

Creating a Path to
SUCCESS



A STEP

AHEAD



AIMSE

41ST ANNUAL MARKETING & SALES CONFERENCE

APRIL 29 – MAY 1, 2018 • NATIONAL DORAL MIAMI • MIAMI FL

PRELIMINARY PROGRAM



AIMSE 41ST ANNUAL MARKETING & SALES CONFERENCE

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*“The big will not beat the small anymore.
Now the fast will beat the slow.”*

– John Chambers, Cisco

DEAR AIMSE MEMBERS:

Thank you for being part of the 41th AIMSE Annual Marketing & Sales Conference. We are thrilled and honored to have created an educational, impactful, and memorable program for you. We truly appreciate your attendance and look forward to seeing everyone interact, share ideas, learn, and have fun.

Our theme this year echoes AIMSE's mission of **Creating a Path to SUCCESS**. From the keynote speakers to the asset allocators to your peers, we encourage you to take advantage of all of the knowledge, experience, and backgrounds in attendance and in the spirit of AIMSE, help each other succeed. It ain't easy out there and we hope these few days will help you gain that extra edge.

The program contains an impressive line-up of leading asset allocators, a wide variety of investment consulting representatives with sessions diversified across channels, subject matters, and traditional vs. alternative asset classes. A few highlights:

- Keynote speakers Steve Mazan, an Emmy award-winning writer, author, and comedian, and IN-Q, a national poetry slam champion and entertainer. You are assured two entertaining, inspiring keynotes that will have you rethink your approach to work and life.
- Senior consulting firm representatives from over a dozen different firms, including the ever-popular consultant roundtable session.
- A first this year, we welcome members of the CIO Magazine's Forty under 40 to our conference, as well as several other plan sponsor panels with representatives from leading institutions.
- Breakout sessions focused on specific channels (Consultant vs. Direct) and (Traditional vs. Alternative) as well as personal and corporate development opportunities.

Another first this year, will include the inaugural AIMSE/TOIGO Foundation partnership introducing our first two scholarship recipients. There really is something for everyone. We welcome your feedback and participation.

As always, we have partnered with industry leading vendors who have developed robust and intelligent tools to help sales executives succeed. They would love to meet you and find out how they can help your firms succeed in this increasingly competitive market place.

Of course, it wouldn't be an AIMSE conference if we didn't include fun events to help foster new relationships and strengthen existing ones. Consider signing up for golf, tennis, or volleyball to expand your networking opportunities!

We want to say thank you to this year's conference committee for their tireless efforts to deliver a program that will help you excel as an investment management sales professional. If you are interested in getting more involved in future AIMSE events, please seek out someone from our planning committee or the AIMSE Board of Directors.

Again, thanks for your attendance and we look forward to seeing you at the conference.

Sincerely,

Holly Verdeyen

Russell Investments
Conference Co-Chair

Gus Catsavis

Pinnacle Asset Management, L.P.
Conference Co-Chair

SCHEDULE AT A GLANCE

SUNDAY, APRIL 29

| | |
|-------------------------|--|
| 7:00-8:00 am | Golf Tournament Registration & Breakfast |
| 8:00 am-12:00 pm | Golf Tournament |
| 10:00-11:30 am | Golf Clinic |
| 12:00-1:30 pm | Luncheon for Golf Tournament and Clinic Participants |
| 1:30-5:30 pm | Boot Camp |
| 4:00-8:00 pm | Conference Registration |
| 6:00-6:30 pm | Newcomer & Mentor Reception |
| 6:30-9:30 pm | Welcome & Exhibitor Reception |

MONDAY, APRIL 30

| | |
|-------------------------|--|
| 7:00 AM- 3:30 PM | Conference Registration |
| 7:00-8:00 AM | Breakfast with Exhibitors |
| 8:00-8:15 AM | AIMSE President's Welcome |
| 8:15-9:15 AM | Keynote Presentation by Steve Mazan |
| 9:15-9:45 AM | A Word From Our Partners |
| 9:45-10:45 AM | State of the State – A Conversation with Investment Consulting Leaders |
| 10:45-11:00 AM | Refreshment Break with Exhibitors |
| 11:00-11:50 AM | CONCURRENT BREAKOUT SESSIONS |
| TRACK 1: | TRADITIONAL INVESTMENTS The Past, Present, And Future Of Corporate Pension Plans |
| TRACK 2: | ALTERNATIVES The New Order of Alternative Investments |
| TRACK 3: | PROFESSIONAL DEVELOPMENT Strategic Selling: Expanding Into New Markets |
| 12:00 -1:00 PM | AIMSE/TOIGO FOUNDATION: Bringing Diversity to Life |
| 1:10-2:10 PM | Meet the New Guard: CIO Magazine's "40 Under Forty" |
| 2:10-2:40 PM | Refreshment Break with Exhibitors |
| 2:45 - 3:45 PM | CONCURRENT BREAKOUT SESSIONS |

