

2016 AIMSE FALL CONFERENCE



C O N F E R E N C E P R O G R A M

2016 AIMSE FALL CONFERENCE

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ENGAGE

Network with colleagues, investment professionals and mentors in collegial environs. With membership across 1000 finance professionals, AIMSE allows dialogues for educational purposes, knowledge sharing, professional development, advancement and visibility. Engagement at national and regional events will foster communication and offer palpable opportunities to enhance your business development efforts.



GROW

The asset management community operates in an ever changing challenging global landscape and is no longer a simple business. Through membership with AIMSE, you can gain access to industry wide contacts and key market trends impacting plan sponsors, consultants, third party sales channels and investment product to positively affect revenue growth, while expanding your contact base.



SUCCEED

Competition across traditional or alternative segments will become even fiercer and investment professionals will need to be increasingly strategic in their efforts to build relationships. Whether you are seeking a mentor for a specific opportunity or seeking the rewards of imparting your knowledge as a mentor, AIMSE offers a vibrant community to interact and discuss pertinent information. Best Practices across the industry are shared and partnerships are forged to allow for future successes.

AGENDA WEDNESDAY, OCTOBER 5

TIME

SESSION

1:00 pm – 6:00 pm

REGISTRATION

1:15 – 1:30 pm

James Madison Room

WELCOME REMARKS

CONFERENCE CO-CHAIRS

Jack Ebenreiter, CFA | Senior Vice President | Federated Investors, Inc.

John Larson | Director | HGK Asset Management

AIMSE PRESIDENT

Chris Rae | Managing Director | Elevation Marketing Advisory

1:30 – 2:15 pm

James Madison Room



FEATURED CONSULTANT | WILLIS TOWERS WATSON

Matt will overview Willis Towers Watson's investment business including their strategy, research and portfolio management structure and discuss their investment process and approach to portfolio construction. He will also discuss trends effecting their client base including search activity and their important and growing OCIO/Delegated Investment business.

Willis Towers Watson (NASDAQ: WLTW) is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. With roots dating to 1828, Willis Towers Watson has 39,000 employees in more than 120 territories. We design and deliver solutions that manage risk, optimize benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals. Our unique perspective allows us to see the critical intersections between talent, assets and ideas — the dynamic formula that drives business performance. Together, we unlock potential. Learn more at willistowerswatson.com.

MODERATOR:

Bruce Rodio | Managing Director | Waterfall Asset Management

SPEAKER:

Matthew E. Stroud, CFA | Head of Delegated Portfolio Management, Americas | Willis Towers Watson

CE Qualified
Activity



CFA Institute

As a participant in the CFA Institute Approved-Provider Program, AIMSE has determined that this program qualifies for 6 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.

2:15 – 3:00 pm
James Madison Room



MARKETING REBOOT

“If there is no struggle, there is no progress.”

– Frederick Douglas

The current environment has been one of the most challenging for institutional asset managers. Performance has been challenged. Asset raising has proven difficult. Are you applying your best and highest skill set? Are you maximizing your capabilities to deal with this environment? Are you adapting to evolving investor needs and requirements? As part of the AIMSE marketing boot camp series, this session will explore the changing nature of the business and how to best address today's challenges as an institutional asset raiser.

MODERATOR:

Chris Rae | Managing Director | Elevation Marketing Advisory

3:00 – 4:00 pm
James Madison Room



ALLOCATOR PANEL | PORTFOLIO CHALLENGES AND OPPORTUNITIES IN A LOW RETURN ENVIRONMENT

“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”

– Winston Churchill

This session will feature a panel of leading allocators to discuss their current thinking and how these factors may affect the plan's strategic investment direction. The low return environment is the current reality. Interact with Senior representatives from different organizations as they share the challenges they face and explore some of the solutions they seek from their trusted managers. Learn about allocation positioning, new areas of interest and how you can potentially help them navigate the market uncertainty. Gain insight into anticipated fund flows for the balance of 2016 and in the new year.

MODERATORS:

Michael Benjamin | Senior Client Solutions Director |
Aviva Investors America

Derek Tubbs | Vice President Institutional Development |
CornerCap Investment Counsel

SPEAKERS:

Erik Carleton, CFA, CAIA | Director of Pension Investments |
Textron Inc.

Jeffrey Heil | Chief Investment Officer | Doris Duke Charitable
Foundation

Mihir V. Meswani | Managing Director | Deutsche Bank

David A. Russell, CFA | Senior Investment Strategist & Senior Consultant | Investment Performance Services, LLC

Ben Stoddard, CFA, CAIA | Senior Investment Analyst, Investment and Debt Management | Virginia Tech Foundation

4:00 – 4:30 pm

Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

4:30 – 5:45 pm

James Madison Room

CONSULTANT ROUNDTABLES



ENGAGE

*“Tell me and I forget, teach me and I may remember,
involve me and I learn.”*

– Ben Franklin

One of the most highly anticipated sessions of the Fall Conference, the roundtables give you the opportunity to interact directly with a mix of traditional, alternative and OCIO consulting professionals. Enjoy direct dialogue with experienced individuals as they provide organizational updates, discuss strategic research themes, and share search activity specific to each firm’s unique client base. Understand how to navigate each organization, as well as their preferred communication practices in order to improve the quality of future interactions. AIMSE is dedicated to keeping each rotation intimate to encourage candid conversations. No formality — just you and your fellow marketers with an open forum and opportunity to increase your effectiveness as a marketer and your company’s chances to become a valued partner.

MODERATORS:

Adam Gerentine | Managing Director | Tremblant Capital Group

John Stanley | Vice President | Federated Investors, Inc.

SPEAKERS:

Ryan Anderson | Senior Consultant & Director, Manager Research | Pavilion Advisory Group Ltd.

Timothy R. Barron, CAIA | Chief Investment Officer | Segal Rogerscasey

Robert Kennelley | Director, Alternative Investments Research | Rocaton Investment Advisors

Sona Menon | Managing Director & Head of North America Pensions | Cambridge Associates

Douglas W. Moseley | Partner | NEPC

Anthony Novara, CFA | Senior Research Analyst | DiMeo Schneider & Associates, L.L.C.

Michael Stellato | Vice President | Callan Associates, Inc.

5:45 – 6:45 pm

Alexander Hamilton Room

RECEPTION

DINNER & FRIENDS OF AIMSE AWARD PRESENTATION

MODERATOR:

Chris Rae | Managing Director | Elevation Marketing Advisory

The Friends of AIMSE Award recognizes an individual who has been engaged in and spent a significant amount of time in business activities related to providing educational services and/or information to enhance and promote the profession of investment marketing and sales. This individual must also have at least 10 years of experience in the institutional money management industry and have demonstrated outstanding achievement in providing these goods or services.

