2010

17th ANNUAL AIMSE CANADIAN CONFERENCE

Final Program

january 19-20, 2010
toronto, ontario
fairmont royal york hotel

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January 19, 2010

6:00 – 8:30 p.m. AIMSE Reception Fairmont Royal York Hotel
Imperial Room

January 20, 2010

8:00 – 8:30 a.m. Continental Breakfast
Imperial Foyer

8:30 – 8:45 a.m. Welcome and Introduction
Imperial Room

Michael Gillis, Conference Chair, Greystone Managed Investments

8:45 – 9:00 a.m. Now a Word from Our Sponsors…
Imperial Room

9:00 – 10:15 a.m. Keynote Address
Imperial Room

Moderator: Michael Peck, Acuity Investment Management
Speaker: Marnie McBean

The Performance Mentor: A Framework for Exceeding Your Goals
In her keynotes, Marnie McBean does for corporate audiences what she does for top-level athletes: she draws on a lifetime of personal excellence to help teams achieve their goals. In a frank, effortless manner, she shares the goal-setting techniques she used to become one of Canada's most successful athletes ever. These techniques – rigorously tested and proven – set a path for the preparation, communication and teamwork that are essential to winning in any competitive environment. With anecdotes and hard-earned wisdom, she connects with audiences as a real person, and leaves them with a framework for success that transcends sports – one that can be applied to any competitive endeavour. Her role in the upcoming Vancouver Games is a crucial one; and she takes just as seriously each of her keynotes, in which she helps your team do what she has done, time and again: turn potential into outstanding performance.

10:15 – 11:15 a.m. Networking: Debunking The Myths And Learning How To Use This Powerful Marketing Tool To Build Your Professional Network
Imperial Room

Moderator: Tasleem Jamal, Burgundy Asset Management Ltd.
Speaker: Annie Cormier

Annie is a communications specialist, consultant, trainer, facilitator and coach. She helps businesses and individuals formulate effective messages that convince their audiences to take action.

Description: Investment management professionals who want to succeed in the future must understand how clients' expectations have changed. Networking is also the most profitable and cost effective way of obtaining new business however many people are uncomfortable with this style of marketing. In this workshop you will learn that networking is not about selling or is it measured by the number of business cards you collect.

By attending this workshop you will also learn such networking skills as:
- How to develop effective goals for each networking event
- How to start a conversation
- Why what you hear is more important than what you say
- How to introduce yourself and promote your business in one concise sentence.
- How to approach people with confidence

Schedule

11:15 – 11:30 a.m. Refreshment Break with our Vendors
Imperial Foyer

11:30 a.m. – 12:15 p.m. Consultant Introductions
Imperial Room

Moderator: Tony Mastandrea, Lazard Asset Management
Speakers: Heather Cooke, rogerscasey
Peter Wright, bFinance
Kevin Vandolder, Ennis Knupp & Associates

The Canadian consultant landscape has changed with the bFinance, Ennis Knupp, and rogerscasey establishing offices in Canada. AIMSE is pleased to introduce these new players to you so that you may better understand how each of these firm's operate and how each firm expects to have an impact in Canada.

12:30 – 1:15 p.m. Lunch and Keynote Speaker
Upper Canada Room

Speaker: Devereaux A. Clifford, Greenwich Associates

Greenwich has their finger on the pulse of the institutional market and Dev is going to share insights, ideas and the findings of fresh research that will answer your number one question: "What are plan sponsors doing?"

1:30 – 2:45 p.m. Meet the Plan Sponsor – A Roundtable
Imperial Room

Moderator: Craig Auwaerter, KBSH Capital Management, Inc.
Speakers: Karen Coll, The University of Toronto Asset Management Corporation (UTAM)
Michael Dodd, Co-operators Group Limited
Kevin Fahey, Active Investment Strategies at the Colleges of Applied Arts and Technology Pension Plan (CAAT)
Philip Falls, University of British Columbia's Investment Management Trust Inc. (UBC IMANT)
Andrew Greene, Ontario Public Service Employees Union (OPSEU)
Hari Mahadevan, IBM
Kathy Marshall, British Columbia Investment Management Corporation (BCIMC)
Colin Spinney, Dalhousie University

Don't miss this rare opportunity to meet top plan sponsors in an intimate roundtable setting. Ask them the questions you have always wanted the answers to and learn more about how to gain access and meet their needs. Each plan sponsor will be joining you at your table for an open discussion where you will learn what it takes to get your firm positioned for future success. And best of all, no hassles from hustling from one meeting to the next, whether by planes, trains or automobiles.