| | |
|----------------------|--|
| TRACK 1: | TRADITIONAL INVESTMENTS 9 Years into a Bull Market...Now What? |
| TRACK 2: | ALTERNATIVES Where are We in the Opportunity/Capital Cycle Among Alternatives: Hedge Funds, Private Credit, Private Real Assets and Private Equity |
| TRACK 3: | PROFESSIONAL DEVELOPMENT Strategic Selling: Managing the New Sales Cycle and Internal Dynamics |
| 4:30-6:45 PM | Optional Outdoor Activities |
| - | Tennis Tournament |
| - | Volleyball Tournament |
| 7:30-8:00 PM | Cocktail Reception |
| 8:00-11:00 PM | Dinner & AIMSE Lothrop Award Presentation |

TUESDAY, MAY 1

| | |
|--------------------------|--|
| 7:00 am-1:30 pm | Conference Registration |
| 7:00-8:00 am | Breakfast with Exhibitors & AIMSE Annual Business Meeting |
| 8:00-9:00 am | Keynote Presentation by National Poetry Slam Champion IN-Q |
| 9:00 - 10:00 AM | Re-Thinking Distribution: Comparing Distribution Models and Strategies of Asset Management Firms |
| 10:00-10:20 AM | Refreshment Break with Exhibitors |
| 10:20-11:40 AM | CONCURRENT BREAKOUT SESSIONS - MEET THE ALLOCATORS PARTS I AND II <i>Please note each session is 40 minutes in length beginning at 10:20 and repeating at 11:00. Attendees are encouraged to select one session per time period.</i> |
| SESSION 1: | The Changing Landscape of Healthcare |
| SESSION 2: | Endowments and Foundations Forge a New Model |
| SESSION 3: | 2018 OCIO Trends: The Future is Here |
| 11:50 AM -1:20 PM | Consultant Roundtables |
| 1:20-2:20 PM | A Global Perspective on Institutional Investor Behavior |

Program and speakers subject to change. Visit <http://www.aimse.org> for updates.

EXTENDED SCHEDULE

SUNDAY, APRIL 29

| | |
|-------------------------|---|
| 7:00–8:00 am | Golf Tournament Registration & Breakfast |
| 8:00 am–12:00 pm | Golf Tournament National Doral Golf Club Red Tiger Course |
| 10:00–11:30 am | <p>Golf Clinic</p> <p>Golf is a proven business development skill. Are you new to the game or interested in an early season tune-up rather than playing the full tournament? We've organized the golf clinic just for you. The clinic includes use of 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).</p> |
| 12:00–1:30 pm | Luncheon for Golf Tournament and Clinic Participants |
| 1:30–5:30 pm | <p>AIMSE Boot Camp</p> <p>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</p> <p>Topics will include:</p> <ul style="list-style-type: none">- Understanding the Investor Sales Cycle- Building a Team- Engaging Investors- Presentation Skills- Building Relationships- Due Diligence- Marketing Resources- Marketing Tips and Tricks |
| | <p>MODERATORS</p> <p>Michael Gillis Senior Vice President, Business Development Greystone Managed Investments, Inc.</p> <p>Chris Rae Managing Director Elevation Marketing Advisory</p> |
| 4:00–8:00 pm | Conference Registration |
| 6:00–6:30 pm | Newcomer & Mentor Reception |
| 6:30–9:30 pm | Welcome & Exhibitor Reception |

MONDAY, APRIL 30

7:00 am–3:30 pm

Conference Registration

7:00–8:00 am

Breakfast with Exhibitors

8:00–8:15 am

AIMSE President's Welcome

8:15–9:15 am

KEYNOTE PRESENTATION BY **STEVE MAZAN**

Someday Isn't on the Calendar

Emmy Winning-Writer and Comedian Steve Mazan talks about his wake-up call for life. A stage 4 cancer diagnosis. Wait, wait! Steve knows what you're thinking, "Oh no, another sappy, sad story about a disease." Don't worry, he hates those too. Instead, Steve uses his decades of stand-up experience to weave a hilarious and motivational talk that will leave you inspired and holding your side. From laughing, you're side will be fine, don't worry.

9:15–9:45 am

A Word from our Partners

9:45–10:45 am

STATE OF THE STATE – A CONVERSATION WITH INVESTMENT CONSULTING LEADERS

You won't want to miss this open and honest dialogue with luminaries who are shaping the direction of the consulting industry. In this session we bring together leaders and practitioners from influential consulting firms to discuss the current state of the consulting business and how it will continue to evolve in the coming years including the impact of consolidation, OCIO, money management, staffing, and fees. We'll discuss, among a variety of topics, how the changing consulting landscape will impact the investment management community and how we work with consultants. Which client bases will grow or shrink in the coming decade? How will the role of active, passive, ETFs, alternatives continue to evolve? And of course, we want to address all of your burning questions for these influential leaders.