**The Friends of AIMSE Award will be presented to
Richard M. Charlton** | Chairman Emeritus | NEPC



Richard “Dick” Charlton’s investment experience dates back to 1972, when he initiated Michigan Bell’s Pension Oversight District in anticipation of the oversight requirements of ERISA. Dick also prepared financial regulatory testimony, and wrote his master’s seminar on pension fund performance evaluation. He was elected Assistant Treasurer in February 1976, overseeing the financial modeling, market research, economics, pension, and math research districts.

After an assignment at AT&T, Dick joined Merrill Lynch Capital Markets in 1981, assuming the investment consulting responsibility for over \$25 billion in assets. With Merrill Lynch’s decision to leave the institutional investment consulting market at the end of 1985, Dick formed his own firm, New England Pension Consultants, now “NEPC, LLC,” converting 100% of his clients in the process. During the ensuing 30 years, NEPC has become one of the largest and most well-known investment consulting firms in the industry.

NEPC pioneered the use of alternative assets, making its first placement in 1988. Our work in that regard was recognized in 2016 when Acquisition International accorded NEPC a hedge fund award, in 2015 when *Wealth & Finance International* accorded NEPC two Alternative Investment Awards; in 2012 when *InvestHedge* accorded NEPC its Investor Excellence Award in the Consultant category; and, in 2009 when *PLANSPONSOR* accorded NEPC its prestigious “Alties” Award as the Alternative Asset Consultant of the Year. NEPC also received CAIA Association’s inaugural CAIA Corporate Recognition Award in 2012 and CIO’s Industry Innovation Award in the Investment Consulting category in 2013 and 2011. NEPC’s clients have also won numerous awards, including CIO’s Industry Innovation Awards, *Institutional Investor’s* Intelligence Awards, and *Money Management Intelligence’s* Public Pension Fund Awards.

Dick has been influential in shaping NEPC’s impact investing capabilities, including mission-related and Environmental, Social and Governance (ESG) principles based on a deep understanding of the role that these factors can play in many investment programs.

Dick is a frequent speaker at national industry conferences and seminars. He also served as the Co-Chairman of the Consultants Performance Presentation Standards Task Force, a two-year effort by the investment consulting industry to develop standards for performance documentation, presentation and disclosure. He is also a past director of IMCA, the Investment Management Consultants' Association. In 2013, Dick was honored at NASP-Detroit's 7th Annual Encore Gala as the recipient of their "Measure of Excellence" Award.

Dick's undergraduate degree is in Mechanical Engineering from the University of Detroit (1965), and his M.B.A., with emphasis in Statistics and Finance, is from Wayne State University (1972).

THURSDAY, OCTOBER 6

TIME

SESSION

7:30 am – 5:30 pm

REGISTRATION

7:30 – 8:00 am

Alexander Hamilton Room

CONTINENTAL BREAKFAST WITH EXHIBITORS

8:00 – 8:10 am

James Madison Room

INTRODUCTORY REMARKS

CONFERENCE CO-CHAIRS

Jack Ebenreiter, CFA | Senior Vice President | Federated Investors, Inc.

John Larson | Director | HGK Asset Management

8:15 – 9:30 am

James Madison Room

KEYNOTE PRESENTATION BY JIMMY PAGE



SUCCEED

*"Whether you think you can or think you can't,
either way you are right."*

– Henry Ford

Fuel Your Work, Team, and Life with Positive Energy

Jimmy will share the secrets for approaching life and work with the kind of positive, forward thinking that leads to true accomplishment—at work and at home. Every person, organization, and team will have to overcome negativity and adversity. No one goes through life untested and the answer to these tests is positive energy—the kind of positive energy consisting of vision, trust, character, optimism, enthusiasm, purpose, and spirit that defines great leaders and their teams. You will learn how to create more success and truly make a difference!

9:30 – 10:30 am
James Madison Room



NEXT GEN PANEL | ARE YOU READY FOR US?

*“The innovator is not an opponent of the old,
he is a proponent of the new.”*

– Lyle Schaller

Listen to a panel of up-and-coming stars in our industry that are “shaking things up.” We will discuss the changing dialogue and communication styles of the next generation within asset managers, consultant research teams, and investors. How do they attack the market in different ways, utilize social networking/marketing, and shorten learning curves to be more effective and efficient while keeping their firms current. What are the compliance implications? How are firms attracting and retaining this talent?

MODERATOR:

Peter Crivelli | Senior Vice President, Institutional Sales |
Eagle Asset Management

SPEAKERS:

Ben Helsby | Senior Investment Analyst | Willis Towers Watson

Elizabeth Jourdan | Deputy Chief Investment Officer | Mercy Health

Bart Marchant | Institutional Regional Director – Southeast |
WisdomTree Asset Management, Inc.

Anna Zemels | Vice President, Consultant Relations | Goldman Sachs
Asset Management

10:30 – 11:00 am
Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

11:00 am – 12:00 pm
James Madison Room



SALES PROCESS WORKSHOP | THE ART OF PROSPECTING IN THE 21ST CENTURY

*“I have not failed. I’ve just found 10,000 ways
that won’t work.”*

– Thomas Edison

This workshop will introduce a highly interactive five-stage learning process (L.E.A.D.S.™) for participants to learn & apply prospecting skills. Most firms have done significant work with the “science” side of prospecting, this workshop uncovers the “art” side by introducing a new mindset of inquiry, a fresh approach and a simple process. Participants will be better equipped to crack codes, solve puzzles and offer value to potential clients and intermediaries.

Participants will be better able to evaluate prospects and create a sales plan, engage in meaningful conversation and understand the value of collaborating and inquiring (versus ‘convincing’) prospective clients and intermediaries.

This approach will tap into the positive, competitive spirit of attendees and frame things in a way that one will celebrate the small wins and feel like they are winning when they spend time doing lead-generation activities.

SPEAKER:

Jim McAvoy | Founder & President | JWMcAvoy & Company Ltd.

12:00 – 1:15 pm

Alexander Hamilton Room



LUNCH WITH GUEST SPEAKER AMANDA TEPPER, CEO OF CHESTNUT ADVISORY GROUP & PRESIDENT, AM 20/20

“Let food be thy medicine, and medicine be thy food.”

– Hippocrates

Dynamic Investor Education: What Investors and Consultants Want from Managers Today

Asset managers must successfully meet institutional investors’ needs in order to attract and retain their capital. This is a tall order, as the needs of investors and consultants are constantly changing. In this presentation, Ms. Tepper will share some of AM 20/20’s most recent proprietary research conducted with hundreds of investors and consultants, providing our recommended current best practices for some of your most important investor touchpoints, including performance discussions, risk management, your value proposition, and thought leadership.

1:15 – 2:15 pm

James Madison Room



INTERMEDIARY PANEL: BLURRED LINES | THE CONVERGENCE OF INSTITUTIONAL AND WEALTH MANAGEMENT DISTRIBUTION

“If opportunity doesn’t knock, build a door.”