2:45 – 3:15 p.m. Refreshment Break with our Vendors *Sponsored by ProFundCom*
Imperial Foyer

3:15 – 4:15 p.m. Consultant No Holds Barred
Imperial Room

Moderator: Michael Gillis, Greystone Managed Investments
Speaker: Paul Malizia, Hewitt Associates
Gord Lewis, Proteus
Peter Hayes, Eckler Ltd.

Now it is your turn to ask the questions, especially the tough ones you always wanted to ask but couldn't or wouldn't. Don't miss this opportunity to face the consultants who will take on any probing question whether asked directly (for the brave) or submitted anonymously (for the wimps). Join us for this no holds barred session where every question is fair game and your future is at stake!

Marnie McBean

Marnie McBean is one of Canada's most decorated Olympians, and an expert in turning potential into performance. As one of only two Canadians ever to win three Gold medals in the Summer Olympics, she is used to performing under pressure. Her 12 World and Olympic medals bear witness to this. After a record-breaking rowing career, she is now Manager of Olympic Preparation with the Canadian Olympic Committee. In the years leading up to the 2008 Beijing Olympics, she worked closely with athletes to prepare, emotionally and psychologically, helping to transform their potential into reality. She has the same role leading up to the 2010 Vancouver Games. Her job, simply, is to ensure the highest performance possible.

A member of the Canadian Sports Hall of Fame and the Guinness Book of World Records, and a recipient of the Governor General's Medal, McBean, concurrent to her Olympic career, also managed to finish a degree in Kinesiology from the University of Western Ontario. She is also actively involved in helping to promote the safety, health and activity of Canada's youth as well as many sport and athlete development groups.

Keynote Speakers

Devereaux A. Clifford

Greenwich Associates

Devereaux is the Managing Director of Greenwich Associates, which consults with institutional investment managers and fixed-income dealers in the United States and Japan. Before joining the Firm in 1998, Dev was a consultant with McKinsey & Company, where he focused on financial institutions. Prior to that, he was in public finance at First Boston. Dev earned his BA at Northwestern, his MS and MPhil in chemistry at Yale, and his MBA at Kellogg.

Craig Auwaerter

KBSH Capital Management Inc.

Based in Toronto, Craig's primary responsibility is to lead institutional business development at KBSH. He is also involved, along with other team members, in reporting to existing clients and in the development of proposals and presentations to prospective clients. Craig's mandate is to grow the business and presence of KBSH in the Canadian marketplace. Before joining KBSH, Craig was Vice President, Marketing and Client Service, at Legg Mason Canada. Prior to that he was Vice President and Director at TD Asset Management, Quantitative Capital, where he was responsible for business development and client service to institutional clients based in Western Canada.

Craig is a graduate of York University (B.A.) and the Schulich School of Business at York University (M.B.A.). He is also a Chartered Financial Analyst charterholder and is a member of the CFA Institute and the Toronto CFA Society.

Karen J. Coll

The University of Toronto Asset Management Corporation

Karen Coll joined UTAM in July 2005. Her responsibilities include investment strategy for all public equity and fixed income portfolios and the selection and monitoring of external managers.

Karen has extensive investment management experience with leading financial organizations. Over her twenty five year career prior to joining UTAM, she had served in senior investment roles including Vice President Fixed Income, and Vice President International Equities, with Sun Life Investment Management; Vice President, Global Equity Management with Templeton Management Limited; Director, Global Fixed Income, with Canada Trust Investment Management; and Vice President and Portfolio Manager with Scotia Cassels Investment Counsel. Karen has served as a Director of The Toronto Society of Financial Analysts and is a member of the CFA Institute and The Toronto CFA Society. She is a member of the investment committee of the North York Hospital Foundation; and has served on the investment committees of the Ontario March of Dimes and the Girl Guides of Canada, National Council.