MODERATOR

P. Mackenzie Hurd, CFA

Managing Director

Eagle Capital Management, LLC

SPEAKERS

Jim Callahan, CFA

Executive Vice President, Head of Fund Sponsor Consulting

Callan LLC

Russ Ivinjack

Senior Partner

Aon Hewitt

Rob Palmeri, CFA

Director of East Coast Consulting, Head of Defined Contribution Solutions
RVK, Inc.

10:45–11:00 am

Refreshment Break with Exhibitors

11:00–11:50 am

CONCURRENT BREAKOUT SESSIONS

TRACK 1 – TRADITIONAL INVESTMENTS: THE PAST, PRESENT AND FUTURE OF CORPORATE PENSION PLANS

The defined benefit plans of corporations were once the primary retirement vehicle for many Americans. The interest rate environment we now live in has come full circle from the interest rate levels we witnessed in the 1950's. But a lot has changed since that time for corporate defined benefit plans. Our panelists will discuss how corporate DB plans have evolved over time and what changes they expect in the future. We will evaluate the rise of defined contribution plans and the declining role of DB plans to determine if this transition has benefited most retirees. We will also explore the present day problems pension plans face, and how they are tackling these challenges, while considering the future impact this will have on DB plans. How are pension investment professionals managing their liabilities in the midst of one of the longest bull markets coupled with the uncertainty surrounding the direction and future levels of interest rates? How have pension plans partnered with investment managers and consultants to design and implement an effective glide path? What role will OCIO consultants play in solving the problems for multi-billion dollar corporate pension plans? Please join us for an in-depth discussion of these current day issues facing corporate pensions, with a historical perspective and an eye on the future.

MODERATOR

Greg Bauer, CFA, CAIA

Director, Institutional Services
Parametric Portfolio Associates

SPEAKERS

James Goodwin

Director, Retirement Plans
US Foods

Celeste Reese

Treasury Manager, Retirement Assets
Celanese

Brett Taylor

Director, Global Investments
(Former Coca-Cola Company)

Michael Tudor, CFA

Principal Investment Analyst
NextEra Energy

TRACK 2: ALTERNATIVES – THE NEW ORDER OF ALTERNATIVE INVESTMENTS

This session will discuss the dynamically shifting world of alternatives. We will cover what investments fall under the scope of “alternatives” today and what role they will play in portfolios over the next ten years and beyond. Have investors modified their target allocations or carved out allocations to new opportunities? How are allocators aligning their internal resources and staff to cover the extensive range of alternative offerings? In the wake of many hedge funds struggling to meet their objectives, are investors maintaining exposure or shifting to other areas to try and achieve similar outcomes? How do investors frame the illiquidity premium for different kinds of illiquid strategies?

MODERATOR

Kristin Fenik, CFA

Managing Director
ArrowMark Partners

SPEAKERS

Panayiotis Lambropoulos, CFA, CAIA, FRM

Portfolio Manager – Hedge Funds
Employees Retirement System of Texas

Ken Souza

Investment Director
University of South Florida

Robert Thompson, CFA

Senior Portfolio Manager, Credit
UPS Group Trust

TRACK 3: PROFESSIONAL DEVELOPMENT – STRATEGIC SELLING: EXPANDING INTO NEW MARKETS

Is your Firm interested in stepping strongly into a new distribution strategy. How do you best educate yourself & Firm on the current issues & opportunities? What are the key metrics? How do you sensitize yourself on the marketplace dynamics and challenges?

This session will focus upon these questions utilizing a case study format with real

life practical examples of success and opportunities for improvement from a panel of seasoned sales professionals, clients, & prospects

MODERATOR

Dick Hoag

Partner
Corinthian Cove Consulting, LLC

SPEAKERS

T. Neil Bathon

Managing Partner
FUSE Research Network

Paul Ferro

Investment Consultant
Curcio Webb

Steve Kneeley

President & Chief Executive Officer
Driehaus Capital Management

Greg Weissman

Consultant Relations Director
Putnam Investments

12:00 -1:00 pm

AIMSE/TOIGO Foundation: Bringing Diversity to Life

TOIGO Foundation and AIMSE know that organizations benefit when diverse teams work together to solve complex challenges. Active engagement by women and minorities in asset management will lead to more robust decision-making and drive economic growth—preparing professionals to lead this change is TOIGO's goal. Learn how TOIGO is achieving meaningful inclusion of historically under-represented talent in our industry and how you can be more involved. Hear from current TOIGO Fellows who were awarded AIMSE scholarships about their career paths, successes, and challenges. Advancing the careers of these talented professionals will change our collective future. AIMSE is excited to partner with TOIGO and more can be done. At this lunch, take one step closer to your engagement in driving this change.