– Milton Berle

While most of the investment world is faced with the rapid disintermediation, the distribution of investment products via the intermediary channel is being driven by regulatory and market changes resulting in rising reliance upon third party advisors and investment consultants. Traditional wire-houses and wealth management platforms are grappling with the impact of new fiduciary rules, an increasingly complex investment environment and growing demand from their end investors for customized advice. This panel will address the issues and opportunities within the intermediary space including:

- How the needs of the intermediary distributors align with the institutional investment managers.
- Dynamics between the home office investment staff, third party consultants, financial advisors and the end investor.
- Opportunities and pitfalls for sales and consultant relations professionals seeking success in the space.

- The Department of Labor and the changing regulatory spectrum – what changes or opportunities does this create, and how are they preparing?
- Where demand originates and the due diligence process that follows.

MODERATOR:

Michael T. DiMarsico, CFA, CIMA | Senior Vice President & National Manager, Manager Research Consulting | Federated Investors, Inc.

SPEAKERS:

John Hartman | Managing Director, Business Development | Roca Investment Advisors

Robert Hausler | Chief Marketing Officer | R.T. Hausler Strategic Marketing

David Hyman, CFA | Partner, Wealth Manager Solutions, US Segment Leader | Mercer

Raymond Joseph | Head of Portfolio and Model Management | UBS

2:15 – 3:30 pm
James Madison Room



GROW



SUCCEED

MARKET REALITY | AVOIDING THE FATE OF THE DODO

*“If I had asked people what they wanted,
they would have said faster horses.”*

– Henry Ford

There are many forces at work in the asset management industry and only those managers who evolve their businesses to compete effectively will be able to survive. The needs of institutional investors are changing and many are not adequately staffed, markets are more complex and more volatile, and industry participants are competing in ways never before imagined. The presentation will address these changes and the implications for managers by exploring:

- Evolving Investor Expectations
- Embracing Next Generation Products
- Elevated Demand for Advice
- Increased Delegation
- Evolving Decision-Making

MODERATOR:

Robert Nemeth | Managing Director | Perkins Fund Marketing

SPEAKER:

Davis Walmsley | Principal | Greenwich Associates

3:30 – 4:00 pm
Alexander Hamilton Room

NETWORKING BREAK WITH EXHIBITORS

4:00 – 5:00 pm
James Madison Room



FEATURED CONSULTANT | AON HEWITT

David will provide an overview of Aon Hewitt Investment Consulting with insight into the firm's organizational structure and global investment beliefs. He will discuss the core services offered from traditional advisory solutions to delegated management and manager evaluation and research. David will provide guidance on how best to navigate and interact with Aon Hewitt Investment Consulting and discuss search activity, investment trends and provide a market outlook.

Aon Hewitt Investment Consulting, Inc., an Aon plc company (NYSE:AON), is an SEC-registered investment adviser, a CFTC-registered commodity pool operator & commodity trading advisor, and a member of the NFA. We provide independent, innovative solutions to address the complex challenges of 488 clients in North America with total client assets of approximately \$1.8 trillion as of June 30, 2015. Our firm, consisting of over 300 colleagues, advises institutional investors such as corporations, public organizations, union associations, health systems, endowments, and foundations with investments ranging from \$1 million to \$310 billion. Aon Hewitt Investment Consulting was recognized by Greenwich Associates as one of the 2015 top U.S. companies in U.S. Investment Consulting for large consultants.

MODERATOR:

Keith Wosneski | Senior Vice President, Senior Consultant
Relations Officer | Acadian Asset Management LLC

SPEAKER:

David Kelly | Partner, Head of US Investment Program Management |
AON Hewitt

5:00 – 5:15 pm
James Madison Room

CLOSING REMARKS

CONFERENCE CO-CHAIRS

Jack Ebenreiter, CFA | Senior Vice President | Federated Investors, Inc.
John Larson | Director | HGK Asset Management

AIMSE PRESIDENT

Chris Rae | Managing Director | Elevation Marketing Advisory

5:15 – 7:00 pm
Alexander Hamilton Room

CLOSING RECEPTION

CONFERENCE CO-CHAIRS



JACK EBENREITER, CFA

Senior Vice President | Federated Investors, Inc.

Jack C. Ebenreiter, CFA is Senior Vice President, Consultant Relations at Federated Investors where he is responsible for developing and strengthening the firm's relationships with investment consultants. He joined Federated in 2009 and has 18 years of experience in client relations and business development in the investment management industry.

Prior to joining Federated, Jack served as Director, Principal and was responsible for institutional business development, consultant relations and client service at Turner Investments from 2004-2009. He spent the previous seven years at Delaware Investments as Assistant Vice President of institutional distribution.

Jack earned a BS in business administration from Rowan University and is a CFA charterholder. He is a member of the CFA Institute and the CFA Society of Philadelphia, and serves as a board member for the Philadelphia Boys Choir and Chorale and the Association of Investment Management Sales Executives (AIMSE).



JOHN LARSON

Director | HGK Asset Management

John joined HGK Asset Management in 2014 and is responsible for developing and managing consulting relationships. John has 20 years of institutional asset management experience serving in both client service and business development capacities. Prior to joining HGK, John was a principal and Executive Director for Echo Point Investment Management. From 2000 to 2011, he was Managing Director with Gardner Lewis Asset Management where he led the institutional business development and client service teams. Previous experience includes Philadelphia firms Cooke & Bieler and Penn

Capital Management where he began his investment management career in 1995. John received his BA from the University of Virginia. He is an active participant in AIMSE events. John is an Executive Committee member and Vice President of the Board of the Delaware Museum of Natural History.

MODERATORS, SPEAKERS & CONFERENCE COMMITTEE



RYAN ANDERSON

Senior Consultant & Director, Manager Research | Pavilion Advisory Group Ltd.

Mr. Anderson works directly with clients, leveraging his in-depth knowledge of managers and their strategies in a variety of consulting engagements. He also has key oversight responsibilities for Pavilion's manager research function. Together with the Chief Investment Officer, he supervises Pavilion's dedicated manager research team which conducts approximately 1,000 due diligence meetings with investment managers every year.

Mr. Anderson joined Pavilion in 1996, where he initially focused on growing the firm's proprietary database of investment managers. He subsequently worked as an analyst, helping clients with international and domestic manager structure and search projects. In January 2004, Mr. Anderson relocated to the Boston office where he grew the firm's presence as an investment consultant in the U.S. plan sponsor community. He moved back to Montreal in June 2008 as Head of Research. In addition, Mr. Anderson played a key role developing Pavilion's relationship with investment managers, including developing a business relationship with a Tokyo-based investment management firm serving Japanese financial institutions. Mr. Anderson holds a Bachelor of Business Administration degree (Finance) from Bishop's University.