Karen earned a Bachelor of Commerce from McGill University and holds the Chartered Financial Analyst designation.

Heather Cooke

rogerscasey

Heather Cooke is responsible for investment counseling to institutional and financial intermediary clients and manager research at rogerscasey Canada in Toronto. Heather joined Perimeter Capital Management, Inc., a predecessor to Rogerscasey, in 2006 and has over 19 years of investment experience, primarily in multi-manager portfolio management, investment consulting and manager research. Previously, she held several positions at Northern Trust Global Advisors (NTGA) as a Senior Vice President, Director of Manager Research, and lead portfolio manager. At NTGA, she was responsible for the Diversified Fund of Canada, a family of multi-manager funds for institutional investors, chaired the Canadian Investment Committee, and was a member of NTGA's International Investment Committee. Her additional experience included manager research responsibilities for Canadian equities, fixed income, U.S. and International equities as well as real estate where she oversaw the NTGA Canadian real estate program. Heather also consulted to retail Managed Account sponsors on manager selection, manager allocation, structure and oversight. Prior to joining NTGA, Heather worked in the retail brokerage divisions of Midland Walwyn and Dean Witter Canada.

Heather graduated with a Bachelor of Commerce degree from Queen's University in 1990, and is a holder of the CFA Institute's Chartered Financial Analyst (CFA) designation. She is a member of the TCFA and CFA Institutes and is a registered Advisor – Portfolio Manager. Heather is a frequent writer and speaker in the institutional investment industry.

Annie Cormier

Annie is a communications specialist, consultant, trainer, facilitator and coach. She helps businesses and individuals formulate effective messages that convince their audiences to take action.

Prior to starting a career as a consultant, Annie's professional experience is best described as eclectic. Beginning with a Bachelor of Science degree in Nursing, Annie soon progressed to various management positions at a national insurance company. Annie then made a transition to the high tech industry in marketing communications, sales, business development and relationship management positions for technology companies located in both Canada and the US.

Annie has over 20 years experience in roles with fun and interesting titles like product champion, market intelligence and distribution channel manager. These roles gave Annie a broad range of understanding, knowledge and skills that today help her to understand her clients' world and business challenges.
Her flexible, intuitive, energizing, straight talking and marketer's out-of-the-box creative approach earn Annie rave reviews from workshop participants and clients in both Canada and the US.

Since 2002, Annie has been delivering a wide range of programs and services. They range from individual coaching and consulting to seminars and workshops. She works with beginners and highly experienced presenters and public speakers.

Michael Dodd

Co-operators Group Limited

Michael Dodd is the Director of Pensions and Shareholder Services for the Co-operators Group of Companies. In his role he oversees the Co-operators Defined Contribution Pension Plan recently ranked as the 6th largest in Canada by Assets under Management.

Michael is a professional accountant having obtained his Certified General Accountant degree in 1988 and also holds a Certified Financial Planning degree obtained in 2002.

Kevin Fahey

Active Investment Strategies at the Colleges of Applied Arts and Technology

Kevin is Director, Active Investment Strategies at the Colleges of Applied Arts and Technology Pension Plan (CAAT), where his responsibilities include the oversight of CAAT's public equity, fixed income and overlay managers. Prior to joining CAAT in March 2009, Kevin worked for several years at a major Canadian financial institution's pension plan. He holds a Bachelor of Commerce from Queen's University, a Bachelor of Laws from Osgoode Hall Law School, and is a CFA charterholder.

Philip Falls

University of British Columbia's

Philip is the President and Chief Executive Officer of UBC IMANT. UBC IMANT has investment responsibilities for approximately $2.2 billion of the University of British Columbia's investment assets, including the endowment, staff pension plan, long term disability and other associated funds.

With over 25 years of institutional investment management experience, Philip formerly served as Director, Investments of the IWA Forest Industry Pension and LTD Plans, an organization independently recognized for its superior governance practices and strong investment results.

Philip currently sits on the Boards of the Association of Canadian Pension Fund Management (ACPM) and the Pension and Investment Association of Canada (PIAC).

Philip received his Bachelor of Commerce (Honours and double Birks Medallist) from Concordia University and a Masters of Business Administration (Finance) from the University of Western Ontario. He is a CFA Charterholder and holds the ICD.D designation from the Institute of Corporate Directors.