SPEAKER

Toni Cornelius

Senior Program Consultant
Toigo Foundation

1:10 -2:10 pm

Meet the New Guard: CIO Magazine's "40 Under Forty"

What do all the speakers in this session have in common? They've all earned a coveted spot on the "40 Under Forty" list of asset owners this year, compiled by Chief Investment Officer Magazine, in recognition of the mark they've made on their organizations early in their careers. This session provides a unique opportunity for several of these influential young leaders to come together to share their perspectives. You'll hear from these rising stars about what they attribute their early successes to and how they will impact their organizations and the investment community at large for years to come.

MODERATOR

Mark Robertson

Director of Business Development
Proprietary Capital, LLC

SPEAKERS

Elizabeth Burton, CAIA

Managing Director Quantitative Strategies Group
Maryland State Retirement and Pension System

Erik Carleton, CFA, CAIA

Director of Pension Investments
Textron Inc.

Tishawna Clyburn

Senior Investment Analyst
Prudential Financial, Inc.

Matt Sherwood

Senior Investment Manager
MMBB Financial Services

Christophe Truong, CFA

Manager, Investments
Air Canada Pension Investments

2:10-2:40 pm

Refreshment Break with Exhibitors

2:45–3:45 pm

CONCURRENT BREAKOUT SESSIONS

TRACK 1: TRADITIONAL INVESTMENTS – 9 YEARS INTO A BULL MARKET...NOW WHAT?

We are 9 years into an equity bull market. Bond yields have been falling for the past 35 years. Where do we go from here? How can investors prepare their portfolios for the next ten years? Listen to our panel of industry-leading consultants share their perspectives on asset allocation, what they are advising clients and where they think the money will flow in 2018 and beyond. Participate in an active Q&A session.

MODERATOR

Rachel Serna

Director, Consultant Relations
Lord, Abbett & Co. LLC

SPEAKERS

Ryan Anderson

Managing Director

Chris Levell, ASA, CFA, CAIA

Partner, Client Strategy
NEPC

Matthew Maleri

Partner
Rocaton Investment Advisors

Geoff Strotman, CFA

Vice President, Alpha Research
Segal Marco Advisors

TRACK 2: ALTERNATIVES – WHERE ARE WE IN THE OPPORTUNITY/CAPITAL CYCLE AMONG ALTERNATIVES: HEDGE FUNDS, PRIVATE CREDIT, PRIVATE REAL ASSETS AND PRIVATE EQUITY

Alternative Boom or Bust? With a prolonged economic expansion, record fundraising in private strategies and renewed interest in hedge funds, how do consultants advise their clients on identifying investment opportunities and meeting their goals while avoiding bubbles? Join us as we explore the leading topics among hedge funds, private credit, private real assets, and private equity strategies facing our panel of Alternative Investment Consultants today.

MODERATOR

Tony Buscemi

Partner
Gallatin Capital LLC

SPEAKERS

Mark Doherty, CFA

Managing Principal, Head of Hedge Funds
PivotalPath

Reid Smith

Principal, Head of Private Equity
Mercer

Tod Trabocco, CFA

Managing Director, Head of Private Debt
Cambridge Associates

Mark Williams

Managing Director, Head of Private Real Assets
Cliffwater

TRACK 3: PROFESSIONAL DEVELOPMENT – STRATEGIC SELLING: MANAGING THE NEW SALES CYCLE AND INTERNAL DYNAMICS

Now that your firm is expanding into a new market, how do you manage the complex dynamics to developing strategic and tactical plans for success? How do you manage the internal and client/prospect/consultant “dance”? How can you achieve profitable growth through competitive differentiation? Listen to how two major plan sponsors and a distribution professional think through issues to help YOU become a trusted advisor both within and outside your firm.

MODERATOR

Mark Sullivan

Partner, Head of Client Service & Marketing
Bridgeway Capital Management

SPEAKERS

Raudline Etienne

Founder & Managing Partner
Daraja Capital

Deken Palmer

Director
CEB

4:30–6:45 pm

Optional Outdoor Activities

- ◆ Tennis Tournament
- ◆ Volleyball Tournament

7:30–8:00 pm

Cocktail Reception

8:00–11:00 pm

DINNER & AIMSE LOTHROP AWARD PRESENTATION

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

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

TUESDAY, MAY 1

7:00 am–1:00 pm

Conference Registration

7:00–8:00 am

Breakfast with Exhibitors & AIMSE Annual Business Meeting

8:00–9:00 am

KEYNOTE PRESENTATION BY NATIONAL POETRY SLAM CHAMPION
IN-Q

Question Everything with IN-Q: A Journey into the Heart, Mind and Spirit through Poetry

World-renowned poet IN-Q (@inqlife) has performed for everyone from Oprah Winfrey to Barack Obama, TED Talk audiences and Fortune 500 executives. Through his thought-provoking and inspiring performance, IN-Q will entertain, inspire, and challenge you to look deeper into your human experience and to ask questions about your life, your environment, and the world at large.

