Conference Center Main Foyer
7:15–8:15 am	Breakfast with Exhibitors Gold Room
7:45–8:00 am	AIMSE Annual Business Meeting Gold Room (All Members Invited to Attend)
8:15–9:15 am	Keynote Address by Alison Levine Mesa/Flagstaff Rooms On the Edge: The Art of High-Impact Leadership
9:30–10:15 am	Featured Consultant: RVK, Inc. Mesa/Flagstaff Rooms Rebecca Gratsinger, CFA, Chief Executive Officer & Senior Consultant, Principal
10:15–10:30 am	Refreshment Break with Exhibitors Gold Room
10:30–11:25 am	Paradigm Shift: The Evolving, Expanding, and Excellent Role of Alternatives Mesa/Flagstaff Rooms
11:30 am–12:45 pm	Consultant Roundtables Casa Grande Room
12:45–1:45 pm	Lunch with Guest Speaker Heath Wilson Gold Room Co-Founder, eVestment
1:45 pm	Conference Adjourns

EXTENDED SCHEDULE

SUNDAY, APRIL 26

7:00–8:00 am **Golf Tournament Registration & Breakfast** | Aztec Room

8:00 am–12:00 pm **Golf Tournament** | Arizona Biltmore Golf Club, LINKS Course

10:00–11:30 am **Golf Clinic** | Arizona Biltmore Golf Club

Golf is a proven business development skill. Are you new to 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 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 **Luncheon for Golf Tournament and Clinic Participants**
| Aztec Room

2:30–5:30 pm **Boot Camp** | Sedona Room

Moderators
Michael Gillis

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

Christopher Rae

Managing Director, Head of Business Development
Sorin Capital Management, LLC

This pre-conference session is targeted toward those marketers new to the business as well as more experienced marketers looking to shift their sales performance into high gear. The goal of this session is to provide guidance on a "soup to nuts" approach to marketing success for both traditional and alternative products. The AIMSE boot camp is an opportunity to learn and ultimately succeed as this program was created by investment sales professionals for investment sales professionals.

- Understanding the Investor Sales Cycle
- Building a Team
- Writing a Marketing Plan
- Engaging Investors
- Presentation Skills
- Building Relationships
- Due Diligence
- Marketing Resources
- Marketing Tips and Tricks

4:00–8:00 pm **Conference Registration** | Conference Center Main Foyer

6:00–6:30 pm

Newcomer & Mentor Reception | Aztec Room

6:30–9:30 pm

Welcome & Exhibitor Reception | Gold Room
Featuring the Magic of Bill Malone

MONDAY, APRIL 27

7:00–8:00 am

Breakfast with Exhibitors | Gold Room

8:00–8:15 am

AIMSE Presidential Welcome | Mesa/Flagstaff Rooms

8:15–9:15 am

Keynote Address by Professor Peter Ricchiuti

Tulane University's Freeman School of Business
| Mesa/Flagstaff Rooms

Peter Ricchiuti is the business school professor you wish you had back in college! He teaches courses on the financial markets at Tulane University's Freeman School of Business. His insight and humor have twice made him the school's top professor.

Peter started his career with the investment firm of Kidder Peabody and later managed over three billion dollars as the assistant treasurer for the state of Louisiana. In 1993 he founded Tulane's highly acclaimed BURKENROAD REPORTS stock research program.

He has been featured on CNN and CNBC as well as in *The New York Times*, *BARRON'S*, *The Washington Post* and *The Wall Street Journal*. Over the past twenty years Peter has addressed hundreds of groups in 47 states and several countries. He has presented to a wide variety of audiences including workshops for the New Orleans Saints.

9:15–9:35 am

Refreshment Break with Exhibitors | Gold Room

9:35–9:45 am

A Word from our Partners | Mesa/Flagstaff Rooms

9:45–10:45 am

Featured Consultant: Mercer | Mesa/Flagstaff Rooms

Moderator

Michael Tadlock, CFA

Senior Consultant Relations Manager
AXA Investment Managers

Speaker: Troy Saharic, Senior Partner

11:00 am–12:00 pm

Concurrent Breakout Sessions

Session 1: Purposeful Relationship Building

| Casa Grande Room

Speakers

Sally Stalcup

President, Stalcup Consulting

Doug Vander Linde

Head of Development & Distribution, Americas
Towers Watson Investment Services, Inc.

Relationships Shift: they begin, develop, flourish, change, end and re-start. How you manage each of these different inflection points impacts the ultimate strength and success of the relationship – both internal and external relationships. We will explore and discuss tips, techniques and disciplines on how to initiate, nurture and re-start purposeful relationships to help ensure your success remains strong.

Session 2: Defined Contribution Panel | Sedona Room –Competing for the Future

Moderator

Rebecca King, CFA

Director, Investment Research, Segal Rogerscasey

Speakers

Timothy Atkinson

Chair, City of Austin Police Retirement System

John Cleveland

Vice President, Global, Compensation, Benefits, Mobility & Compliance,
Seagate Technology

Benjamin Taylor

Vice President, Fund Sponsor, Consulting, Callan Associates

Silva Thomas

Corporate Director–Investments, Northrop Grumman Corporation

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, plan sponsors will define in their own words 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: Understanding the Shifting Sub-Advisory Marketplace | Grand Canyon Room

Moderator

Adam Gerentine

Managing Director, Marketing & Client Service, HGK Asset Management, Inc.

Speakers

Nancy Davis Scholz

Product Development, Nationwide Investment Management Group

Brad Mook, CFA

Director, Manager Research, SEI

Rob Noe, CFA

Vice President, Wilshire Associates

Wayne Wicker, CFA

Senior Vice President & Chief Investment Officer, ICMA-RC

As sub-advisory continues to grow into one of the largest most important market segments, we'll sit down with some of the largest allocators in the space to better understand the landscape. This panel will explore current trends and how managers can best position themselves for shifts on the horizon. This interactive interview will also give insight on how best adapt, succeed, and differentiate.

12:00–12:45 pm

Networking Lunch with Exhibitors | Grand Ballroom

12:45–1:05 pm

Dessert with Exhibitors | Gold Room

1:05–1:15 pm

A Word from our Partners | Mesa/Flagstaff Rooms

1:15–2:45 pm

The Enduring Value of Active, Long-Only Management

| Mesa/Flagstaff Rooms

Moderators

Tim McAvoy

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

Mark Sullivan

Director, Institutional Sales & Relationship Management
Stralem & Company

Speakers

Peter Cera, CFA, CIPM

Vice President of Investments, Golden LEAF Foundation

Randy Kopsa

National Treasurer, Boy Scouts of America

Rick Nelson

Recent Chief Investment Officer, Commonfund

Market cycles, new products and fads come and go. Equities are in, then out of favor. Indeed, "shift happens." Today, long-only equity strategies are under pressure from indexing and alternative strategies. Where do the major allocators see funds flowing in 2015 and beyond? Is it time for them to rethink their allocations to indexing and alternatives? Is there still value to active, long-only equity strategies? Listen and learn from our panel of industry-leading plan sponsors and participate in an active Q&A session.

2:45–3:00 pm

Refreshment Break with Exhibitors | Gold Room

3:00–4:00 pm

Concurrent Breakout Sessions

Session 4: Alternative Investing: An Ever-Changing Landscape

| Casa Grande Room

Moderator

Donald Steinbrugge, CFA

Managing Partner, Agecroft Partners

Speakers

Nick De Monaco

Chief Executive Officer, Head of Hedge Fund Investments
Commonfund Hedge Fund Strategies Group

Joel Gantcher

Partner, Manager Research, Alternative Investment Group

David Markus

Managing Director, Fortress Investment Group

Aaron Sweeney

Managing Partner, NY & Director of Global Research, Analytical Research

Does "Shift Happen" in Alternative investing? Absolutely! Hear from an esteemed panel of experienced investors in the Alternative investment space. These are key decision makers who are on the forefront of Alternative investing. Learn where current and future interests are headed and how they plan to adapt their allocations accordingly. How will you succeed moving forward as a marketer of Alternative investment strategies? This panel will help you develop a winning game plan.

Session 5: Emerging Managers

—New Definitions, New Opportunities | Sedona Room

Moderator

Charles “Chas” Burkhardt, Jr.

Founder, Rosemont Investment Partners, LLC

Speakers

Drienne Benner, CFA

Managing Director, Appomatox
Advisory, Inc.

Cesar Gonzales, Jr., CMFC

Senior Vice President, Investment Programs,
FIS Group, Inc.

Iman Movahed

Founder & Portfolio Manager, Coral Tree Asset Management

Do you think you understand the emerging manager space? Think again. Traditional industry definitions of what it means to be an emerging manager have shifted. This has created new opportunities for both traditional and alternatives managers to participate in institutional searches. During this session with industry leaders, you will learn: the history of this space; the primary users of emerging managers; the consultants and manager-of-managers you need to be aware of; and how to position your firm for success.

Session 6: Shifting to Sales Success

in the Family Office Segment | Grand Canyon Room

Moderator

James Stafford, CFA

Director of Financial Institutions, Atlanta Capital Management

Speakers

Clay Bradley

Managing Partner, FDB Group LLC

Jonathan Fischer

Senior Portfolio Analyst, Forrester Capital

Greg Johnsen, CFA

Principal, Eastgate Advisors, LLC

At last estimate, there are more than 3,000 family offices in the U.S. managing more than \$1.2 trillion in assets. While the growth in the number of offices and assets under management

has been significant over the past decade, the family office industry remains one of the most secretive groups of asset allocators in the investment industry. What areas of the market will family offices focus on? What fee and vehicle structures do family offices most prefer? Who are the investment professionals within family offices? As sales professionals, how can you shift your marketing plan to succeed with these asset allocators? A panel of family office and sales professionals with experience navigating the family office industry will explore these questions so you may learn, adapt and ultimately succeed in the family office segment.