TIMOTHY BARRON, CAIA

Chief Investment Officer | Segal Rogerscasey

Mr. Barron is the Chief Investment Officer of Segal Rogerscasey where he manages the firm's Research Department and oversees all investment activities. He has over 35 years of experience in the investment industry. Mr. Barron also chairs Segal Rogerscasey's Investment Committee and is on the Governing Committee of the Global Investment Research Alliance.

Prior to joining Segal Rogerscasey, Mr. Barron was President and CEO of Rogerscasey and its head of Research. He also worked as the Director of U.S. Institutional Client Development at Muzinich & Co., a high yield bond investment specialist firm. Prior to that, he was a Principal at Morgan Stanley Dean Witter Investment Management. Before joining Morgan Stanley, Mr. Barron was a Managing Director and Senior Consultant at BARRA RogersCasey, where he led a team providing consulting services to a variety of clients. He was also a consultant with Wyatt Asset Services, the Chief Investment Officer for the Virginia Retirement System, and the Executive Director of the City of Richmond Retirement System.

Mr. Barron received a BA in Philosophy from Emory University and an MBA in Finance from Georgia State University. He holds the Chartered Alternative Investment Analyst (CAIA) designation and is also a member of the CAIA Association. Mr. Barron formerly served as Chairman of the Finance and Investment Committees of the Girl Scouts of Southwestern Connecticut and was a team co-captain for the Ridgefield Relay for Life. He currently serves on the Advisory Board of Lowenhaupt Global Advisors.



MICHAEL BENJAMIN*

Senior Client Solutions Director | Aviva Investors Americas

Michael joined Aviva Investors in 2016. Michael previously worked for HSBC Global Asset Management (USA), where he was Vice President of Institutional Sales. Prior to this, Michael held Institutional Sales, Consultant Relations, Client Service and Marketing positions at Steinberg Asset Management, Lazard Asset Management, Turner Investment Partners and Delaware Investments. Michael studied Finance at the University of Pittsburgh. He holds his FINRA Series 7 and 63 licenses with Foreside, an independent broker-dealer which is not affiliated with Aviva Investors.



ERIK CARLETON, CFA, CAIA

Director of Pension Investments | Textron Inc.

Erik is a Director of Pension Investments at Textron Inc., responsible for manager selection within global fixed income and equities. He joined Textron in 2014 after beginning his investment career in consulting; first in manager research at Fiduciary Investment Advisors, then as a consultant focused on corporate portfolios at NEPC. Erik received his B.A. in Economics from Middlebury College, and graduated with a dual MBA/MS Finance degree from Bentley University. He holds the Chartered Financial Analyst (CFA), Chartered Alternative Investment Analyst (CAIA), and Certified Financial Planner (CFP) designations. Erik serves on the Investment Committee for the Bentley University endowment, and is a Corporate Trustee for non-profit The Trustees of Reservations.



PETER CRIVELLI

Senior Vice President, Institutional Sales | Eagle Asset Management

Peter Crivelli is responsible for institutional sales and consultant relations for Carillon Tower Advisers, a multi-boutique global asset management firm with approximately \$30 billion in AuM and affiliates Eagle Asset Management, ClariVest Asset Management and Gougar Global Investments. Prior to joining Carillon Tower Advisers, Peter spent twelve years as a principal for the investment firm of Marvin & Palmer Associates. After that, he worked for a start-up investment firm for a year. He has more than 25 years of experience in the investment industry. Peter holds a Bachelor's degree in Economics from Wesleyan University and an MBA from New York University Stern School of Business. Peter has served as an adjunct professor at the University of Delaware and a board member for the Serviam Girls Academy in Wilmington, Delaware. He also volunteers as a youth lacrosse coach.



MICHAEL T. DIMARSICO, CFA, CIMA

Senior Vice President & National Manager, Manager Research Consulting | Federated Investors, Inc.

Mike DiMarsico is a senior executive in our distribution organization with a broad range of responsibilities. As the National Manager of our Manager Research Consulting group, Mike's role entails using his extensive experience in Manager Due Diligence, Portfolio Construction, Institutional Retirement and Investment Strategy to improve the positioning of Federated's strategies with intermediaries and clients. Mike's work has led to improved implementations of Federated's strategies from a portfolio construction perspective. He has more than 20 years of investment experience.

Prior to joining Federated in 2014, Mike was a senior investment leader at Merrill Lynch, holding the titles of Head of Quantitative Due Diligence, Head of Institutional Investment Strategy and Head of Investments for the Ultra High Net Worth Investment Office. Before that, he led the Institutional Performance and Analytics Group and the Investment Team in the law department of Prudential Investments. Mike earned a bachelor's degree from the University of South Florida School of Business. He is a CFA charter holder and holds the CIMA designation.



AMI E. FOX*

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

Ms. Fox joined DePrince, Race & Zollo, Inc. in 2007. Ms. Fox's responsibilities include marketing and client service across the institutional marketplace. Ms. Fox was an intern at DePrince, Race & Zollo, Inc. prior to joining the firm full time. Ms. Fox received her Bachelor of Arts in International Business from Rollins College in Winter Park, Florida.



ADAM GERENTINE*

Director | Tremblant Capital Group

Adam Gerentine is a member of Tremblant's Client Advisory Group. Adam Joined Tremblant in 2016 and is responsible for managing relationships with institutional consultants and direct plan sponsors. Prior to joining Tremblant, Adam spent 10 years as the 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 received his Bachelor of Science degree in Business Finance from Rochester Institute of Technology.



JOHN HARTMAN

Managing Director, Business Development | Rocaton Investment Advisors

John Hartman, Managing Director, Business Development, is responsible for sales and marketing and collaborates with other senior team members to help formulate Rocaton's business strategy. Before joining Rocaton in 2011, John worked for Morgan Stanley Investment Management. His earlier experience includes a family office in California, Louis Dreyfus in Paris and Blenheim Investments. John spent 11 years with Security Pacific Bank (now Bank of America) responsible for FX and short-term fixed income derivatives in the Americas. He served on The Foreign Exchange Committee sponsored by the NY Federal Reserve Bank. John is a graduate of the University of California at Berkeley with a BA in Social Science.



ROBERT HAUSLER

Chief Marketing Officer | R.T. Hausler Strategic Marketing

Bob Hausler is an accomplished asset management industry marketing and distribution executive with a proven track record of success spanning Institutional, Retail, RIA and HNW business lines. Over the course of his career, Bob has helped raise more than \$45 billion in new AuM via innovative and compelling marketing campaigns. His firm, R.T. Hausler Strategic Marketing LLC provides strategic consulting services exclusively to asset managers to help increase the probability of successfully achieving their growth objectives. The firm provides unique capabilities with product launch campaigns, market research

analysis and perception studies, as well as the full range of marketing tools that facilitate the sales process (pitchbooks, websites and white papers). A creative and conceptual idea generator, Bob's past industry experience includes CMO/Head of Distribution roles at: Bernstein Private Client, Alliance Bernstein, Oppenheimer Capital, and CIBC Oppenheimer Investment Management. Bob earned a B.S. in Finance from Syracuse University.