9:00–10:00 am

Re-Thinking Distribution: Comparing Distribution Models and Strategies of Asset Management Firms

In order to remain relevant, Managers have been forced to find their “edge”, as the competitive landscape grows ever more challenging. CaseyQuirk will provide an overview of the asset management business and operating environment, discuss key trends affecting distribution leaders, as well as interview AIMSE Emeritus panelists that highlights the initiatives that have been successfully implemented at their respective firms.

MODERATOR

Kevin Quirk

Principal
CaseyQuirk by Deloitte

SPEAKERS

Joanne Hickman Dodd

Senior Vice President, Relationship Manager
Capital Group

Steve Dunn

Executive Vice President
Cohen & Steers Capital Management Inc.

Chris Krein

Managing Director
Artisan Partners, Limited Partnership

Laura Pollock

Founding Partner
Third Street Partners

10:00-10:20 am

Refreshment Break with Exhibitors

10:20-11:00 am

CONCURRENT BREAKOUT SESSIONS – MEET THE ALLOCATORS PART I

Please note each session is 40 minutes in length beginning at 10:20 and repeating at 11:00. Attendees are encouraged to select one session per time period.

Session 1: The Changing Landscape of Healthcare

Healthcare institutions represent an evolving distribution channel for asset managers. The healthcare landscape continues to change due to a variety of reasons including increased M&A activity, new regulations and the effect of data. The panel will consist of a well-rounded group of investment professionals from health organizations to consultants with a focus on the space. The following are topics we plan to cover:

- Ideal structure for strategic partnerships between allocators and asset managers
- AHCA and its potential implications on various hospital and healthcare plans
- Whether healthcare plans constitute as ERISA and why
- Solvency of healthcare plans
- Changing landscape due to increased M&A activity
- How plans leverage resources among different groups with various pools of assets
- How data can affect the financial sufficiency of healthcare organizations

MODERATOR

Heather Beatty

Vice President
First Eagle Investment Management, LLC

SPEAKERS

Leslie Lenzo, CFA

Chief Investment Officer
Advocate Health Care

Robert Kowalski

Director of Investments
Beaumont Health

David Smith, CFA

Managing Partner
Marquette Associates

Session 2: Endowments and Foundations Forge a New Model

Hear directly from prominent leaders in the Endowment and Foundation community as speakers share insights into the changing nature of capturing alpha in their portfolios, choosing money managers, and investing responsibly. We will debate the role of illiquid assets and alternatives, discuss where to find growth in the global economy, and explore changes on the horizon.

MODERATOR

Carolyn Patton, CFA

Head of Distribution Americas
First State Investments

SPEAKERS

Deborah Christie, CFA

Managing Director
Cambridge Associates

Robert Russell

Portfolio Manager
Formerly Harvard Management Company

Catherine Ulozas

Chief Investment Officer, Vice President
Drexel University

Mark Waite

Director, Endowment Investments
University of Utah

Session 3: 2018 OCIO Trends: The Future is Here

As the OCIO market continues to grow at double digit rates, OCIO assets under management are predicted to reach \$2.3 Trillion by Q1 2022 according to a research report produced by Cerulli Associates. Where is that money coming from and where is it going? How is it being allocated? How do investment firms navigate the research and selection process? How will it affect larger investment firms vs boutiques? Clearly it is

increasingly important to stay on top of these shifts and understand how it is evolving. Join us for a panel discussing the latest OCIO trends as seen from an OCIO provider, an OCIO search firm, a corporate plan sponsor considering OCIO, as well as an asset manager that has been successful navigating the space and getting their products on OCIO platforms.

MODERATOR

Ami Fox

Marketing & Client Service
DePrince, Race & Zollo, Inc.

SPEAKERS

C. Wes Burton, Jr.

Vice President - Treasury, Tax & Information Services
Vulcan Materials Company

Maritza Martinez, CAIA

Associate Consultant
RVK, Inc.

Paul Ferro

Investment Consultant
Curcio Webb

Dr. Amita Schultes

Managing Director, Asset Management
Perella Weinberg Partners

11:00 am–11:40 am **CONCURRENT BREAKOUT SESSIONS - MEET THE ALLOCATORS PART II**

Session 1: The Changing Landscape of Healthcare

Session 2: Endowments and Foundations Forge a New Model

Session 3: 2018 OCIO Trends: The Future is Here

11:50 -1:20 pm

Consultant Roundtables

A hallmark of AIMSE conferences, the consultant roundtables will include a diversified group of traditional and alternative consultants. Get ready to roll up your sleeves, ask questions and listen, learn, and adapt as top consultants share their firm's priorities, manager search activities, organizational updates, and how best to communicate with research and field consultants. We bring the consultants to you and every ten minutes, the consultants will rotate from table to table to speak with you. We keep each rotation small and intimate to encourage candid conversations where your most pressing questions will be answered.