4:30–6:45 pm

Optional Outdoor Activities

- Tennis Tournament | [Tennis Court 1](#)
- Volleyball Tournament | [Paradise Lawn](#)

7:30–8:00 pm

Cocktail Reception | [Squaw Peak Terrace](#)

8:00–11:00 pm

Dinner & AIMSE Lothrop Award Presentation | [Grand Ballroom](#)

Richard A. Lothrop Outstanding Achievement Award

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

Award criteria includes dedication & service to:

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

Lothrop Award Winners

James Manley, Manley & Associates

John Sieter, Capital Guardian Trust

Sharon Hough, Pequot Capital

Michael Fisher, Barclays Global

Victor Zollo, De Prince, Race & Zollo

Dick Graf

Jerry Devore

Frank Minard, XT Capital Partners

Eugene Waldron

James Wood

Obie McKenzie, Blackrock

John "Rick" Rockwell, T. Rowe Price

Marlis S. Fritz

Dick Hoag, Landmark Global Advisors, LLC

Neal Howe, Barclays Funds & Advisory

TUESDAY, APRIL 28

- 7:00 am–1:00 pm **Conference Registration** | Conference Center Main Foyer
- 7:15–8:15 am **Breakfast with Exhibitors** | Gold Room
- 7:45–8:00 am **AIMSE Annual Business Meeting** | Gold Room
(All Members Invited to Attend)
- 8:15–9:15 am **Keynote Address by Alison Levine** | Mesa/Flagstaff Rooms
- On the Edge: The Art of High-Impact Leadership
- Imagine yourself on the highest mountain in the world. You have to deal with the physiological effects of extreme altitude – along with bone-chilling temperatures, battering winds, and a climbing team that’s counting on all of its members to make smart decisions. There’s simply no room for poor judgment – one mistake or misstep can result in an “unrecoverable error.” In any situation where lives on are the line or the stakes are exceptionally high there’s no better training ground for leaders than settings where people are pushed beyond their perceived limits. Drawing on her experience as team captain of the first American Women’s Everest Expedition, Alison Levine makes a compelling case that the leadership principles that apply in the world of extreme adventure also apply to today’s rigorously competitive business environments.
- 9:30–10:15 am **Featured Consultant: RVK, Inc.** | Mesa/Flagstaff Rooms
- Moderator**
Heather Conforto Beatty
Senior Vice President, Trust Company of the West
- Speaker: Rebecca Gratsinger, CFA**
Chief Executive Officer & Senior Consultant, Principal
- 10:15–10:30 am **Refreshment Break with Exhibitors** | Gold Room
- 10:30–11:25 am **Paradigm Shift – The Evolving, Expanding, and Excellent Role of Alternatives** | Mesa/Flagstaff Rooms
- Moderator**
Christopher Rae
Managing Director, Head of Business Development, Sorin Capital Management, LLC

Speakers

Jeffrey Heil

Chief Investment Officer, Doris Duke Charitable Foundation

Patrick McCurdy

Managing Director & Head of Capital Introductions
Wells Fargo Prime Services

Brian Reich

President, Atrato Advisors LLC

In 2014, CalPERS, the largest US public pension plan, announced that it was dropping hedge funds from its portfolio. Dutch pension PMT made a similar announcement. What does the future hold for alternatives? Has there been a paradigm shift in how investors view alternatives? Is the alternative world becoming more traditional with the ascendancy of '40 Act and UCITS liquid alternatives structures? How will the regulatory environment continue to change and evolve? Which strategies will outperform? Will this list of questions ever end? Yes! During this session we will provide plenty of answers so you can learn, adapt, and succeed in marketing alternatives.

11:30 am–12:45 pm

Consultant Roundtables | Casa Grande Room

Moderators

Timothy Hill

AIMSE Board of Directors

James Stafford, CFA

Director of Financial Institutions, Atlanta Capital Management

Speakers

Nathan Burk, CFA

Senior Research Analyst, ACG

Steven Center, CFA

Vice President, Fund Sponsor Consulting, Callan Associates, Inc.

Paul Cowie III,

Senior Vice President, Meketa Investment Group, Inc.

Jeff Gabrione, CFA

Director of Research, The Bogdahn Group

Jon Havice

Principal & Chief Investment Officer, Slocum

John Krimmel, CPA, CFA

Partner, NEPC

Learn. Adapt. Succeed.

Paul Malizia, CFA
Partner, Aon Hewitt

Brad Mook, CFA
Director, Manager Research, SEI

Dan Pazar
Associate Consultant, Lowery Asset Consulting, LLC

Ian Toner, CFA
Managing Director, Wurts & Associates

The consultant roundtables are always one of our most popular sessions and well worth the price of admission. Get ready to roll up your sleeves, ask questions and listen, learn, and adapt as top consultants share their firm's priorities, manager search activity, organizational updates, and how best to communicate with research and field consultants. Best of all you don't have to travel by planes, trains or automobiles to get these consultant meetings. You don't even have to get out of your chair. We bring the consultants to you and every ten minutes the consultants will SHIFT from table to table just to sit down and meet with you. We intentionally keep each session small and intimate to encourage candid conversations where your most pressing questions will be answered.

12:45–1:45 pm

Lunch with Guest Speaker Heath Wilson,
Co-Founder, eVestment | [Gold Room](#)

Staying Ahead of the Curve: How consultants and cutting edge managers are using big data and enhanced market intelligence to differentiate strategies.

1:45 pm

Conference Adjourns

CONFERENCE CHAIRS



Christopher Paoella

Chair

Managing Partner, Liquid Strategies, LLC

Chris Paoella has over 29 years of investment industry experience, is a founding partner of Liquid Strategies, LLC and is a member of the firm's management committee. Chris is actively involved with Liquid Strategies' firm-wide strategy, operations, marketing and investor relations. Most recently, he served as Principal, Managing Director for the Concourse Capital Partners, L.P. , a global long / short equity fund that he co-founded in 2008. Chris also co-founded institutional investment management firm Perimeter Capital Management in 2006. At Perimeter, Chris was one of the firm's Managing Partners and was actively involved in all aspects of the firm's day-to-day operations. Prior to 2006, he served in senior positions with both Trusco Capital Management and Great-West Life & Annuity. Chris is a graduate of the University of Richmond, where he received a B.A. in Economics.



Michael Gillis

Co-Chair

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 Administration, 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 (IFEBC). Michael serves on the board of two charities, MAGICANA and Georgetown Walk for Wishes (Ontario).



MODERATORS & SPEAKERS

Learn. Adapt. Succeed.



Timothy Atkinson

Chair, City of Austin Police Retirement System

Tim is the Chair of the City of Austin Police Retirement System with a fund size of approximately \$680 million with a 3.2 multiplier after 23 years of service.

Tim Atkinson is also the Chair of the City of Austin's Deferred Compensation Program (457) and has served on the all-volunteer committee since 2006. The DC program is a secondary and separate governmental retirement fund as each city employee participates in a mandatory Defined Benefit Pension. The fund operates with approximately \$380 million and 67% participation in a state that does not allow auto-enrollment. The CoA DCP actively educates its participants and the plan has grown significantly in recent years with an average participant balance of \$42k. The plan was recently selected by PlanSponsor as the Governmental Defined Contribution (457) of the year and will be recognized in September by NAGDCA for Leadership.

In his 22nd year of service to the City of Austin, Tim is a Police Officer currently assigned as a Patrol Supervisor.



Drienne Benner, CFA

Managing Director, Appomattox Advisory, Inc.

Drienne Benner is a Managing Director for Appomattox. She is responsible for business development and client service. Previously, she was Global Marketing Director at Cadogan Management LLC, where she was responsible for overseeing firm-wide marketing and client communications for institutional and family office clients. Prior to joining Cadogan, she spent the ten years, most recently as a Managing Director, at U.S. Trust Company, where she developed and led client and marketing initiatives focused on investment communications, initiated an institutional consultant relations program and serviced large institutional clients. Earlier she worked at Paribas Asset Management, a global asset management firm, in a variety of roles including institutional and consultant relations to some of the largest U.S. pension funds and as a manager of portfolios in an enhanced quantitative strategy.

She earned a BA from Pennsylvania State University and attended graduate studies in regional planning in international development at Cornell University. She serves on the Board of the New York Society of Security Analysts, Peconic Green Growth as well as on the Philanthropy Committee of the Peconic Land Trust. She is a CFA Charterholder and a member of the New York Society of Security Analysts.



Clay Bradley

Managing Partner, FDB Group, LLC

Clay Bradley has been managing assets for over 30 years. Mr. Bradley served both retail and institutional clients for Merrill Lynch, Bear Stearns, and Oppenheimer. In the mid-1990s, he founded and co-managed an Atlanta-based hedge fund. Since his family office's

inception in 1986, he has been a board member and investment officer. His main duties include asset allocation, manager search and due diligence, and interfacing with the legal and accounting professionals the family outsources. Mr. Bradley has founded family office groups around the country for the purpose of information sharing. He is a frequent speaker at industry conferences concerning family office management. He and his wife and three children live in Atlanta.

Nathan Burk, CFA

Senior Research Analyst, ACG

Nathan joined ACG in 2014. His responsibilities include identification, analysis, and due diligence of US small and mid cap equity strategies. Before joining ACG, Nathan was an Associate Analyst for Wells Fargo, following both traditional and alternative investment strategies and managing a rising dividend investment strategy. Prior to that, he worked as a Senior Accountant in public and private accounting, servicing clients in the real estate and brokerage industries. Nathan received his BSBA degree in finance and real estate from the University of Missouri-Columbia and an MBA from the University of Missouri-St. Louis. He is a holder of the Chartered Financial Analyst designation and is a member of the CFA Society of St. Louis and the CFA Institute.



Charles "Chas" Burkhardt, Jr.

Founder, Rosemont Investment Partners, LLC

Mr. Burkhardt has a 28 year history of investing in and advising asset management firms globally. Mr. Burkhardt founded Rosemont Investment Partners, LLC ("Rosemont") in 2000, as a pioneering private equity investor in asset managers. Rosemont manages three funds totaling nearly \$270 million, which have made 25 investments in management buyouts, recapitalizations and franchise start-ups in a diverse group of asset managers. Rosemont provides its managers with a broad knowledge and network base built over the last 28 years. Rosemont's investments have included such firms as Allegiance Capital, Balentine, Bivium Capital Partners, Cadence Capital Management, Champlain Investment Partners, Foundry Partners, Lateef Investment Management, Perimeter Capital Management, Rice Hall James, Silvercrest Asset Management Group, Silk Invest, SouthernSun Asset Management and Westmount Asset Management.

Prior to forming Rosemont, he was the President of Investment Counseling, Inc., the leading asset management business consultancy and M&A advisor he founded in 1988. Mr. Burkhardt led hundreds of assignments on competitive best practices, compensation, business strategy and M&A. In 1990 he developed Competitive Challenges, the original best practices analysis of the asset management industry, now run by Greenwich Associates. Prior to establishing Investment Counseling, he was an executive recruiter from 1984-1988, specializing in the field of pensions and investments.