Michael Gillis

Greystone Managed Investments, Inc.

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

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

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

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

Andrew Greene

Ontario Public Service Employees Union

Andrew Greene, CIM, is Manager, Public Market Investments at the OPSEU Pension Trust, a $12 billion public pension plan. His main areas of responsibilities are researching and monitoring external public market managers and investments. Prior to joining OPTrust in 2009, he was a Vice President at Northern Trust Global Advisors (NTGA). His main area of responsibility was researching external managers and as co-portfolio manager of the Diversified Fund of Canada, NT's multi-manager funds. Before joining NTGA in 2006, Mr. Greene was with the University of Wisconsin Foundation where he was Associate Director of Investments and was responsible for the management and oversight of over US$2.5 billion in assets. While at UWF, he had primary responsibility for asset allocation and equities, fixed income and absolute return strategies. He has also Earlier in his career, Andy also worked at Watson Wyatt and Smith Barney. He holds a Masters in Applied Economics (Binghamton University), a Bachelors in Economics (Ithaca College), the Canadian Investment Manager Designation, is a member of the CFA Institute, CFA Society of Toronto and the Pension Investment Association of Canada (PIAC) and is a CFA Level 2 Candidate.

Peter Hayes

Eckler Ltd.

Peter is a consulting actuary and a Principal in Eckler's Halifax office. He graduated in mathematics from Dalhousie University in 1981, subsequently qualified as a Fellow of the Society of Actuaries and the Canadian Institute of Actuaries (FSA, FCIA), and joined Eckler in 1996. Peter has nearly 30 years' experience in the insurance and consulting fields, specializing in the design and funding of pension and benefits plans. His main focus has been in the areas of pension plan governance, risk management, and asset planning, including manager search and selection, investment policy development, and performance monitoring and evaluation. He has consulted to a wide range of public and private sector clients, including provincial and municipal plans, hospital organizations, universities and large corporations.

Peter is Past General Chairperson of the Society of Actuaries' Education Oversight Committee, the group that oversees the development and administration of actuarial exams throughout North America and Asia. This is the senior executive position within the Education system. Previously, Peter was the General Officer responsible for developing the Fellowship-level retirement exam, which included topics such as advanced accounting, pension mathematics, and institutional investment.

Peter is a frequent speaker at professional and industry conferences in both Canada and the United States. He serves on committees of both the Society of Actuaries and the Canadian Institute of Actuaries, and is a former Chair of the Canadian Pension and Benefits Institute's (CPBI) Atlantic Regional Council, and a past member of the CPBI's national Board of Directors.

Tasleem Jamal

Burgundy Asset Management Ltd.

Tasleem joined Burgundy in January 2007 to focus on client relationship management and business development for Burgundy's Canadian institutional clients. Tasleem has over 10 years of experience advising institutional clients, high net worth individuals, foundations and endowments on their investment policy development, asset allocation, and investment strategies. Tasleem began her career in 1998 with Ernst & Young Investment Advisory Services Inc. She was promoted to Vice President in 2000, a role in which she provided investment consulting services to high networth individuals, foundations and endowments clients. Prior to joining Burgundy, Tasleem spent several years as a Pension Consultant with Hewitt Associates.

Tasleem currently serves on the Board of the Lorraine Kimsa Theatre for Young People as a Board Member. Tasleem received her MBA with a major in Finance (1999) and a B.Comm (1996) from the Michael G. DeGroote School of Business and a BA in Psychology (1996) from McMaster University. She was awarded the Chartered Financial Analyst designation in 2003. She has also studied in the Executive Education programs of the Harvard Business School, Columbia University Graduate School of Business and the CFA Institute. Tasleem is a member of the CFA Institute and the Toronto CFA Society.

Gord Lewis
Proteus

Gord joined Proteus in 1997 to bring his professionalism and business experience to the mid-sized Canadian pension plan sponsor community delivering Pension Governance, Performance Measurement, and Investment Manager Research and Search. He was appointed Vice President in 2001 and became a shareholder in Proteus in 2006.

Gord has been published in major Canadian and international pension and investment publications, and has spoken as a subject matter expert on numerous occasions at industry conferences.