MODERATOR

Matt Pawlak

Vice President
Dimensional Fund Advisors

Keith Wosneski

Senior Vice President, Senior Consultant Relations Officer
Acadian Asset Management LLC

SPEAKERS

Carolyn Carollo

Managing Director
Cardinal Investment Advisors

Ramon Gonzalez, CFA

Vice President
Wilshire Associates

Sally Haskins

Senior Vice President, Real Assets Consulting
Callan LLC

David Hyman, CFA

Partner, Wealth Manager Solutions US Segment Leader
Mercer

Aaron Lally, CFA, CAIA, CIPM

Executive Vice President
Meketa Investment Group, Inc.

Brad Long, CFA

Principal, Research Director – Global Public Markets
DiMeo Schneider & Associates

Maritza Martinez, CAIA

Associate Consultant
RVK, Inc.

Julianna Pattera, CAIA

Research Analyst
Marquette Associates

David Sancewich

Managing Director
Pension Consulting Alliance

Frank Valle, CFA, CAIA

Consultant, Fixed Income Research
Aon Hewitt

1:20 -2:20 pm

A Global Perspective on Institutional Investor Behavior

At this lunch, eVestment will explore:

- What universes are receiving the most activity and asset flows from consultants and investors
- The globalization of the manager search - regional behavior and where to find opportunities
- How asset managers are differentiating themselves in a more competitive environment
- Additional trends and data to help you understand where the headwinds and tailwinds are for your strategies

SPEAKER

John Molesphini

Global Head of Strategic Engagement
eVestment

Program and speakers subject to change. Visit <http://www.aimse.org> for updates.

HOTEL INFORMATION

NATIONAL DORAL MIAMI

4400 NW 87th Avenue

Miami, Florida 33178

Phone 305.592.2000

Reservations 800.713.6725

Online Group Code: AIM0421JA

The cut-off date to receive the AIMSE group rate is March 28, 2018

ROOM RATES & RESERVATIONS

AIMSE has contracted a discounted room rate of \$285.00 per night for the conference. All reservations must be made directly with National Doral Miami. Sales agents are available by phone at 800-713-6725. Be sure to indicate that you are attending the AIMSE conference when making your reservation. You may also book online at <https://www.trumphotels.com/miami> with **group code AIM0421JA**.

Rooms are reserved on a first come, first served basis. Reserve your room as early as possible to take advantage of the AIMSE group rate. **The cut-off date to receive the AIMSE group rate is March 28, 2018.**



GENERAL INFORMATION

TRAVEL INFORMATION

The airport nearest to the conference hotel is Miami International Airport (MIA)

PARKING

The hotel offers valet parking conveniently located near clubhouse and villas (fees apply).

RECOMMENDED DRESS

All sessions and events are business casual.

AIMSE MEDIA POLICY

AIMSE does not issue media passes to any AIMSE conference or event. All media representatives must be current Associate members and pay the conference registration fees. All attendees must adhere to the AIMSE Media Policy. Exhibitor representatives MUST sign the Media Policy Agreement Form. Executive recruiters, consultants and members of the “working press” are not eligible for AIMSE membership and are therefore ineligible to attend AIMSE conferences.

NO SMOKING POLICY

Smoking is not permitted during any conference activity.

PRIVATE PARTY POLICY

Hosted parties in which attendance is restricted to either verbal or written invitations are not permitted at any AIMSE Conference.

PHOTOGRAPHY POLICY

From time to time, AIMSE may use photographs and video taken during its meetings and events in marketing, social media posts, and other promotional outlets. By virtue of your attendance, you agree to use of your likeness in such media.

ROOM DELIVERIES POLICY

Only exhibiting companies are permitted to conduct deliveries of promotional materials to AIMSE Conference attendees' rooms.

REGISTRATION POLICIES

ONLINE REGISTRATION

Online registration is preferred and available at www.aimse.org. You must log into your AIMSE website account to complete registration.

ATTENDANCE POLICY

Only current paid AIMSE members are eligible to attend the AIMSE Annual Conference.

Please call the AIMSE office at 703-234-4098 to verify your membership status or to request a membership application.

Executive recruiters, consultants and members of the “working press” are not eligible for AIMSE membership and are therefore ineligible to attend AIMSE conferences.

NAME BADGES

Badges are required for admittance to all conference general sessions, workshops/roundtables and social functions.

WORKSHOP/ROUNDTABLE REGISTRATION

Conference workshops and roundtables are limited in size and will be assigned on a first-come, first-served basis. Complete registration is essential to reserve your space in selected workshops/roundtables.