Mr. Burkhardt holds a B.A. in English from Boston College and is a frequent speaker on business issues and challenges in the investment management industry.





Steven Center, CFA

Vice President, Fund Sponsor Consulting, Callan Associates, Inc.

Steven J. Center, CFA, is a Vice President in Callan's San Francisco Fund Sponsor Consulting office. He works with a variety of fund sponsor clients including corporate defined benefit and defined contribution plans, public plans, multi-employer plans, endowments and foundations. His responsibilities include client service, investment manager reviews, performance evaluation, research and continuing education, business development, and coordinating special client proposals and requests.

Steve joined Callan in 2010 as a Vice President and fixed income investment consultant in Callan's Global Manager Research group. He was responsible for research and analysis of fixed income investment managers and assisted plan sponsor clients with manager searches.

Prior to joining Callan in 2010, Steve was a Senior Research Associate with Wurts & Associates. In this role, he was responsible for the review and oversight of U.S. equity and fixed income strategies. Previously, Steve spent five years with Alan Biller & Associates where he was responsible for both investment research and performance measurement for defined benefit and defined contribution plans. Steve began his investment career in 1997 in the Cooperative Universe Services group at Wilshire Associates.

Steve earned an MBA with Honors from the Michael G. Foster School of Business at the University of Washington and a BA in Economics from the University of California, Irvine. Steve has earned the right to use the Chartered Financial Analyst designation and is a member of CFA Institute and the CFA Society of Seattle.



Peter Cera, CFA, CIPM

Vice President of Investments, Golden LEAF Foundation

Peter J. Cera was named Vice President of Investments for the Golden LEAF Foundation in 2008 and has been a member of the Foundation's investment staff since 2005. He is responsible for all aspects of running a \$900 million investment portfolio. Prior to joining Golden LEAF, Mr. Cera was a portfolio strategist with Mellon Financial Corporation in Boston. Concurrently, he served as an instructor with the Boston Security Analyst Society (BSAS) delivering insights on the use of derivatives in portfolio management, risk management and global economics. While at Golden LEAF, Mr. Cera continued his relationship with the BSAS for a number of years serving as an exam question writer for the BSAS CFA practice exam.

Mr. Cera has been an adjunct professor to the Department of Finance at Boston College where he taught Derivatives and Risk Management.

Mr. Cera received the B.S. in finance from Pennsylvania State University and the MBA degree from The Fuqua School of Business at Duke University. Additionally, he played water polo for both schools and captained the team at Penn State.



John Cleveland

Vice President, Global Compensation, Benefits, Mobility & Compliance, Seagate Technology

John has over 30 years of experience in Human Resources having worked in the hard drive memory business, semiconductor industry and software in the Silicon Valley where Seagate headquarters is located. He has been a member of the Seagate Human Resources team for nine years and is responsible for global compensation, benefits, M&A, mobility and compliance. John works with Seagate's Compensation Committee to set stagey for total awards across Seagate. He also chair's the Seagate Benefit Administration Committee that is responsible for governacne for Seagate's global retirement programs.

He graduated from the University of California Berkeley and has an advanced degree Masters in Business Administration.



Heather Conforto Beatty*

Senior Vice President, Institutional Marketing & Client Relations, Trust Company of the West

Heather Conforto Beatty is a Senior Vice President on the institutional distribution and marketing team for the TCW Group. In this role, she manages relationships with institutions primarily on the west coast. Prior to joining TCW, she operated as the Co-Director of Global Consultant Relations for Thornburg Investment Management. There, she focused on managing and cultivating the firm's consultant relationships. She also partnered with the client service and sales team to drive new business and protect existing business. Heather's initial foray into investment management was with Palisades Investment Partners in Santa Monica, CA. At Palisades, she drove all efforts related to institutional business development, client service and marketing.

Heather is involved in several national and regional organizations. She is the Co-Founder of Women in Institutional Investments Network (WIIN), a Los Angeles-based forum. WIIN's primary goal is to strengthen relationships and facilitate a dialogue to advance and empower women through a combination of educational and philanthropic endeavors. She is also on the board of directors for the Association of Investment Management Sales Executives (AIMSE) and leads regional events in California, Oregon and Washington. Heather is a graduate of Miami University of Ohio and holds her Series 7 and Series 66 licenses.



Paul Cowie, III

Senior Vice President, Meketa Investment Group, Inc.

Mr. Cowie joined Meketa Investment Group in 2005 and has been in the industry for 12 years. A Senior Vice President of the firm, Mr. Cowie is based out of the San Diego office and works directly with several of our West Coast clients. He serves as a consultant on various defined benefit, defined contribution, annuity, health & welfare, and investment funds, with public, Taft Hartley, and corporate plan sponsors. His consulting work includes investment policy design, asset allocation modeling, public manager due diligence, and fund



performance analysis, among others. Mr. Cowie also chairs the firm's Defined Contribution Committee. He graduated from Bucknell University with a bachelor's degree in Economics and a minor in Political Science.

Prior to joining the firm, Mr. Cowie was employed by Standish Mellon Asset Management and State Street Corporation as a portfolio accountant. Mr. Cowie has completed Levels I and II of the CFA Program and is a member of the CFA Society of San Diego.



Nicholas De Monico

Chief Executive Officer, Head of Hedge Fund Investments,
Commonfund Hedge Fund Strategies Group

Nick De Monico is responsible for investment and business leadership for the Commonfund hedge fund portfolios, including commingled funds and separate accounts in directional and relative value strategies. Prior to that, Nick served as Deputy CIO and head of Marketable Alternative Strategies. Prior to joining Commonfund in 2002, Nick was Managing Director and Portfolio Manager for Citigroup Alternative Investments, where he was on the management team responsible for \$2 billion in hedge fund investments for eight diversified multi-strategy and single-strategy funds. From 1991-2001, he was Managing Director and Senior Portfolio Manager for CDC Investment Management Corp., a subsidiary of CDC IXIS North America where he managed mortgage hedge positions and relative value trading strategies for eight mortgage backed securities funds with approximately \$2 billion in assets. Nick also built and managed the CDC Global Relative Value Fund, and was the Executive Vice President and Treasurer supervising Proprietary Trading and Treasury for CDC Capital. From 1983 – 1991, Nick was a Senior Proprietary Trader in the fixed income arbitrage groups at Merrill Lynch and Chemical Bank (now JP Morgan Chase). He began his trading career as a fixed income arbitrage trader at Kidder, Peabody & Co. Nick earned his M.B.A. in Finance and Marketing from the Columbia University Graduate School of Business and a B.A. in Political Science from Columbia College.



Jonathan Fischer

Senior Portfolio Analyst, Forrestral Capital

Jonathan Fischer has been a portfolio analyst with Forrestral Capital, a single family office based in Miami, since 2005. The portfolio of the clients currently includes fixed income, equity, and hedge fund investments established through independent portfolio managers. It also includes significant direct private equity investments in Latin America. Forrestral Capital is responsible for all investment decisions as well as the execution and ongoing monitoring of numerous private equity and merger and acquisition transactions. The largest investment, in which Forrestral Capital also acted as sole transaction advisor, was the purchase of McDonald's operations in Latin America and the Caribbean in August 2007. Arcos Dorados (NYSE: "ARCO") was listed on April 14, 2011.

Jonathan is a member of the firm's investment committee responsible for portfolio analysis, asset allocation, manager selection, and due diligence.

Prior to joining Forrestral Capital, Mr. Fischer worked as a member of an international wealth management team at Merrill Lynch, servicing high net worth families and mid-size institutional clients domestically and in Latin America. He is a graduate of University of Florida.



Jeff Gabrione, CFA

Director of Research, The Bogdahn Group

Jeff works closely with clients, providing expertise in the areas of alternative investments, manager due diligence, selection and asset allocation. He also operates within the Research Group to maintain a rigorous research and due diligence process.

Jeff has more than 20 years of investment research and leadership experience. Prior to joining The Bogdahn Group, he led Mercer's North American Manager Research Team and served as Global Head of Alternatives Alpha. Most recently, he was Director of Research at Lowery Asset Consulting, LLC. Jeff also held investment research and leadership positions at Morgan Stanley, Morningstar, John Nuveen & Co., and the Chicago Mercantile Exchange. He is based out of the firm's Chicago office.

Jeff has a Bachelor of Arts from the University of Chicago with a concentration in Economics. He is also a CFA Charterholder.





Joel Gantcher

Partner, Manager Research, Alternative Investment Group

Joel Gantcher is a Partner and Head of Manager Research for Alternative Investment Group. He is responsible for spearheading the firm's manager research, sourcing and due diligence efforts to identify, evaluate and include optimal managers in the Alternative Investment Group portfolios. He joined the firm in January 2012.

Prior to joining Alternative Investment Group, Joel was a Partner and member of Cadogan Management's Investment Committee, responsible for sourcing and monitoring long/short equity, global macro and CTA managers, as well as portfolio construction. Before Cadogan, Joel was Strategy Head of Safra Asset Management's (formerly Alpha Investment Management) Equity Hedge and Global Macro Investments, where he was a member of the firm's investment and allocation committees and was responsible for long/short equity, global macro and CTA investments. Joel's prior positions included Senior Director of Business Development for Parentwatch, Manager of Business/Strategy Planning at The Walt Disney Company and Consultant for Morales, Ruas & Asociados.

Joel holds a B.A. in Economics from Brown University, an M.B.A. from The Wharton School and an M.A. in International Studies from the School of Arts and Sciences, University of Pennsylvania



Adam Gerentine*

Managing Director, Marketing & Client Service, HGK Asset Management, Inc.

Adam Gerentine is a Managing Director at HGK Asset Management, where he is actively involved in overseeing all aspects of the firm's marketing and client service functions. He has been with the firm since 2006. Prior to his current position, Adam served as an Analyst on the Product Services team, where he was responsible for consultant relations. He received his Bachelor of Science degree in Business Finance from Rochester Institute of Technology.



Cesar Gonzales, Jr., CMFC

Senior Vice President, Investment Programs, FIS Group, Inc.

Cesar J. Gonzales, Jr., CMFC is Senior Vice President, Investment Programs. In his primary investment role, he assists Tina Byles Williams, FIS Group's CIO in the consistent implementation of the firm's investment philosophy and processes as well as with the oversight of the manager research activities including manager coaching. He is a voting member of the Investment Committee, a member of the management committee and the senior investment team responsible for investment strategy implementation, portfolio construction and risk management, as well as manager selection and coaching.