Gord has direct experience as the primary consultant for 19 of Proteus' clients including:
• The Canadian Press
• Baxter Corporation
• CA Company Canada (formerly Computer Associates)
• The Canadian YMCA Retirement Fund
• Amway Canada
• Redpath Sugars (American Sugar)

A graduate of the University of Western Ontario in 1987 with a Bachelors degree, Gord continued his studies at Queen's University to receive an MBA in 1991. Prior to joining Proteus, Gord gained experience in many and diverse business skills in the retail environment.

Hari Mahadevan
IBM

Hari Mahadevan is a finance professional with over 25 years of accounting, finance and investment experience. Credentials include Chartered Accountancy (India), CMA(Canada), CMA (US), ACMA (UK), CPA(Illinois), CFA and FRM. Joined IBM in 1996 after graduating with an MBA from the University of Western Ontario. Current position: Pension Investment Manager with IBM Canada.

Paul Malizia
Hewitt Associates

Paul was appointed Principal and leader of the investment consulting practice for Hewitt Canada in July 2006. He has been a senior investment consultant in Hewitt's Toronto office since 2004 and has 15 years of industry experience. Paul is also a member of Hewitt's Global Investment Board which is responsible for the oversight and strategic direction of the company's investment consulting business globally.

Prior to joining Hewitt, Paul worked as Assistant Vice President of Investment Management Services for a large insurance company. In addition, Paul 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, the Toronto CFA Society and ACPM.

Kathy Marshall

British Columbia Investment Management Corporation

Kathy Marshall holds a Bachelor of Arts (International Relations) from the University of British Columbia and a Master of Business Administration from the University of Hartford in Connecticut.

Kathy joined bcIMC in 2003, as a Client Service Consultant in the Consulting and Client Services Department, which serves as one of bcIMC's five pillars, advising pension trustees on key strategic issues, such as asset allocation, asset/liability studies, and investment policies.

In 2007, Kathy joined the Equity Investments Department as one of two Managers, External Managers at bcIMC. bcIMC, the largest institutional investor in Western Canada, has C$80 billion of assets under management with C$34 billion in equities, of which C$12.5 billion are managed by external equity managers using long-only strategies.

Prior to working at bcIMC, Kathy had 10 years experience in various financial roles, including positions in the Banking/Cash Management Branch of Provincial Treasury and as a Treasury Board Analyst in the Treasury Board Staff Division of the Ministry of Finance in British Columbia.

Tony Mastandrea

Lazard Asset Management

Senior Vice President, Marketing Representative Tony Mastandrea is a Senior Vice President of Lazard Asset Management and a member of the Client Service/ Marketing Group focusing on the Canadian marketplace. Prior to joining Lazard in 2006, Tony was instrumental in the establishment of a global asset management firm and the institutional division of a large Canadian investment firm. Previous to that, Tony had worked for over 10 years with the promotion of pension and investment services for major Canadian insurance companies. Tony began working in the investment industry in 1986. He received a B. Comm. in Finance from Concordia University.

Michael Peck

Acuity Investment Management

Michael Peck joined Acuity in 2005 and has over 18 years of experience serving institutional clients. Previously, Michael was a Vice President at JP Morgan Asset Management, and prior to that was a Vice President and Director at TD Quantitative Capital. Michael graduated with a B.Comm. from the University of Manitoba and a MBA from the University of British Columbia. He is also a CFA charter holder.

Colin Spinney

Dalhousie University

Colin Spinney is the Treasurer at Dalhousie University. As Treasurer, he is responsible for the management of the University's endowment and pension fund investments, investment accounting, cash management, and endowment administration. He has been involved in financial management for over 30 years with over 20 years in institutional investments. He serves on CAUBO's Treasury and Investment Committee and also sits on the investment committee of CURIE. Colin is a CMA and graduated with a MBA from Dalhousie University.

Kevin Vandolder

Ennis Knupp & Associates

Kevin, principal, serves as a primary consultant and manages consulting assignments for a select number of EnnisKnupp retainer and project clients. Kevin has led the firm's U.S. equity manager research area along with the defined contribution (DC) team over the past eight years and currently leads the DC research efforts.