SPOUSE/GUEST REGISTRATION

The spouse/guest category is reserved for individuals who do not qualify for membership. All spouses/guests attending any AIMSE Annual Conference event must register. Workshop assignments will be handled on-site based on availability. **Spouse/guest on-site registration is \$495.**

EXHIBITOR REGISTRATION

Please refer to the Sponsor & Exhibitor Prospectus for specific policies. All individuals attending the conference as exhibitors must submit registration forms and fees together. The exhibit fee allows four representatives from each exhibiting company to attend the AIMSE conference and participate in all activities, except sports events, at no additional cost.

Exhibitors interested in participating in conference sports events must pre-register and pay applicable fees. Additional exhibit staff members wishing to attend the Conference must pay the Extra Exhibitor Fee plus any sports or spouse/guest fees. These individuals must be current AIMSE members.

GOLF TOURNAMENT AND GOLF CLINIC REGISTRATION

Name badges are not required for the tournament or clinic. Attendees registered for the tournament or clinic will check in at the AIMSE Golf Registration Desk. Please note the golf events sell out quickly. Submit your registration form as soon as possible to reserve a space.

GROUP DISCOUNTS

To receive the Group Registration Discount for two or more members attending from the same firm, all payments and completed forms for each individual must be sent to AIMSE together on the same business day. Please use a separate form for each registrant.

REFUNDS/CANCELLATIONS

Refunds will be granted by AIMSE for requests received in writing by April 1, 2018. An administrative fee of \$250 will be assessed to all refunds of \$500 or more. No refunds will be granted after April 1, but another AIMSE member from your firm may attend in your place. All requests for refunds and/or transfers must be submitted in writing by the registered individual. Refunds for sports tournaments will not be issued.

ATTENDEE LIST

Your registration must be received by April 1, 2018 for your name to appear in the printed list of conference attendees. AIMSE does not distribute attendee lists prior to the conference.

DEADLINES

Hotel Room Reservations: **March 28, 2018**

Conference Registration Fee Discount: **April 1, 2018**

Cancellation Refund Requests: **April 1, 2018**

Registration Deadline for Inclusion in printed Attendee List: **April 1, 2018**

For clarification on registration policies or to verify your membership status, call the AIMSE office at 703.234.4098

AIMSE REGISTRATION HOURS

Saturday, April 28 | 2:00 pm – 5:00 pm

Sunday, April 29 | 4:00 pm – 8:00 pm

Monday, April 30 | 7:00 am – 3:30 pm

Tuesday, May 1 | 7:00 am – 1:30 pm

REGISTRATION FORM

Please print clearly. Complete a separate form for each registrant.

FULL NAME

JOB TITLE

BADGE / NICKNAME

FIRM

MAILING ADDRESS

CITY STATE / PROVINCE

ZIP / PC COUNTRY

PHONE

FAX

E-MAIL

AIMSE MEMBER REGISTRATION FEES

EARLY BIRD REGISTRATION | ENDS APRIL 1

- AIMSE Member registration: **\$1945**
- Two members from the same firm:* **\$1895 per person**
- Three or more members from the same firm:* **\$1745 per person**

REGISTRATION | AFTER APRIL 1

- AIMSE Member Registration: **\$2095**
- Two members from the same firm:* **\$2045 per person**
- Three or more members from the same firm:* **\$1995 per person**

ON-SITE REGISTRATION

- AIMSE Member Registration: \$2295

***In order to ensure that members registering from the same firm receive the discounted registration fee, all registration forms must be submitted on the same business day. Please note that discount refunds will not be issued.**

EXHIBITOR REGISTRATION FEES

EARLY BIRD REGISTRATION | ENDS APRIL 1

- Exhibitor (if one of 4 booth reps on exhibitor contract): **\$0**
- Additional Exhibitor Staff (each) **\$1495**

REGISTRATION | AFTER APRIL 1

- Exhibitor (if one of 4 booth reps on exhibitor contract): **\$0**
- Additional Exhibitor Staff (each) **\$1595**

MEMBERSHIP DUES

Only current paid AIMSE Members are eligible to attend the conference. If you are unsure of your membership status, please call the AIMSE office at **703.234.4098**.

- Active Member Annual Dues: **\$350**
- Associate Member Annual Dues: **\$450**

Subtotal \$_____

BREAKOUT SESSION REGISTRATION

SUNDAY, APRIL 29

1:30 – 5:30 PM AIMSE Boot Camp

MONDAY, APRIL 30 | 11:00 – 11:50 AM

Please select **one** session per time period

CONCURRENT BREAKOUT SESSIONS

- Track 1 – Traditional Investments: The Past, Present and Future of Corporate Pension Plans
- Track 2: Alternatives – The Changing Landscape of Alternative Investments
- Track 3: Professional Development – Strategic Selling: Expanding Into New Markets