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.



BENJAMIN HELSBY

Senior Investment Analyst | Willis Towers Watson

Ben Helsby joined Willis Towers Watson Investment Services in the fall of 2011 as an Investment Analyst in the Atlanta office. Ben currently is responsible for assisting clients in the design, implementation and monitoring of their investment programs on behalf of defined benefit plans, defined contribution plans and nuclear decommissioning trusts servicing both corporate and public institutional clients. Ben's responsibilities also include the management of global asset pools for multi-national corporations. He is also a member of Towers Watson's Real Estate ASK (Area of Specialist Knowledge) team. Ben earned a B.S. in Finance from the University of Florida. Ben currently lives in Atlanta, Georgia and is involved with Big Brothers Big Sisters of Metro Atlanta.



DAVID HYMAN, CFA

Partner | Mercer

David Hyman is a Partner and senior investment consultant in Mercer's Investments business and leads the US Wealth Manager Solutions segment. David assists his clients in developing and implementing their unique investment strategies to help them meet their long-term goals and objectives. David is a frequent speaker at national industry conferences and events, addressing a wide variety of topics. David is a member of Mercer's internal Wealth Management Strategic Research Team and chairs the Equity Strategic Research Team.

David joined Mercer in 2011 after having worked at Evaluation Associates since 1999. Prior to joining Evaluation Associates, David worked as an investment research analyst at American Planning Group, a financial planning and asset management firm that serves high-net-worth individuals.

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

RAYMOND JOSEPH, JR.

Executive Director, Head of Investment Management Research | UBS Financial Services Inc.

Ray is an Executive Director and Head of Investment Management Research Group, leading the team of research analysts responsible for UBS Wealth Management America's manager research efforts of traditional long-only investment strategies and funds. Ray and his team are also responsible for publishing WMA's investment implementation guide, *HouseView Playbook*, for the firm's 7,000 advisors.

Prior to joining UBS in 2012, Ray was a Vice President and Research Analyst for AllianceBernstein, a global investment management firm. At AllianceBernstein, he was responsible for the firm's global investments in financial services and healthcare service companies. As part of this responsibility, he provided stock recommendations for value, core, growth, thematic, long/short, and market neutral portfolios. Prior to joining AllianceBernstein, Ray worked ten years as an Equity Analyst and Portfolio Manager at Capital Research Company, investment adviser to the American Funds. At Capital Research, he was a Vice President with research coverage for US financial services and healthcare service companies. His portfolio management responsibilities included sole managing sector portfolios and managing the research portfolios for two growth and income funds, American Mutual Fund and Washington Mutual Investors Fund. Prior to Capital Research, Ray was a Financial Analyst in the investment banking division at Merrill Lynch & Co and an Associate at Morgan Stanley Investment Management.

Ray received his M.B.A. from Harvard Business School and his B.A. in Government from Harvard College.



ELIZABETH JOURDAN, CFA

Deputy Chief Investment Officer | Mercy Health

Elizabeth Jourdan has served as Deputy Chief Investment Officer of Mercy Health, a non-profit hospital system in the Midwest since September 2015. She is responsible for overseeing Mercy's \$2.5B investment portfolio including portfolio management, investment due diligence, and sourcing of unique investment opportunities. Elizabeth previously was an Assistant Vice President of Investments at Allied World, a publicly traded P&C

insurance company with a \$9B investment portfolio. Prior to Allied World, Elizabeth was an investment strategist at Prime Advisors, a core fixed-income asset manager with \$12B of assets under management.

Elizabeth was recently included in Chief Investment Officer Magazine's 2016 '40 Under 40'. She is a member of the St. Louis Society of Investment Analysts, 100 Women in Hedge Funds, and Women with a Mission. Elizabeth also previously served as a board member of the Windsor Education Foundation (Windsor, CT). Elizabeth holds a degree in finance from Babson College and is a CFA charterholder.



DAVID KELLY, FIA, FSA, EA, CFA

Partner, Head of US Investment Program Management | Aon Hewitt

David Kelly is a partner in Aon Hewitt Investment Consulting's US Delegated Investment Solutions and is the head of Investment Program Management in the US. He has responsibility for strategy development and implementation on specific clients as well as providing risk management intellectual capital across all delegated investment clients.

David has 17 years of experience as a pension actuary working with pension and retiree medical plans, specializing for most of that time as a senior consultant leading ALM investment strategy, risk management and investment implementation.

Over the course of his career, David's clients have included large plan sponsors in financial services, energy, retail, pharmaceuticals, defense, automotive, manufacturing, and healthcare industries, as well as public plan sponsors. David is a frequent speaker at professional conferences on topics of asset-liability risk management and frozen plan strategies.

David has a BSc. in Financial and Actuarial Mathematics from Dublin City University and an MBA from the University of Chicago Booth School of Business, with concentrations in economics and finance. He is a CFA charter holder, a Fellow of the Institute of Actuaries (UK), a Fellow of the Society of Actuaries (US), and an Enrolled Actuary under ERISA.



ROBERT KENNELLEY

Director, Alternative Investments Research | Rocaton Investment Advisors

Robert Kennelley, Director, Alternative Investments Research, joined Rocaton in 2012. Robert assists with the sourcing, evaluation and due diligence of alternative investments including equity and credit hedge fund strategies, fund of funds, and private credit investment vehicles, as well as long only emerging markets debt strategies. Previously, Robert worked in Emerging Markets Fixed Income Sales at HSBC Securities, at Rogge Global

Partners as a High Yield and Emerging Markets Corporate Credit Analyst and at Deutsche Bank Securities performing M&A advisory and debt & equity underwriting for corporate and private equity clients. Robert is fluent in Spanish and Mandarin and received a B.A. in East Asian Studies with a Concentration in Finance from Princeton University and an M.B.A. from New York University's Leonard N. Stern School of Business.



BART MARCHANT*

Institutional Regional Director- Southeast | WisdomTree Asset Management, Inc.

Bart joined WisdomTree Asset Management in October 2013 and is responsible client service efforts in the Pension, Foundation, Endowment and Sub-Advisory markets for the Southeast United States. Prior to joining WisdomTree, Bart was an analyst at Goldman Sachs Asset Management focusing on business development and client relations. He received his BA in International Business from Dickinson College. Outside the office, Bart's

family produces maple syrup and apple cider annually.



JIM MCAVOY

Founder & President | JWMcAvoy & Company Ltd.

Jim McAvoy, Founder & President, has almost thirty years of experience maximizing sales results for clients in a wide range of industries from entrepreneurial & startup firms to Fortune 500 companies—helping his clients secure \$60 million of incremental revenue to date.

McAvoy holds a BA in Economics and History from the College of William & Mary and has attained the Certified Employee Benefits Specialist (CEBS) designation which is conferred by a partnership of the International Foundation of Employee Benefit Plans and the Wharton School of the University of Pennsylvania.