Mr. Gonzales has over 24 years of investment experience with an emphasis on the utilization of entrepreneurial managers. He has served in various senior investment management capacities including program management and operations at prestigious

institutions such as Progress Investment Management Company, IBM Retirement Fund, E*TRADE Global Asset Management and Calvert Asset Management Company. His passion for entrepreneurial managers was developed at his first job with Hutchinson Richardson Investment Management, an entrepreneurial manager in San Francisco. Mr. Gonzales' breadth and depth of knowledge provides FIS with a unique perspective in the utilization of entrepreneurial managers. He is an active member of the Association of Asian American Investment Managers and the National Association of Securities Professionals. Currently, he is pursuing his Doctor of Business Administration (DBA). His doctoral dissertation is entitled "Institutionalizing the Use of Entrepreneurial Managers in U.S. Public Pension Plans." He graduated Summa Cum Laude from Strayer University with a Bachelor of Science Degree in Economics and completed his Master of Business Administration with honors. Mr. Gonzales is also a Chartered Mutual Fund Counselor.



Rebecca Gratsinger, CFA

Chief Executive Officer & Senior Consultant, Principal, RVK, Inc.

Becky is CEO and a Senior Consultant with RVK, located in our Portland office. She joined the firm in 1994 and has 20 years of experience in investment consulting and capital markets. Becky's consulting experience has spanned all institutional client types including public funds, defined benefit, defined contribution, endowment/foundation, corporate reserve, insurance, and high net worth. Her client list includes some of the firm's largest relationships. She has extensive experience in a broad range of consulting disciplines including investment policy, asset allocation, performance evaluation and attribution, investment manager searches, and asset class structure studies. In her work with some of the firm's larger clients, she has participated in innovative asset class research as well as new product and application initiatives.

Becky earned her Bachelor of Science degree in Finance from Portland State University and holds the Chartered Financial Analyst designation. She is a member of the CFA Institute and a member of the CFA Society of Portland. Becky is a shareholder of the firm and serves on the firm's Board of Directors and Executive Committee.



Jon Havice

Principal & Chief Investment Officer, Slocum

Jon Havice joined Slocum in 2012 as a Principal and Chief Investment Officer, and has been in the financial industry since 1990. In his role as CIO, he is responsible for developing Slocum's macro outlook, asset allocation, and OCIO services. Mr. Havice joined Slocum after nearly seven years with Interlachen Capital Group, which he co-founded and served as Managing Partner. Interlachen was an SEC registered firm whose assets peaked at \$1.3 billion. The firm employed 28 people with offices in Minneapolis, Hong Kong, San Francisco, and New York. As the co-founder of Interlachen, Mr. Havice was intimately involved in all aspects of the business. He developed institutional processes for risk management, portfolio management, compliance, valuation, custody, administration, and investor relations. The firm's flagship multi-strategy vehicle produced top decile performance vs. its peers in the five years from its inception in April, 2006.



Before founding Interlachen, Mr. Havice was a Portfolio Manager at EBF and Associates, a \$3+ billion global multi-strategy alternative asset manager. Mr. Havice initially managed the domestic convertible and volatility portfolio, then developed new diversifying strategies, including merger arbitrage, event driven, equity long/short, credit long/short, capital structure arbitrage, privately-negotiated transactions, special situations, and quantitative volatility trading.

Mr. Havice began his investing career in 1990 as a Floor Trader on the Philadelphia Stock Exchange and the Chicago Mercantile Exchange with O'Connor and Associates. Moving to London in 1995, he managed currency portfolios for Swiss Bank Corp/UBS. He earned a BSE in Materials Science and Engineering from the University of Pennsylvania in 1990. Mr. Havice is a member of the Investment Committee for the Harry and Jeanette Weinberg Foundation based in Baltimore, Maryland, which is one of the largest private foundations in the United States. The sole purpose of the foundation is to assist low-income and vulnerable individuals and families through non-profit grants to direct-service providers and programs.



Jeffrey Heil

Chief Investment Officer, Doris Duke Charitable Foundation

Jeffrey Heil is the Chief Investment Officer for the Doris Duke Foundation. Prior to joining the Foundation in 2003, he was Co-Head of Investments at the University of California, where he actively managed equity holdings in three portfolios with \$25 billion in total assets, as well as overseeing an additional \$15 billion in externally managed funds. Prior to joining the University of California, Mr. Heil was a Vice President of Equity Management for Victory Capital in Cleveland. In New York, he was Manager of the Valuations Group at Arthur Andersen & Co. and started his career as a Securities Analyst at Arnold Bernhard and Company. Mr. Heil earned a BA in Government, summa cum laude, from Ohio University and was selected to the Phi Beta Kappa Honor Society. At New York University Graduate School of Business, he was awarded the Marcus Nadler Fellowship and received an MBA in Finance.



Timothy Hill*

AIMSE Board of Directors

Timothy Hill is a member of the AIMSE Board of Directors.

Tim started his career as an equity derivatives trader for O'Connor and Associates. Swiss Bank Corporation bought OCA in 1992, and Tim held various institutional sales roles for SBC focusing on equity, FX and precious metals derivatives in the USA, UK, and Switzerland.

Tim held other derivatives sales and trading positions before joining Lehman Brothers in 2002. At Lehman Brothers and Neuberger Berman, Tim was a salesperson and Product Specialist in Hedge Fund, Private Bank and Fund-of-funds groups.

More recently, Tim was Head of North American Institutional Sales for Mirae Asset Global Investments (USA) and then Global Co-Head of Consultant Relations at Thornburg Investment Management, covering primarily East Coast Consultants.

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



Greg Johnsen, CFA

Principal, Eastgate Advisors, LLC

Greg Johnsen, CFA is principal of Eastgate Advisors, llc, a private family investment office located in the Atlanta, GA metropolitan area. Eastgate Advisors, llc manages down-side risk focused public markets global asset allocation strategies and a private market “dirt” portfolio. Greg has 30 years of investment management experience with institutional, sovereign wealth and private wealth investors. He has taught investment management as an adjunct instructor in the graduate school of management at a not-for-profit university and is author of the case study “Managing Global, Multi-Asset Class Fund Risk”. He has served as a United States Marine Corps officer with ground combat command experience and is a graduate of St. John’s University in Collegeville, MN.



Rebecca King, CFA

Director, Investment Research, Segal Rogerscasey

Ms. King is a Director of Investment Research in Segal Rogerscasey’s New York office with over 10 years of investment experience, including mutual fund and fixed income manager research. She leads the Defined Contribution Research Team, which is responsible for mutual fund investment research and maintaining S3, Segal Rogerscasey’s proprietary mutual fund scoring model. Ms. King specializes in fundamental research on target date funds and stable value products. Prior to joining Segal Rogerscasey, Ms. King was an Assistant Vice President and Quantitative Analyst at AXIS Capital. Prior to that, she worked at The Capital Group as an Analyst specializing in quantitative risk analysis on fixed income portfolios. Ms. King received a BS in Mathematics – Applied Science, with a specialization in Computing, from the University of California, Los Angeles. She holds the Chartered Financial Analyst (CFA) designation and is a member of the New York Society of Security Analysts.



Randy Kopsa

National Treasurer, Boy Scouts of America

Randy Kopsa serves as the Treasury Manager for the Boy Scouts of America. His office is comprised of the Director of Investments, Director of Credit and Collections, Director of Cashier Services and Director of Treasury Information and their respective staffs. He also serves as Chief Financial & Administrative Officer for BSA Asset Management, LLC, a BSA subsidiary company providing institutional investment services to councils across the country with \$2 billion in assets under management. Prior to joining Boy Scouts, he served the



State of Oklahoma as the Secretary & Treasurer of the Oklahoma Teachers' Retirement System and as the Assistant State Treasurer.

Randy's private sector experience is in banking, where he assumed various positions including commercial lending, asset/liability management and administration. He is a graduate of several bank-related schools, including the Graduate School of Bank Management at the University of Georgia.

Kopsa served in the U.S. Air Force as a Russian linguist. He received his education at the University of Maryland and Wichita State University in Kansas. He has served as a member of the executive committee of the National Association of State Investment Officers, a member of Governmental Accounting Standards Board Task Force, the Financial Management Association, the National Pension and Institutional Investment Services Executive Board and other financial associations.



John Krimmel, CPA, CFA
Partner, NEPC

John's investment career began in 1990, and he joined NEPC in 2010. At NEPC, John assists clients with the development of investment policies and objectives, the evaluation and selection of investment managers, and the measurement and analysis of investment performance. He is also a member of the Emerging Managers and Real Assets Advisory Committees. Prior to NEPC, John was a Senior Consultant and Senior Vice President at Callan Associates, with broad responsibility in all facets of client management including public, corporate and endowment and foundation clientele. While at Callan, John was a member of its Manager Research Committee and Alternatives Review Committee.

Prior to Callan, John was the Chief Investment Officer at the Kentucky Retirement System and at the State Universities Retirement System of Illinois. Early in his career he worked in Public Accounting at Deloitte and Touche, LLP.

John has an M.S. in Accountancy from the University of Illinois and a B.S. in Accounting from Millikin University. John is a Certified Public Accountant and holds the Chartered Financial Analyst designation. John is currently pursuing the Chartered Alternative Investment Analyst (CAIA) designation.



Alison Levine

Keynote Speaker, Team Captain of the First American Women's Everest Expedition. Author of the New York Times Best-Seller *On the Edge: The Art of High-Impact Leadership*

Alison Levine is a history-making polar explorer and mountaineer. She not only served as team captain of the first American Women's Everest Expedition, but she also climbed the highest peak on each continent and skied to both the North and South Poles—a feat known as the Adventure Grand Slam, which fewer than forty people on the world have achieved. In January 2008, she made history as the first American to complete a 600-mile traverse from west Antarctica to the

South Pole following the route of legendary explorer Reinhold Messner. Levine completed this arduous journey on skis while hauling 150 pounds of her gear and supplies in a sled harnessed to her waist. Her success in extreme environments is noteworthy given she has had three heart surgeries and suffers from Raynaud's disease, which causes the arteries that feed her fingers and toes to collapse in cold weather—leaving her at extreme risk for frostbite.

In addition to having tackled some of the most challenging environments in the outdoors, Levine has also spent more than two decades climbing the corporate ladder. She worked in the pharmaceutical and medical device industry, earned an MBA from Duke University, and spent three years working for Goldman Sachs. She left Goldman in 2003 to serve as deputy finance director for Arnold Schwarzenegger in his successful bid to become Governor of California.