2:45–3:45 PM

- Track 1: Traditional Investments – The Role of Traditional Assets
- Track 2: Alternatives – Where are We in the Opportunity/Capital Cycle Among Alternatives: Hedge Funds, Private Credit and Private Real Assets
- Track 3: Professional Development – Strategic Selling: Managing the New Sales Cycle and Internal Dynamics

TUESDAY, MAY 1 | 10:20 – 11:40AM

Please select **two** 40 minute sessions

CONCURRENT BREAKOUT SESSIONS

- Session 1: The Changing Landscape of Healthcare
- Session 2: Endowments and Foundations Forge a New Model
- Session 3: 2018 OCIO Trends: The Future is Here

11:00 – 11:40 AM

- Session 1: The Changing Landscape of Healthcare
- Session 2: Endowments and Foundations Forge a New Model
- Session 3: 2018 OCIO Trends: The Future is Here

MENTOR PROGRAM

To assist newer AIMSE members attending the Conference, AIMSE is offering a mentoring program. If you would like a more experienced AIMSE member to share his/her insight at the conference, please check the appropriate box. If you would like to serve as a mentor to someone at the conference, please indicate by checking the appropriate box.

- I Would Like to Be an AIMSE Mentor
- I Would Like to Have an AIMSE Mentor
- I am attending my first AIMSE Annual Conference

Newcomers and those wishing to participate in the mentor program are encouraged to attend the Newcomer/Mentor Reception on Sunday.

OPTIONAL ACTIVITIES REGISTRATION

GOLF TOURNAMENT | Sunday, April 29

National Doral Golf Club Red Tiger Course

7:00 am Continental Breakfast & Registration

8:00 am Shotgun Start

12:00 pm Lunch

\$295 per person

**For club rental, please contact the Golf Course directly.*

| YOUR NAME | HANDICAP /AVERAGE SCORE |
|---------------|-------------------------|
| TEAM MEMBER 1 | |
| TEAM MEMBER 2 | |
| TEAM MEMBER 3 | |

Please include team members upon registration or email info@aimse.org.

All team members must register for the tournament independently. Requesting team members here does not register them to play in the tournament. Space is limited. Please register immediately to reserve your space. Golf team assignments will be made according to handicap or average score unless you request a team assignment..

GOLF CLINIC | Sunday, April 29

10:00-11:30 am Clinic

12:00 pm Lunch

\$155 per person

TENNIS TOURNAMENT | Monday, April, 30

4:30 pm

\$90 per person

VOLLEYBALL TOURNAMENT | Monday, April 30

4:30 pm

\$75 per person

TOURNAMENT POLICIES

- ◆ Registration for Tournaments and Optional Activities will not be processed until fees are paid.
- ◆ Refunds will not be issued for cancellations of Optional Activities.

I agree and acknowledge that I am undertaking participation in AIMSE sports as my own free and intentional act and I am fully aware that physical injury might occur to me as a result of my participation in AIMSE sports. I give this acknowledgment freely and knowingly and I represent and warrant to you that I am physically and mentally fit and that I am, as a result, able to participate in AIMSE sports, and I do hereby assume responsibility for my own well-being. You must sign this agreement in order to be registered for any of the tournaments.

SIGNATURE

YOUR NAME

DATE

SPOUSE/GUEST REGISTRATION

\$395 | Ends April 1

\$495 | After April 1

Spouses/guests must have a name badge to attend meal functions, general sessions and workshops. Complete the following as you would like your spouse/guest badge to appear:

SPOUSE/GUEST NAME

SPOUSE/GUEST BADGE INFORMAL/FIRST NAME

SPOUSE/GUEST OF

- ◆ Spouse/guest fee includes all meal functions, all general sessions, and entry into available workshops.
- ◆ Any spouse/guest who does not pre-register prior to the conference and wishes to participate in any conference activity must pay an on-site registration fee of \$495.
- ◆ Please note that children are not encouraged to attend any AIMSE functions.

Tournament/Spouse/Guest Subtotal \$_____

METHOD OF PAYMENT

Payments must be made in US Dollars

Total Amount \$_____

Please print clearly:

- Check Enclosed (payable to AIMSE)
- Credit Card

Please charge:

- Mastercard
- Visa
- American Express

CARD NUMBER

EXPIRATION

SIGNATURE

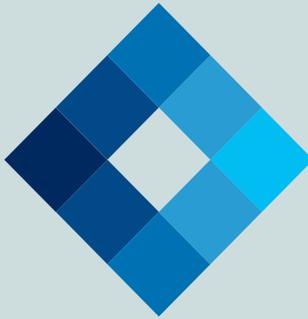
CSC

If you have any physical needs, dietary restrictions or require other special accommodations in order to participate, please specify:

Submit Registration Forms and Payment to:

AIMSE

11130 Sunrise Valley Drive, Suite 350
 Reston, Virginia 20191
 Phone | 703.234.4098
 Fax | 703.435.4390
 info@aimse.org



AIMSE

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