For the past eight years, he has guest lectured at The University of Chicago Booth School of Business (Entrepreneurial Selling course led by Craig Wortmann). Jim is also on the faculty of the Startup Institute which is a boot camp for individuals looking to shift careers into the startup world. It offers classes that are meant to both provide technical skill and install the less quantifiable skill of being able to thrive in startup culture. They are located in Boston, New York, Chicago, London & Berlin.

Jim has also facilitated workshops on the topic of lead-generation for 1871–Chicago's Entrepreneurial Hub for Digital Startups & The Chicago Innovation Exchange. He is the author of *#LEADS to SALES tweet Book01: Creating Qualified Business Leads in the 21st Century*. <http://www.thinkaha.com/leads-to-sales-tweet-book01/>



SONA MENON

Managing Director & Head of North America Pension Investments | Cambridge Associates

Sona is responsible for leading the US and Canadian segment of the Pension Practice. She works with a variety of institutional investors, including corporate and non-profit plan sponsors. She serves as an outsourced Chief Investment Officer on a discretionary and nondiscretionary basis for a variety of institutions. She advises on approximately \$16 billion of portfolio assets. She also has expertise advising health care institutions and multiple asset pools. Sona spent over two years working in the firm's London office, where she served institutional investors located in the United Kingdom, continental Europe, and the Middle East. Sona has recently co-authored a paper, *Avoid the Agg Drag*. Sona has more than 19 years of experience in the investment industry. Prior to joining Cambridge Associates in 2001, Sona was an Associate at JP Morgan in the sovereign risk research department. In this role, she analyzed country credit risk in Latin America and emerging markets in Europe; advised senior management on the bank's allocation of sovereign exposure across markets; and provided services to the governments of Peru and Colombia. Prior to this, Sona worked on the emerging markets sales and foreign exchange trading desks at JP Morgan.



MIHIR V. MESWANI

Senior Portfolio Manager | Deutsche Asset Management

Mihir is a Senior Portfolio Manager in the Hedge Fund Advisory team at Deutsche Asset Management in New York. Mihir has 21 years of industry experience, the vast majority in analyzing and managing portfolios of hedge funds, with specific experience in managing alternative mutual funds. Prior to joining Deutsche Asset Management in 2014, Mihir worked at Mt Yale

Capital Group, working on asset allocation and portfolio management for the group's alternative mutual funds. Before this, Mihir was Chief Investment Strategist at Sandalwood Securities, where he was a member of the Investment Committee with direct responsibility for the portfolio management of Sandalwood's fund of hedge funds and alternative mutual fund portfolios. Mihir previously also held position as Director of Public Investments at the Robert Wood Johnson Foundation and has worked for Bank of America, JPMorgan and Bankers Trust. Mihir holds a B.S. in Finance and B.A. in Economics from Rutgers University.



DOUGLAS W. MOSELEY

Partner | NEPC

Doug's investment experience dates back to 1995, and he joined NEPC in 1998. Doug works with a broad range of clients, including public funds, corporate plans and endowments. Doug is also a member of NEPC's Partner Research, Traditional Due Diligence Committee, and the Fixed Income Advisory Group.

Prior to joining NEPC, Doug worked for three years as a Senior Investment Analyst for the Massachusetts Pension Reserves Investment Management ("PRIM") Board, a \$21 billion public fund. While at PRIM, he assisted in asset allocation reviews and manager searches and monitored portfolio compliance. Prior to working at PRIM, Doug worked for State Street Bank & Trust Co. as a Fund Auditor and Portfolio Accountant in their Public Funds Division.

Doug earned an M.B.A. from Bentley College in 1999, and a B.S. in Business Administration from the University of Massachusetts at Amherst in 1993. He currently serves as a Board member for the Quincy Community Action Program, a not-for-profit providing services to lower-income residents in the communities south of Boston.



ROBERT NEMETH

Managing Director | Perkins Fund Marketing LLC

Mr. Nemeth, Managing Director joined Perkins Fund Marketing in July 2013 with 30 years of buy side experience in the financial industry and is responsible for sales in various Mid-West and Northern New England states and will manage Tri-State, Florida and California named accounts. He is Co-Director of Research and works with Mr. Perkins on new manager research and selection.

From 2005-2012, Mr. Nemeth was a Partner and Head of Trading at Elm Ridge Capital Management, a long/short equity hedge fund based in Irvington, NY, where he also managed sell side, prime brokerage, and soft dollar relationships. Prior to joining Elm Ridge, Bob was the Head Trader at SRC Capital, a long/short equity hedge fund under John A. Levin & Co., and had trading responsibilities for Levin's short bias fund Island Drive. Prior to John A. Levin & Co., Bob was the Head Trader at Catalyst Partners, a long/short small capitalization hedge fund. Bob began his career at J.P. Morgan Investment Management where he spent 14 years as a Vice President and senior Equity and Convertible Trader.

Mr. Nemeth is also a trustee of the Madison Square Boys and Girls Club of New York.

Mr. Nemeth graduated from Colgate University in 1982 where he earned a B.A. degree in Economics and Mathematics. He holds the Series 7, 31 and 63 securities licenses.



J. DOUGLAS NEWSOME, CFA*

Managing Director | Perkins Fund Marketing LLC

Mr. Newsome joined Perkins Fund Marketing in August 2012 with over 25 years of industry experience working with hedge funds, private equity funds and traditional investment strategies. Previously, he was a Managing Director with Babson Capital Management, where he marketed multiple strategies to pension funds, foundations, endowments, financial institutions and family offices. Prior to Babson Capital, he was a Managing Director at PricewaterhouseCoopers Corporate Finance LLC. Prior to PWC, he was founder and Chief Executive Officer of GMS Technologies, Inc., a financial technology firm. Prior to GMS, Mr. Newsome headed debt capital markets and built out the syndicated loan, U.S. private placement and corporate bond businesses at Santander Investment. Prior to Santander, Mr. Newsome helped build out the US private placement business for Barclays de Zoete Wedd (now Barclays Capital). Mr. Newsome began his career as an investment analyst at New York Life Insurance Company (now New York Life Investments).

Mr. Newsome, Managing Director is responsible for sales in the Mid-Atlantic, Florida, Colorado, Texas and Tri-State named accounts. He also works with Mr. Perkins on new manager research and selection.

Mr. Newsome graduated from Muhlenberg College and earned an MBA from Lehigh University. He was awarded the CFA designation and has earned a certificate from the AIMSE/Wharton Institute for Investment Management Sales Executives. He holds the Series 7, 24, 31 and 63 securities licenses.



ANTHONY NOVARA, CFA

Senior Research Analyst | DiMeo, Schneider & Associates, L.L.C.