In 2005, Levine founded the Climb High Foundation, a nonprofit organization dedicated to improving the lives of jobless women in Africa by training them to be trekking guides and porters in their local mountains so that they would have the skills to earn a sustainable living wage through climbing-related tourism. Her work in Uganda enabled the first group of local women to make history when they climbed Uganda's highest peak Mt Stanley, in the Rwenzori Mountains. Her work in Uganda is the subject of the PBS documentary *Living Courageously*.

Levine currently works as an adjunct instructor at the United States Military Academy at West Point in the Department of Behavioral Sciences and Leadership and is a strategic advisor for the Thayer Leader Development Group at West Point, an executive education program that shares West Point leadership best practices with senior level-executives from the public and private sectors. She was a contributing author to the book *Leadership in Dangerous Situations: A Handbook for the Armed Forces, Emergency Services and First Responders* (Naval Institute Press). She also serves on the board of the Coach K Center on Leadership & Ethics at Duke University.

A sought-after consultant and keynote speaker on the subject of leadership development, Levine has addressed audiences ranging from Fortune 500 companies to professional sports teams to the prestigious World Economic Forum at Davos. She was featured on the CNBC program *The Future of Leadership*, alongside other notable leaders such as Gen. (Ret.) Wesley Clark, former NATO Supreme Allied Commander; Henry Paulson, former Treasury secretary; and Robert Kraft, CEO and chairman of the New England Patriots.

Levine is the author of the book *On the Edge: The Art of High Impact Leadership* (January 2014, Grand Central Publishing). Having spent prolonged periods of time in some of the world's most dangerous and inhospitable places, she tackles the topics of creating cohesive teams, taking responsible risks and developing no-nonsense leaders that can succeed in times of uncertainty.





Paul Malizia, CFA
Partner, Aon Hewitt

Paul was appointed Partner in July 2006. He has been a senior investment consulting practitioner in Aon Hewitt's Toronto office since 2004 and has 21 years of industry experience. He is a member of the Practice's Canadian leadership team. Paul served as Canadian Investment Consulting Practice Leader for Hewitt Associates from 2006 until 2011.

He has extensive consulting experience in the areas of corporate pension plans, foundations, endowments, university, public sector and multi-employer pension plans and is called upon frequently to assist them in establishing their strategic direction and framework.

Prior to joining Aon Hewitt, Paul worked as Assistant Vice President of Investment Management Services for a large insurance company in Toronto. He also spent five years with an investment consulting firm in Toronto, where he served as Director of Manager Research for Canada.

His educational background includes a Bachelor of Science degree in Mathematics and Actuarial Science from the University of Toronto and a Master of Business Administration degree in Corporate and Investment Finance from the Schulich School of Business at York University in Toronto. Paul was awarded the Chartered Financial Analyst designation in 2003 and is a member of the CFA Institute, CFA Society Toronto, the Association for Canadian Pension Management (ACPM) and The International Foundation of Employee Benefit Plans.



David Markus
Managing Director, Fortress Investment Group

David Markus focuses on credit and event driven strategies for the Fortress Partners Fund, a \$1.8 billion endowment model fund that invests in hedge funds, private equity fund and direct investments. Prior to joining Fortress, Mr. Markus was part of the team that launched and ran Voras Capital, a multi-strategy investment manager based in New York with offices in Hong Kong and London. Prior to Voras, David was the co-portfolio manager at Boone Capital Management and Delaware Street Capital, multi-strategy credit hedge funds with several hundred million dollars in assets under management. David has also worked as a senior high-yield and distressed debt research analyst at Amroc Investments and Salomon Brothers, and as an associate in the private placement group of TIAA-CREF. He received an MBA from the Wharton School in 1991 where he was on the Directors Honor List and a BS in Economics from the University of Pennsylvania in 1986. Mr. Markus is a Trustee for Congregation Rodeph Sholom and the Rodeph Sholom School.

Founded in 1998, Fortress Investment Group LLC (NYSE:FIG) was the first New York Stock Exchange listed alternative asset manager. Headquartered in New York, Fortress currently has 1,056 employees and affiliates with offices in Atlanta, Dallas, Frankfurt, London, Los Angeles, New Canaan, Philadelphia, Rome, San Francisco, Shanghai,

Singapore, Sydney and Tokyo. Fortress offers a range of alternative and traditional investment strategies for institutional and private investors around the world and has \$58.0 billion of assets under management.



Tim McAvoy

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

Mr. McAvoy joined DePrince, Race & Zollo, Inc. January 2013. He is the Director of Sales for all investment disciplines. Before joining DePrince, Race & Zollo, Inc., Mr. McAvoy was a Client Service and Marketing representative at Marvin & Palmer Associates, Inc. for 14 years. Prior to that, he served as the Business Director of Managed Healthcare Sales at SmithKline Beecham.

Mr. McAvoy is a past Board Member and President of the Association of Investment Management Sales Executives. He received his Bachelors of Arts in Business Management from The Pennsylvania State University in 1980.



Patrick McCurdy

Managing Director & Head of Capital Introductions,
Wells Fargo Prime Services

Patrick McCurdy is the Head of the Wells Fargo Capital Introduction team. At Wells Fargo, Patrick manages the day to day activities of the Capital Introduction team, consults hedge fund managers on their capital raising mandates and manages the firm's investor relationships; fund of funds, family offices, endowments, pensions and foundations.

Prior to Wells Fargo, Patrick joined Merlin Securities in 2009, as a Partner and Head of Capital Development, and created the Capital Development team from the bottom up. Merlin Securities was acquired by Wells Fargo in August of 2012 to create Wells Fargo Prime Services.

Patrick began his career at Morgan Stanley where he spent seven years working in their Prime Brokerage Department. As a member of Morgan Stanley's Capital Introductions team, Patrick managed relationships for more than 150 managers and investors and developed a proprietary network of global institutions.

Patrick holds a B.A. in economics from Williams College.



Brad Mook, CFA

Director, Manager Research, SEI

Brad is a Director of Manager Research in SEI's Investment Management Unit (IMU). In this role, he helps lead manager due diligence and selection for SEI's funds management and separate account businesses. Prior to the formation of SEI's manager research team in 2014,

Brad was portfolio manager and senior investment analyst on SEI's US small/mid cap equity team and responsible for manager selection and portfolio construction in US small cap, mid cap and REITs. Before



joining SEI in 2009, Brad spent 15 years as a sell-side equity research analyst and served as director of research at two firms, building and managing research teams and overseeing product development and marketing. He earned a Bachelor of Arts in Political Economy from Williams College, holds the CFA charter and is member of the CFA Institute and the CFA Society of Philadelphia.



Iman Movahed

Founder & Portfolio Manager, Coral Tree Asset Management

Iman is the founder of Coral Tree Asset Management LLC, an institutional money management firm specializing in developing market equities. Previously, Iman was a partner at Los Angeles Capital Management where he served as the head of and portfolio manager of all emerging markets equity strategies. Prior to LA Capital, Iman worked at Wilshire Associates managing proprietary money. He started his career at Summit Advisors as an analyst. Iman holds an MBA from UCLA Anderson School of Management, Masters in Economics from Boston University, and a Bachelor's degree in Economics from UCLA.



Rick Nelson

Recent Chief Investment Officer, Commonfund

Rick Nelson's career as an investment management leader and innovator includes portfolio management, client relationships, and business oversight across all asset classes and most distribution channels. Rick served as Chief Investment Officer of Commonfund, the \$25 billion manager-of-managers' platform providing traditional, hedge fund and private capital solutions primarily to Endowments & Foundations. Joining in 2011, he focused on the Outsourced CIO platform and outcome oriented solutions, which integrated client liability and operational objectives with asset allocation and manager selection. He also chaired the Asset Allocation and Investment Policy Committees. Previously, Rick was Vice Chairman and CIO at ING Investment Management Americas, responsible for 300 professionals and \$165 billion in General Account, and external institutional and retail client assets. At ING he led the restructuring of Aeltus, Pilgrim, Furman Selz and ING IM investment divisions into an integrated platform and built a top quartile set of fundamental equity research driven mutual funds and the Multi-Asset Strategy & Solutions group. He served as a member of ING IM Management Committee, Insurance Americas Asset Liability Committee, and as a Director ING Mutual Funds.

Before assuming his ING role in 2003, Rick led 120 people and was responsible for over \$90 billion of active, fundamentally driven equity portfolios as Head of U.S. Equity and Managing Director at JP Morgan Investment Management. Rick began his career at Bankers Trust progressing from quantitative researcher to pension consultant to Head of Passive Investments and finally to Head of Global Quantitative Investments Group where he led investments across multiple asset classes, physical as well as derivative strategies. Rick earned an MBA at the Booth School, University of Chicago, as well a Bachelor of Science degree from the Wharton School, University of Pennsylvania. Rick has presented at numerous client conferences, appeared on business television, lectured in academic courses, and published research articles.

Rob Noe, CFA

Vice President, Wilshire Manager Research, Wilshire Associates

Rob Noe is a vice president of Wilshire Associates and a member of Wilshire Funds Management's manager research group. Mr. Noe joined Wilshire Associates in 2011 and has more than 16 years of industry experience. He is a voting member of Wilshire Funds Management's Investment Committee. Prior to joining Wilshire Associates, Mr. Noe worked as an investment analyst and consultant with Aon Hewitt and EnnisKnupp. At Aon Hewitt, Mr. Noe was a senior member the Investment Manager Research Group, with a focus on global and international equity managers. Mr. Noe began his career in the public pension plan space as an analyst with the Illinois Municipal Retirement Fund and the Illinois Teachers' Retirement System.

Mr. Noe earned his BS in business finance from Eastern Illinois University, with a minor in economics. He holds the Chartered Financial Analyst designation.



Dan Pazar

Associate Consultant, Lowery Asset Consulting, LLC

Dan Pazar started his investment career with Lowery Asset Consulting, LLC in January 2008. As an Associate Consultant, Dan conducts manager, market, and asset class research and attends and runs client meetings. He is also a member of the firm's investment committee.

Dan is a level II CFA Candidate and earned a Bachelor of Science in Finance with a minor in Economics from the University of Illinois at Chicago.



Christopher Rae

Managing Director & Head of Business Development,
Sorin Capital Management, LLC

Chris is a Managing Director and Head of Business Development at Sorin Capital Management, LLC, a Stamford, Connecticut-based investment management firm focused on CMBS and REITs and runs hedge fund, '40 Act liquid alternative, and value-add long-only strategies within these markets. Sorin currently manages over \$550mm in AUM from pension funds, family offices, and fund of funds.