Before joining EnnisKnupp in 1996, Kevin spent four years in the corporate finance group of the $9 billion Westcoast Energy group of companies and has previously served in the Canadian Navy and Presbyterian World Service.

Kevin holds a B.Comm. degree in finance from the Odette Business School at the University of Windsor and is a CFA charterholder. He is a member of the CFA Society of Chicago where served over the past decade in many capacities including President and Treasurer. Kevin remains active on CFA Institute committees while serving many years as a grader for the Chartered Financial Analyst examination.

Kevin has served as an adjunct faculty member at DePaul and Northwestern University while serving on industry organizations such as the PSCA/401(K) Council's Legal and Legislative Committee and active member of the Executive Club of Chicago. In addition, Kevin continues to be quoted in the industry press including Money Management Letter, Fund Fire and Pension & Investments and remains active in speaking at industry conferences

Speakers & Moderators

Peter Wright

bfinance Canada inc

Prior to joining bfinance in 2007, Peter was a Vice President at YMG Capital. Peter has over 25 years of capital markets and investment experience with investment managers and banks, such as Flemings, Merrill Lynch, Bankers Trust International and CIBC. Peter holds a B.A. (Honours) in Economics from the University of Western Ontario and an MBA from the University of Toronto. Peter has extensive alternative investments experience and holds the Chartered Alternative Investment Manager (CAIA) designation and is a member of the Education and Research Committee of AIMA Canada.

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The Canadian Institutional Investment Network is (CIIN) is your premier source of information on pension funds and their suppliers in the Canadian market. It is updated on real time basis with the ability to access it anytime and anywhere through any computer and through any mobile device. The database helps suppliers reach out to over 1500 pension funds easily and efficiently.

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eVestment Alliance (eA) is an innovative, Web-based provider of comprehensive investment information and analytic technology. eVestment delivers extensive data through robust, user-friendly products with an unparalleled commitment to client service.

Through its online eASE Global Database, eVestment captures the most comprehensive dataset in the industry and distributes all information via its fully Web-based eASE Analytics system, a platform which has set the software standard for online manager comparisons, research and competitive intelligence. Drawing upon its data management expertise, eVestment also offers its powerful eASE Exchange system to address the industry's redundant data request problems by automating the transformation and precise update of manager data to multiple databases.

With better data, more flexible analytics and custom data automation and delivery platforms, eVestment's robust tools enable clients to conduct more thorough research, generate more insightful analysis and significantly improve their overall efficiency.

Exhibitors

eVestment's diverse clients include leading investment consultants, asset managers, plan sponsors and others, among the world's foremost financial organizations. eVestment was founded in 2000 and is headquartered in Atlanta, Georgia with offices in London, England and Sydney, Australia with regional sales offices in Boston, Seattle and Raleigh.

Satuit Technologies, Inc. is a global leader in On-Demand and On-Premise vertical market sales force automation (SFA) and client relationship management (CRM) solutions that are easy to implement and provide our clients with the precise tools they need to increase sales, better serve their clients, master information-intensive business relationships, and cut costs.

Satuit has offices in the United States and the United Kingdom, and serves clients in more than a dozen countries as well as every major financial center. We have a strong focus and long track record of success in the investment and energy industries. Satuit Technologies was founded in 1994 and is a privately held corporation.

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Standard & Poor's – Money Market Directories

This is Money Market Directories' 40th year as the premier provider of current, comprehensive information on the pension investment industry. The Money Market Directories database provides in-depth information on more than 80,000 tax-exempt sponsors nationwide, including corporate, union, and government pension plan sponsors, plus endowments, foundations, and health service organizations; 7,100 international pension plans and international consultants/plan advisers; 296 consultants; 27,000 investment advisory firms; and over 14,000 broker dealers. Also seize additional opportunities with our latest update of 1,400 Canadian profiles! All information in our database is updated continually throughout the year, and is available through either eDirectory or Web-based format. Our Web-based version – MMD WebAccess puts the entire MMD database at your fingertips, anytime, anyplace where you have access to a PC. MMD WebAccess enables you to create customized reports, develop targeted mailings and identify new sales opportunities. For more information and to find out how you can get a free trial of MMD WebAccess, please call 1-800-446-2810.


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