Anthony is a Senior Research Analyst at DiMeo Schneider & Associates and co-heads the firm's Core Investment Strategy Group. He oversees the firm's research process, beginning with sourcing new strategies and concluding with providing manager recommendations across global fixed income, global equity, and real assets to the firm's Investment Committee.

Anthony also chairs the firm's Capital Markets Committee, which is responsible for the firm's asset allocation process. His additional responsibilities include being a voting member of the firm's Private Markets and Discretionary Committees. He joined the firm in 2011 and has 11 years of industry experience. Anthony received a BA in Finance from the Eli Broad College of Business at Michigan State University in 2004 and became a CFA Charterholder in 2008. Additionally, he completed an MBA degree at the University of Chicago Booth School of Business in 2012 with concentrations in Analytic Finance, Economics, & Entrepreneurship. He is a member of the CFA Institute and the CFA Society of Chicago.



JIMMY PAGE

Jimmy is an inspiring communicator, facilitator and trainer who challenges businesses, schools, sports teams, and non-profits to maximize their potential and make a difference. His extensive experience as an operator of for-profit and non-profit organizations and as a business consultant gives him unique insight into how to create healthy, high-performance teams and organizations.

Jimmy is an author of several books including *One Word That Will Change Your Life*, *WisdomWalks*, *PrayFit*, *True Competitor*, and *Called to Greatness*. He has been featured on CBS News, Fox NY and in numerous magazines, newspapers, and radio shows.

Jimmy is also a certified Nike Sports Performance Coach and hosts a radio program called Fit Fridays that promotes principles that lead to abundant health and life. He and his wife started an innovative cancer foundation called believebig.org following her victory over cancer. As a lifelong athlete, Jimmy is a coach, cyclist, and triathlete. Jimmy, his wife and four amazing kids reside in Maryland.



CHRIS RAE

Managing Director | Elevation Marketing Advisory

Chris is Founder and Managing Director of Elevation Marketing Advisory, an outsourced marketing and client service business. Elevation Marketing Advisory, established in February 2016, is a business division of Elevation LLC, a Charlotte-based broker-dealer. In addition to its marketing advisory and execution businesses, Elevation LLC has an exclusive distribution arrangement with Variant Perception, a leading provider of cross-asset class, data-driven market commentary and research.

Elevation Marketing Advisory's first client is Sorin Capital Management, LLC, a Stamford, Connecticut-based management firm focused on CMBS and REITs. Sorin runs hedge fund and liquid alternative strategies within these markets. Sorin currently manages over \$760mm in AUM from institutional investors including pension funds, family offices, and fund of funds. Chris joined Sorin in 2014 as the Managing Director and Head of Business Development.

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 President.

BRUCE RODIO*

Managing Director – Investor Relations | Waterfall Asset Management, LLC

Bruce joined Waterfall 2014 and is responsible client service and business development working with a wide range of institutional investors and consultants. He was previously a Director and Senior Investment Consultant at Towers Watson since 2012 focused on providing the full range OCIO solutions to large institutional clients. Prior to joining Towers Watson, Bruce was with Aberdeen Asset Management since 2004, where he held senior leadership positions in U.S. institutional distribution and fixed income. At Aberdeen, he also served as a senior relationship manager and fixed income investment specialist and prior to that held similar titles at Morgan Stanley Investment Management, the former Miller Anderson & Sherrerd LLP. He was also previously in institutional fixed income sales with both Morgan Stanley and Credit Suisse and also worked at Van Kampen Investments and the Ford Motor Company. Bruce earned both a B.S. and an M.B.A from the Wharton School of the University of Pennsylvania.



DAVID A. RUSSELL, CFA

Senior Investment Strategist & Senior Consultant | Investment Performance Services, LLC

Mr. Russell is a Senior Investment Strategist and Senior Consultant at Investment Performance Services, LLC. He is responsible for several key client relationships and is Head of Manager Research. In addition, Mr. Russell serves on the Investment Committee of IPS helping to formulate strategic policy for the firm. He is a frequently a featured speaker at investment industry conferences.

Mr. Russell has over 40 years of investment and consulting experience. Mr. Russell joined IPS from Attalus Capital, a hedge fund of funds, where he was a Managing Director and Portfolio Strategist. Prior to that Mr. Russell was a Principal and Shareholder at EnnisKnupp + Associates, where he was senior consultant with a particular emphasis on alternative investments. Mr. Russell also was a Senior Consultant at Capital Resource Advisors and was Vice-President and Head of Institutional Consulting Services for Prudential's Investment Management Consulting and Research Division in New York City.

Mr. Russell earned a B.A. in Political Science and M.B.A. in Finance from Kutztown University. Mr. Russell is a Chartered Financial Analyst (CFA) and a member of the Institute of Chartered Financial Analysts and the Financial Analysts Society of Philadelphia.

Mr. Russell currently serves as member of Investment Committee of Good Shepherd Hospital and Rehabilitation Network in Allentown, PA and is on the Board, Executive Committee, and is the Chair of the Finance Committee of Lutheran Theological Seminary at Gettysburg (PA) where he is also the Chairman of Investment Committee of Lutheran Theological Seminary at Gettysburg Foundation. Mr. Russell was also on the Board of Directors and Treasurer of the National Easter Seal Society, Chicago, IL for 18 years. He is a past President and was on the Board of the Pennsylvania and Lehigh Valley Easter Seal Society for over 24 years and is an Honorary Director for Life. Mr. Russell is also a past member of the Board of Directors for the ELCA Board of Pensions (now Portico) an \$8.5 billion pension fund, in Minneapolis, MN for six years, where he chaired multiple committees.



ERIC SMYTH, CFA*

Senior Consultant Relations Manager, Institutional Business Development | Aberdeen Asset Management Inc.

Eric Smyth is a Senior Consultant Relations Manager on the Institutional Business Development team and is responsible for developing and maintaining relationships with investment consultants in the Western United States. Prior to joining Aberdeen in 2015, Eric was Vice President, Consultant Relations Manager for Federated Investors in Pittsburgh, Pennsylvania. He

has held a number of additional positions including: Client Relationship Manager, Kestrel Investment Management; Vice President, Institutional Client Service, Wasatch Advisors; and Investment Consultant, Watson Wyatt Investment Consulting. He was also on the investment staff of Northwestern Memorial Hospital in Chicago, Illinois. Prior to embarking on a career in financial services, Eric held the rank of Lieutenant in the United States Coast Guard serving in Seattle, Washington; Philadelphia, Pennsylvania; and Astoria, Oregon. Eric holds an MBA from the Kellogg School of Management at Northwestern University and a BS in Electrical Engineering (Hons) from the United States Coast Guard Academy in New London, Connecticut. He is a CFA® charterholder.



JOHN STANLEY, CFA*

Vice President, Consultant Relations Manager | Federated Investors, Inc.

John Stanley, CFA is Senior Vice President, Consultant Relations at Federated Investors where he is responsible for developing and strengthening the firm's relationships with investment consultants. He joined Federated in 2004 and has 12 years of experience working with institutional investors and consultants.