From 2008 to 2013, Chris was a Director of Marketing at S.A.C. Capital Advisors, L.P. focused on covering all investor types across the Americas. Prior to joining S.A.C., from 2006 to 2008 Chris was a Managing Director, Client Relations at Chilton Investment Company. From 2003 to 2006, Chris was a Vice President at Goldman, Sachs & Co. working within the Equities and Fixed Income Divisions as a member of the Pensions Services Group providing institutional sales coverage for pensions, endowments, and foundations. Prior to 2003, Chris was an Associate in Goldman's Investment Banking Division primarily covering natural resources and industrial companies. Chris received both his AM and BA in Philosophy from Stanford University and his JD/MBA from Duke University. Chris is on the board of



AIMSE (The Association of Investment Management Sales Executives) and currently serves as Treasurer.



Brian Reich

President, Atrato Advisors LLC

Brian is the President and founder of Atrato Advisors LLC. Prior to establishing Atrato, Brian held senior leadership roles in building and directing hedge fund research and advisory businesses within large institutional financial services firms. Most recently, Brian was Director of Hedge Fund Research for Cantor Advisors LP, the asset management division of Cantor Fitzgerald & Company. He joined Cantor to start up and establish a hedge fund investment practice, and to build and develop an institutional research process and its supporting team. Previously, Brian was the Global Head of Hedge Fund Research for Deutsche Bank's Private Wealth Management division. At Deutsche Bank, Brian oversaw the construction, development, and manager selection for the bank's multi-billion dollar global open-architecture hedge fund advisory platform, supervising a team of analysts in the U.S., Europe, and Asia. Previously, Brian served as a Senior Research Analyst and Investment Committee member at Richcourt Fund Advisors, the fund-of-funds business previously owned by The Citco Group. Brian holds a Bachelor of Science from Cornell University and a Master of Business Administration from the Stern School of Business at New York University. He is married with 2 children.



Peter Ricchiuti

Keynote Speaker, Tulane University's Freeman School of Business

Peter Ricchiuti is the business school professor you wish you had back in college! He teaches at Tulane University's Freeman School of Business where his insight and humor have twice made him the school's top professor.

Peter started his career with the investment firm of Kidder Peabody and later managed over three billion dollars as the assistant treasurer for the state of Louisiana. In 1993 he founded Tulane's highly acclaimed BURKENROAD REPORTS student stock research program. Peter also hosts a popular weekly business show on National Public Radio in New Orleans called "Out To Lunch" and recently published his first book *STOCKS UNDER ROCKS*.

He has been featured on CNN and CNBC as well as in *The New York Times*, *BARRON'S*, *The Washington Post* and *The Wall Street Journal*. Over the past twenty years Peter has addressed more than 1000 groups in 47 states and several countries. He has presented to a wide variety of audiences including workshops for the New Orleans Saints.



Troy Saharic

Senior Partner, Mercer

Troy Saharic is a Senior Partner at Mercer Investments and member of the North America Investment Leadership Team. He currently serves as the North America Sales & Marketing Leader responsible for all aspects of new business development and associated activities for sales across the array of investment services offered by Mercer Investments including advisory, delegated and tool solutions.

Troy has over 20 years of investment advisory and management experience at Mercer Investments providing investment solutions to large institutional clients including private and public plan sponsors of retirement plans, endowments and foundations and other not-for-profit institutions.

Troy has addressed various industry groups at conferences and is often interviewed and quoted by national media groups on investment trends for institutional investors. Troy has also been honored to provide expert testimony before the U.S. Department of Labor's ERISA Advisory Council Working Group and U.S. Government Accountability Office's investigative unit concerning issues impacting retirement plans and their participants.

Troy has a BS in Finance from the University of Rhode Island and resides in Seattle, Washington.



James Stafford*

Director of Financial Institutions, Atlanta Capital Management

James N. Stafford, CFA is Director of Financial Institutions and Principal of the Atlanta Capital Management. Prior to joining the firm in 2007, Mr. Stafford served as a product manager with Bank of America, responsible for product development and marketing of the bank's separately managed account platform for mid-market institutional clients. Previously, Mr. Stafford was an analyst at Summit Strategies Group and served various roles at Morningstar, Inc. Mr. Stafford is a graduate of Indiana University and holds a Master of Business Administration degree from the Olin School of Business at Washington University. He holds a Chartered Financial Analyst designation.



Sally Stalcup*

President, Stalcup Consulting

Sally M. Stalcup is the founder of Stalcup Consulting, which provides strategic consulting services ranging from strategic marketing, messaging and branding, to presentation coaching, win/loss reviews and sales/client service strategies to the financial services industry. Prior to launching Stalcup Consulting in 2007, Sally led the presentation coaching and research practices at Charnley & Røstvold, Inc. Her responsibilities included business development, relationship management, and the structuring and delivery of the firm's research and coaching services. Sally has 20 years of investment industry experience and is a frequent speaker at industry conferences.

Prior to joining the investment management industry, Sally taught French and African Studies at Anneliese's School in Laguna Beach, CA.



She also served as a Peace Corps Volunteer in Zaire (Democratic Republic of the Congo) and Cameroon, Africa. She holds a BA in Psychology from Arizona State University.

Affiliations

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



Donald Steinbrugge, CFA

Managing Partner, Agecroft Partners

Don is the Founder and Managing Partner of Agecroft Partners, a global hedge fund consulting and marketing firm. Agecroft Partners has won 23 industry awards as the Hedge Fund Marketing Firm of the Year. Agecroft is in contact with over two thousand hedge fund investors on a monthly basis and devotes a significant amount of time performing due diligence on hedge fund managers. Don frequently writes white papers on trends he sees in the hedge fund industry, has spoken at over 100 hedge fund conferences, has been quoted in hundreds of articles relative to the hedge fund industry and is a regular guest on business television including Bloomberg Television, Fox Business News, CNBC, Reuters Insider and CCTV.

Highlighting Don's 28 years of experience in the investment management industry is having been the head of sales for both one of the world's largest hedge fund organizations and institutional investment management firms. Don was a founding principal of Andor Capital Management, which was formed when he and a number of his associates spun out of Pequot Capital Management. At Andor he was Head of Sales, Marketing, and Client Service and was a member of the firm's Operating Committee. When he left Andor, the firm ranked as the 2nd largest hedge fund firm in the world. Previous to Pequot, Don was a Managing Director and Head of Institutional Sales for Merrill Lynch Investment Managers (now part of BlackRock). At that time Merrill ranked as the 3rd largest investment manager in the world. Previously, Don was Head of Institutional Sales for NationsBank (now Bank of America Capital Management).

Don is also a member of the Investment Committees for The City of Richmond Retirement System, a member of the Board of Directors of the Hedge Fund Association, Lewis Ginter Botanical Gardens and the University of Richmond's Robins School of Business. In addition, he is a former 2 term Board of Directors member of The Richmond Ballet (The State Ballet of Virginia), The Science Museum of Virginia Endowment Fund and The Richmond Sports Backers Scholarship Fund.



Mark Sullivan

Director, Institutional Sales & Relationship Management, Stralem & Company

Mr. Sullivan joined Stralem in 2014 with extensive sales, relationship management, consultant relations and product development experience. Prior to joining Stralem, he was a Vice President with American Century Investments, where he led the relationship with Canadian Imperial Bank of Commerce, their largest outside investor. Previously, Mr. Sullivan spent 10 years at AllianceBernstein where he was a Managing Director in their Institutional and Sub-Advisory businesses. He began his career at Prudential Asset Management in 1984 and then took on increasingly senior roles in sales, relationship management and consultant relations at Bankers Trust, Nicholas-Applegate Capital Management and Chartwell Investment Partners.

Education: US Military Academy, West Point; BS, Georgetown University.



Aaron Sweeney

Managing Partner, NY & Director of Global Research, Analytical Research

Mr. Sweeney joined Analytical Research in 2009. As Head of Research and Partner he is responsible for the oversight and coordination of new hedge fund manager sourcing and existing hedge fund manager monitoring. Prior to joining AR, Mr. Sweeney spent two years as an equity sales/trader covering hedge funds and other institutional accounts at Hapoalim Securities. Before Hapoalim, he was a proprietary equity trader at Investec, a South African investment bank, making markets in US-listed Israeli stocks and co-managing a dual-listed international equity arbitrage program. Mr. Sweeney started his career as a Hedge Fund Due Diligence Analyst at Zurich Capital Markets (ZCM) and later at BNP Paribas's Equity Derivatives division, when BNP purchased ZCM's hedge fund structured product assets. He worked within a hedge fund due diligence group responsible for ZCM and later BNP's \$20 billion of hedge fund structured products exposure. While at ZCM, Mr. Sweeney's group oversaw hedge fund due diligence on the firm's \$5 billion hedge fund of funds products. Mr. Sweeney holds a B.S. from Cornell University.



Michael Tadlock, CFA*

Senior Consultant Relations Manager, AXA investment Managers

Mike Tadlock is a member of the US Consultant Relations team and is based in Orinda, CA. His experience includes investment consulting roles at Callan Associates and Mercer Investment Consulting, working as both a research specialist and a field consultant. Prior to joining AXA Investment Managers, Mike worked for Neuberger Berman on the US Consultant Relations team, developing and managing the firm's relationships with consulting firms, representing domestic and international equity, fixed income, hedge fund and private equity products.

Mike earned a BS in Accounting from San Diego State University in California. He is a CFA charter holder and has FINRA Licenses Series 7, 31, and 63.





Benjamin Taylor

Vice President, Fund Sponsor Consulting, Callan Associates, Inc.

Ben Taylor is a Vice President and a defined contribution consultant in Callan's Fund Sponsor Consulting group based in the San Francisco office. Ben serves as a lead consultant to DC plans, and has a primary focus on public sector DC plans, ranging from 457(b) plans to single and multi-vendor 403(b)/401(a) and 401(k) plans. As a member of Callan's DC team Ben also conducts specialized research, fee studies, plan structure analyses, and serves as a project manager for TPA and record keeper searches.

Ben earned a his BA from Reed College, a Masters of International Political Economy and Development from Fordham University, and a Masters of Public Policy with a concentration in International Trade and Finance from Harvard University's Kennedy School of Government. He also formerly taught economics at Harvard University, where he received an award for excellence in teaching. Ben is a Board member of NAGDCA.



Kurt Terrien*

Director of Institutional Business, Clarkston Capital Partners

Kurt joined Clarkston Capital Partners in 2013 and oversees the firm's institutional business, including sales, consultant relations and client service. Kurt has over 20 years of industry experience. Most recently, he was the Director of Sales and Consultant Relations for Johnson Institutional Management. Prior to that, he was Vice President of Institutional Asset Management at National City Bank and a Senior Client Services Manager at World Asset Management.

Kurt received a Bachelor's degree in Finance from Walsh College and a MBA from Wayne State University. He is a member of MAPERS (Michigan Association of Public Employees Retirement Systems) and serves on the board of AIMSE.



Silva Thomas

Corporate Director—Investments, Northrop Grumman Corporation

Silva Thomas, currently serves as the Director of Investments at Northrop Grumman Corporation, where she is responsible for overseeing the Company's defined contribution plans and deferred compensation plans for more than 105,000 employees with total assets of over \$19 billion.

Her primary responsibilities includes recommending and implementing investment strategies and products, overseeing investment and trust operations, and managing plan mergers and divesture activities. Silva's experience also covers portfolio management focusing on domestic and international equities for both defined benefit and contribution plans. Silva serves as the Treasurer of the Northrop Grumman Foundation and worked with Pfaffinger foundation at Times Mirror Company.

Prior to joining Northrop Grumman in January 2001, Silva served as Pension and Investment Manager for Times Mirror Company where she was responsible for defined benefits and defined contribution plans.



Ian Toner

Managing Director, Wurts & Associates

Mr. Toner, Managing Director | Strategic Research, is responsible for ensuring that the research resources at the firm are focused on solving the real problems faced by the firm's clients, and on maintaining an appropriate balance between academic rigor and practical real-world client solutions.

He has responsibility over all research, including Manager Research, Capital Markets Research, and Topics of Interest, and is a key contributor to the Research Advisory Committee. He is particularly engaged in finding ways to ensure that new insights created at the firm are used across the whole range of clients of the firm, whether those clients are large or small, and whether the services those clients consume are discretionary or non-discretionary.

He joined the firm in late 2013 from Russell Investments in Seattle, where he was most recently Director, Capital Markets Research in the Investment Division. He was at Russell for 7 years, and was particularly focused on two key areas: understanding the effect of currency risk on client portfolios, and understanding and managing the complex range of risks that clients and investors experience when interacting with Wall Street. Before Russell Investments he was an Executive Director at UBS Investment Bank in London, and a Vice President at both Schroder Salomon Smith Barney and InterSec Research Corp. Earlier in his career he worked on the sell-side of the institutional markets in London, focused on European Equity markets.

Mr. Toner has a degree in Law from the University of Oxford in the United Kingdom and holds the Chartered Financial Analyst (CFA) designation. He is a regular author and speaker on a range of investment topics. He is a member of the CFA Institute and the CFA Society of Seattle. He is a board member at the Seattle Metropolitan Chamber of Commerce, where he also sits on the Finance & Audit Committee. He is a member of the Advisory Board of the Washington Council on International Trade.



Doug Vander Linde

Head of Development & Distribution, Americas,
Towers Watson Investment Services, Inc.

Doug is the Head of Development and Distribution – Americas for Towers Watson's Investment line of business. In his current role, Doug is responsible for the Towers Watson Investment Services' market strategy and product development, as well as the Market Leadership Team of sales, marketing and support professionals. Additionally, Doug serves as the Head of Global Distribution for Towers Watson Investment Management; TW's pooled portfolio management offerings. Doug is also on the Towers Watson Investment Management LLC Board of Directors. In these positions, he focuses on business development initiatives and new investment solutions for clients and prospects. Mr. Vander Linde is based in Towers Watson's Chicago office.



In his distinguished 25+ year career, Doug specialized in business growth, marketing and product development in investments for defined benefit and defined contribution retirement plans at some of the world's largest institutional money management organizations. Prior to joining Towers Watson, Mr. Vander Linde was Head of Business Development for Mercer. He has also held leadership positions at Northern Trust Global Investments, Putnam Investments and State Street Research/MetLife.

Doug earned a BA degree in Business/Economics from Calvin College and an MBA in Finance from Keller Graduate School of Management in Chicago. Doug is a Registered Principal with the Financial Industry Regulatory Agency – FINRA (Series 24), as well as holding licenses Series 6, 7 & 63.



Holly Verdeyen*

Director, Defined Contribution Investments, Russell Investments

In May 2013, Holly joined Russell Investments as Director, Defined Contribution Investments, primarily working with Russell's institutional consulting, sales, and client service organizations to promote Russell's defined contribution investment services with a focus on default investments—target date collective trusts, custom target date portfolios and Adaptive Retirement Accounts. Holly will also share Russell's perspective on trends in the defined contribution market while offering advice on best practices in institutional plan design. Prior to joining Russell, Holly held positions at UBS Global Asset Management, as a Defined Contribution Specialist, and at Barclays Global Investors, within the Defined Contribution Group. Holly is a member of the Economic Club of Chicago, and serves on the Board of Directors for the YWCA of Metropolitan Chicago and the Association of Investment Management Sales Executives (AIMSE). Holly received an MBA from Northwestern University's Kellogg School of Management and has attained the Certified Employee Benefits Specialist designation.



Wayne Wicker, CFA

Senior Vice President & Chief Investment Officer, ICMA-RC

Wayne Wicker is the Senior Vice President and Chief Investment Officer. In this capacity, he oversees assets under management and administration that exceed \$57 billion as of December 31, 2014. He is responsible for the investment management, due diligence, and contract negotiations of the more than 30 investment funds ICMA-RC currently makes available including the Vantagepoint Funds, with assets over \$17 billion, and the VT PLUS Fund, with assets of \$10.7 billion as of December 31, 2014.

Mr. Wicker has more than 31 years of investment industry experience with equities, fixed income, and alternative investment portfolios. He has successfully managed institutional separate accounts and mutual fund products, and he has also built investment platforms through the use of external money managers. Additionally, he has had extensive client relations and client communications experience.

Before coming to ICMA-RC in September 2004, Mr. Wicker served as Chief Investment Officer with The Colony Group in Boston, MA. Previously, he was employed as Managing Director and Senior Portfolio Manager with Cadence Capital Management, an institutional money manager in Boston. As a partner with Cadence Capital, he managed a \$2.1 billion large cap growth equity fund and also served as a senior spokesperson for the firm, initiating and maintaining a number of key relationships across the consultant and plan sponsor communities.

Prior to that, Mr. Wicker served as the Director of Investment Strategy with the Howard Hughes Medical Institute in Bethesda, MD, where he was responsible for asset allocation and the development, implementation, and management of investment activities for the Institute's \$12 billion endowment. He also initiated and implemented complementary strategies within the domestic equity, foreign equity, fixed income, and alternative asset categories. Mr. Wicker has also been employed with Dayton Hudson Corporation and with IDS Financial Services, both in Minneapolis, MN.

He has earned the Chartered Financial Analyst (CFA) designation and is a member of the CFA Society of Washington.

He holds two undergraduate degrees in Business Administration, Communications and Journalism as well as a Master's degree in Business Administration.



Heath Wilson

Co-Founder, eVestment

Heath is one of three co-founders of eVestment. Started in 2000, eVestment aligned the industry's screening processes around the eVestment database, an independent source of rich data on over 53,000 traditional and alternative vehicles. Heath continues to set the company's strategic direction and is closely involved in product development, M&A activity and sales and marketing. Heath spent two years overseas in London running eVestment's international business in Europe, Asia and Australia. Prior to founding eVestment, Heath worked within the investment consulting division of Towers Watson which exposed him to the industry's data challenges and served as a catalyst to start eVestment. Heath holds a BS in Finance from the University of Tennessee.

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(312) 346-3536
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www.callan.com

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Callan was founded as an employee-owned investment consulting firm in 1973. Since then, we have empowered institutional investors with creative, tailored strategies that are backed by proprietary research, an industry-leading database and ongoing education.

We use a client-focused consulting model to serve public and private pension plan sponsors, endowments, foundations, operating funds, smaller investment consulting firms, investment managers, and financial intermediaries.

eVestment

Contact: Erica McCloskey
5000 Olde Towne Parkway
Marietta, GA 30068
(678) 238-0765
emccloskey@evestment.com
www.evestment.com

eVestment provides a flexible suite of easy-to-use, cloud-based solutions to help the institutional investing community identify and capitalize on global investment trends, better select and monitor investment managers and more successfully enable asset managers to market their funds worldwide. eVestment helps its clients be more strategic, efficient and informed through its leading-edge technology, fantastic client service and by delivering data not only for alternative strategies, but also through the largest, most comprehensive global database of traditional strategies.

The company was founded in 2000 and is headquartered in Atlanta, Georgia with global offices in New York, Toronto, London, Sydney and Hong Kong. eVestment acquired PerTrac, a leading provider of robust, hedge fund analysis software and workflow solutions, and Fundspire, an innovative, cloud-based technology provider of hedge fund analytics in November 2012.

FINsearches

Contact: Matthew McCue
267 Fifth Avenue, Suite 1010
New York, NY 10016
(646) 810-1075
mmccue@fin-news.com
<http://www.finsearches.com>



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Informa Investment Solutions

Contact: Katy Taylor
4 Westchester Park Drive
White Plains, NY 10604
(800) 789-5323
sales@informais.com
www.informais.com

Informa Investment Solutions, a subsidiary of Informa plc, is a leading provider of solutions and custom services to financial institutions and investment professionals. For over 30 years, Informa Investment Solutions has supplied valuable data and offered tailored performance measurement, wealth management tools, reporting, and communications solutions to brokerages, bank trusts, money management firms, investment consultancies, and pension plan sponsors. Our unique ability to create quality, customized products – along with our unrivaled capacity to supply valuable data and support services – makes us a consistent market leader throughout the investment community. Every day, more investment professionals and institutions turn to IIS to improve the accuracy, depth, and presentation of the information their clients require.

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Contact: Jaime Kilburn
225 Park Avenue South
New York, NY 10003
(212) 224-3018
jkilburn@euromoneyplc.com
www.institutionalinvestor.com

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For more information please visit our booth.

Investment Metrics

Contact: Thomas Carlson
Three Parklands Drive, Suite 203
Darien, CT 06820
(203) 662-8471
Thomas.carlson@invmetrics.com
www.invmetrics.com

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Contact: Michael Ferraro
330 Hudson Street, 7th Floor
New York, NY 10013
(212) 542-1223
mferraro@money-media.com
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Contact: Tom Idzal
535 Boylston Street, 9th Floor
Boston, MA 02116
(617) 424-8080
tom.idzal@styleresearch.com
www.styleresearch.com

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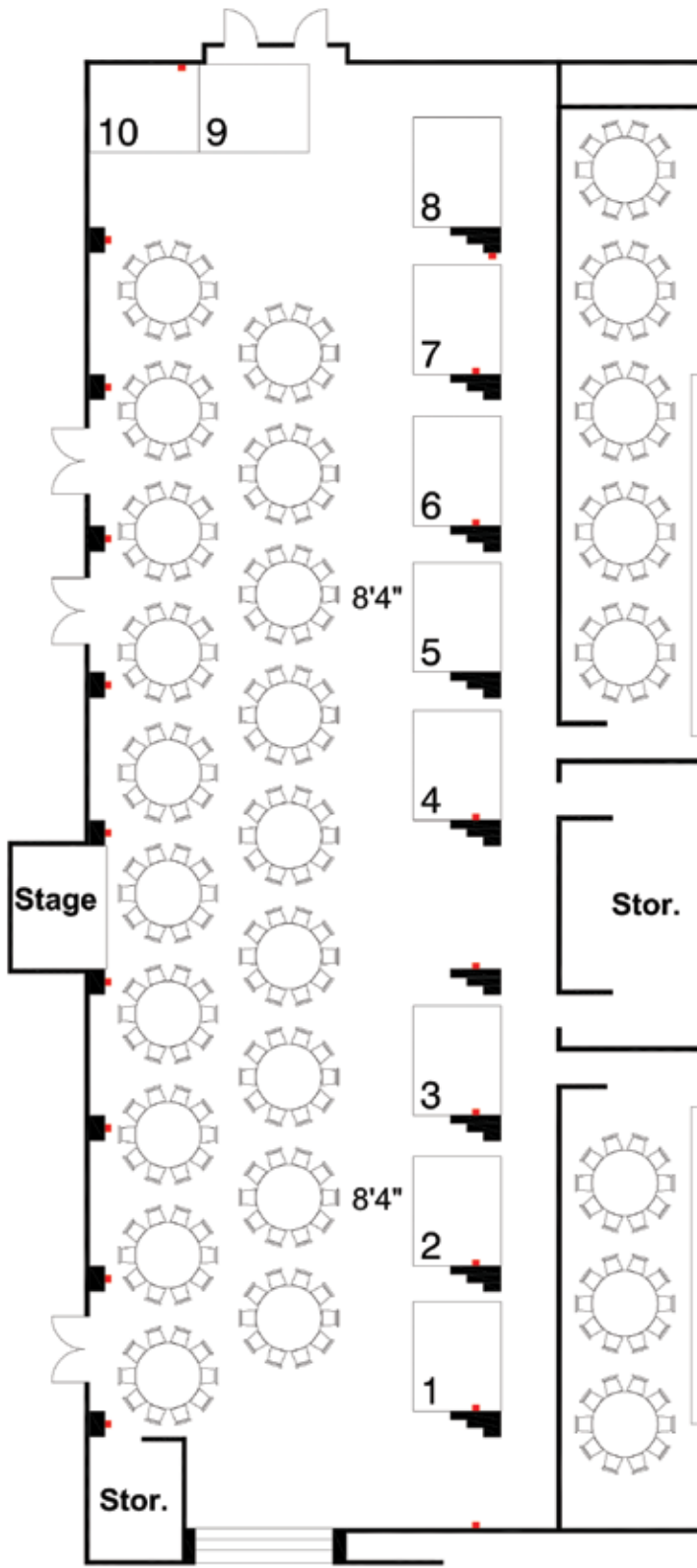
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- 1** Callan Associates, Inc.
- 2** Institutional Investor/iiSEARCHES
- 3** eVestment
- 4** Seismic
- 5** Informa Investment Solutions
- 6** MandateWire
- 7** Pensions & Investments
- 8** FINsearches
- 9** Standard & Poor's Money Market Directories
- 10** Investment Metrics



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CONFERENCE CENTER ROOMS

- | | |
|----------|---------------------------|
| Cameron | Arizona Biltmore Ballroom |
| Coconino | Casa Grande |
| Grand | Kaibab |
| Mesa | Canyon |
| Prescott | Flagstaff |
| Sedona | Kingman |
| Rimrock | Papago |

MEETING ROOMS

1. Valley Room
2. Hohokam
3. Taliesin
4. Terrace

- | | |
|---|----------------|
| M | Lobby |
| N | Frank & Alber |
| O | Aztec |
| P | Aztec Patio |
| Q | Gold Room |
| R | Conference C |
| S | Business Cen |
| T | Wright's at th |
| U | Cabana Club |
| V | Grand Ballroo |

RESORT MAP



**ARIZONA
BILTMORE™**

A WALDORF ASTORIA® RESORT



Cottage Room Numbers

- A : 5100-5103
- B : 5104-5107
- C : 5108-5111
- 5210-5211 UPSTAIRS
- D : 5112-5115
- 5214-5215 UPSTAIRS
- E : 5116-5119
- G : 5120-5123
- H : 5124-5127
- 5226-5227 UPSTAIRS
- I : 5128-5131
- 5230-5231 UPSTAIRS
- J : 5132-5135
- K : 5136-5140
- L : 5141-5145

Ocatilla
6102-6347

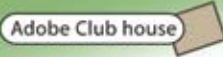
Fountain Court Villas
7100-7113
7200-7213

Catalina Pool Villas
7114-7133
7214-7233

Saguaro Pool Villas
7134-7143
7234-7243

Bougainvillea Pool Villas
7144-7161
7244-7261

Golf View Villas
7162-7173
7262-7273
7362-7373



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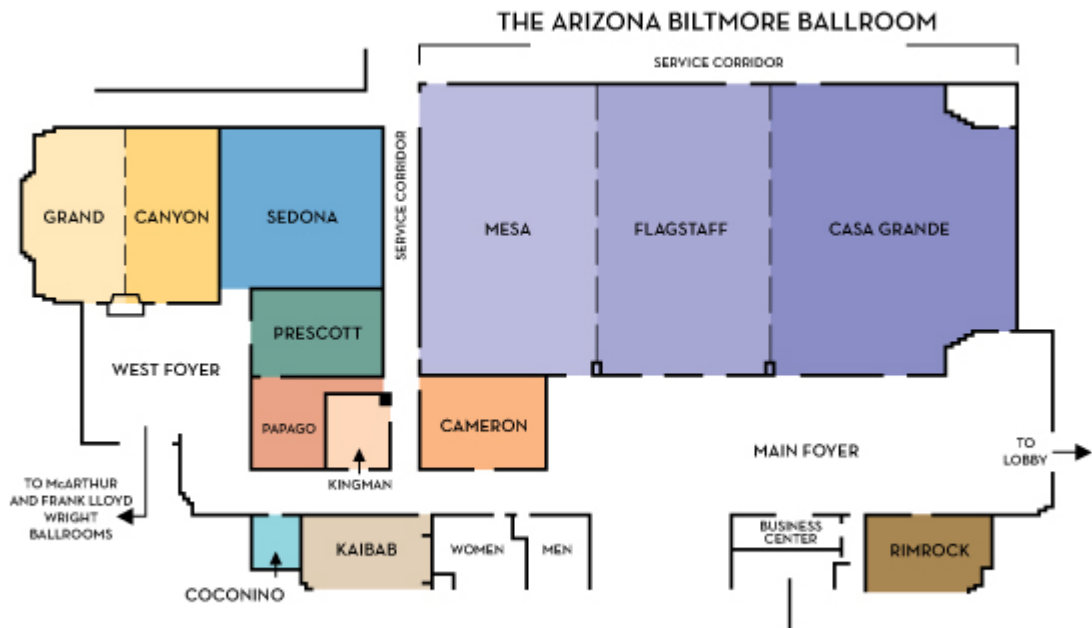
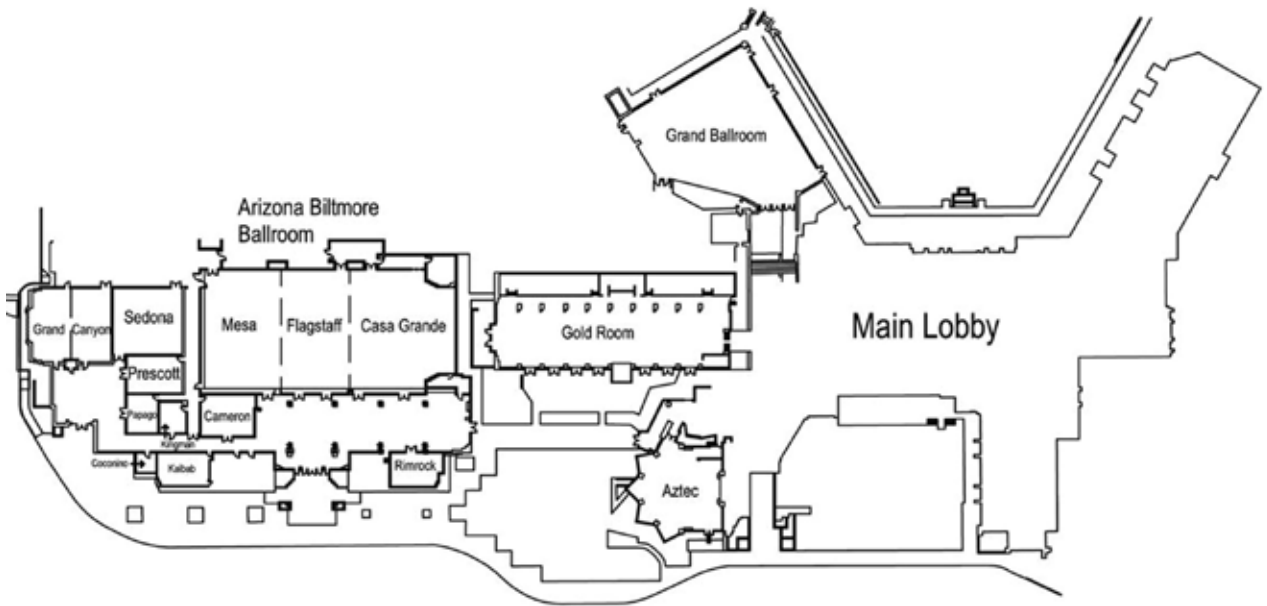
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