John earned a BS in business administration from Robert Morris University and is a CFA Charterholder. He is a member of the CFA Institute and CFA Society of Pittsburgh. Prior to joining Federated, John was an Investment Fund Accountant at Mellon Capital Management.



MICHAEL STELLATO

Vice President | Callan Associates, Inc.

Michael Stellato is a Vice President in Callan's New Jersey Fund Sponsor Consulting office. He has experience working with a variety of fund sponsor clients, including corporate defined benefit and defined contribution plans, endowments and foundations, and insurance companies. His responsibilities include strategic planning, implementation, investment monitoring and coordination of special client projects. Michael is a member of Callan's Alternatives Review Committee. Prior to joining Callan in 2015, Michael spent nine years as a Senior Consultant at The Concord Advisory Group. In that role, he was responsible for developing and advising client relationships across a variety of institutional investors, including defined benefit and defined contribution plans, endowments and foundations, healthcare organizations, and insurance companies. Prior to that, he spent time at Prudential Financial and Merrill Lynch. Michael earned an MBA in Finance from Fairleigh Dickinson University and a BS in Business Administration from Mount Saint Mary's College.



BEN STODDARD, CFA, CAIA

Senior Investment Analyst, Investment & Debt Management | Virginia Tech Foundation

Mr. Stoddard joined the Virginia Tech Foundation in June 2012 where he serves as a Senior Analyst. His primary focus is on manager and investment research in South America and Europe. He also focuses on direct deals and select strategies within the U.S. Prior to joining Virginia Tech, he invested in asset-based service businesses, was a portfolio manager for a large single family office in Minneapolis and was a loan officer at Merrill Lynch Credit. Mr. Stoddard holds a bachelor's degree from University of Miami and an MBA from University of Minnesota. He is a CFA and CAIA charterholder.



MATTHEW STROUD, CFA

Head of Delegated Portfolio Management, Americas | Willis Towers Watson

Matt has 25 years of capital markets and investment industry experience. Prior to assuming his current responsibilities in 2011, Matt was a Senior Investment Consultant in the firm whose role expanded over the years to include, beyond his client responsibilities, New York Office Leader for the Investment Line of Business (2006-2011) and membership of the firm's 9-person Global Investment Committee (2008-present), which is responsible

for the firm's economic and market views for all clients world wide. Prior to joining Willis Towers Watson and its predecessors in 1997, Matt developed and assessed the NASD's first formal action against a NASDAQ market maker for trading ahead of customer limit orders (see: United States vs. Gruntal, 1996). Prior to this Matt was a Financial Consultant at Merrill Lynch & Co.

Matt received an M.B.A. from New York University's Stern School of Business, with concentrations in finance and statistics/operations research; a B.A. (cum laude) in Economics from New York University; and was awarded the William R. Salomon Scholarship from Salomon Bros. as well as the New York University Trustee Scholarship. Matt is a Chartered Financial Analyst (CFA) Charterholder, routinely speaks at industry conferences, and in his media-facing role has been quoted in *The Wall Street Journal* and *Pension & Investments*, among other publications.



AMANDA TEPPER

Chief Executive Officer, Chestnut Advisory Group | President, AM 20/20

Amanda Teppner is the Founder and CEO of Chestnut Advisory Group, a consulting firm working exclusively with asset managers, dedicated to maximizing clients' return on their sales and marketing efforts. Chestnut's clients receive customized strategic and tactical marketing and sales support, enabling them to raise assets more quickly and retain them longer.

Amanda is also co-founder and President of AM 20/20, Chestnut's strategic support platform for asset manager sales and marketing teams. AM 20/20 members receive proprietary research with actionable insight about the current concerns of institutional investors, peer best practices, and access to all other benefits of the AM 20/20 community.

Previously Amanda was Global Director of the senior portfolio management team at Alliance-Bernstein. Amanda has deep experience in sell-side equity research, as Associate Director of Equity Research at Bank of America and as an Institutional-Investor All-America Team- ranked analyst at JPMorgan.

Amanda holds an MBA from The Wharton School and a BA from Brown University, Phi Beta Kappa. Amanda serves as a member of the 100 Women in Hedge Funds Advisory Council, and on the Andover Development Board of Phillips Academy.



DEREK TUBBS*

Associate Portfolio Manager, Vice President Institutional Development | CornerCap Investment Counsel

Derek is an Associate Portfolio Manager and the Vice President of Institutional Development for CornerCap. He joined in 2013 with over 16 years of institutional investor experience and is a non-voting member of the investment committee. His primary responsibility is to expand CornerCap's reach with institutional investors. Prior to joining CornerCap, Derek was a

Senior Relationship Manager with a \$15 billion equity team at Wells Capital Management where he was the primary point of contact for the largest, most sophisticated and most complicated institutional clients. Derek started his investment career in 1996 and spent the next 12 years in institutional sales with both CIBC World Markets (formerly Oppenheimer) and Prudential Equity Group. He has an MBA from the Kelley School of Business at Indiana University and earned his BA with honors from Texas A&M University.



DAVIS WALMSLEY

Principal | Greenwich Associates

Davis Walmsley, Principal, consults with investment managers in North America on a variety of distribution, marketing and product opportunities. Davis is currently working on several engagements focused on evaluating client satisfaction, sales effectiveness and brand awareness. Davis has extensive experience advising investment managers. Prior to joining Greenwich Associates, he worked as a Director in Barclays Investment

Banking FIG practice where he provided M&A and capital markets advice to asset management clients. He conducted a research study and authored a paper focused on how investment managers build and sustain franchise value. Previously, he helped found the Strategic Advisory Group within Lehman Brothers' Prime Services group, which provided management consulting services to the firm's hedge fund clients. Davis received his BS in Finance and Economics from Lehigh University and his MBA from the Harvard Business School.



KEITH WOSNESKI*

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

Keith joined Acadian's Marketing and Consultant Relations Team in 2012 and is responsible for building and maintaining relationships with institutional consulting firms in North America. Prior to Acadian, he served as Business Development Director in Mercer's investment management business. In that role, Keith was responsible for the distribution of Mercer's

investment capabilities to institutional clients in the Midwest. Previous experience includes working with institutional clients in a variety of sales and client service roles at Aurora Investment Management LLC, Northern Trust Global Investments and Barclays Global Investors. Education: B.S.B.A., International Business, University of Denver; M.B.A., University of Notre Dame.



ANNA ZEMELS

Vice President, Consultant Relations | Goldman Sachs Asset Management

Anna is a member of the US Consultant Relations Group, where she is responsible for developing and managing strategic relationships with investment consultants located in the Midwest and Canada. Prior to joining GSAM in 2010, she spent four years at Lazard Asset Management within the Financial Institutions Group, working with financial advisors. Anna graduated cum laude from New York University with a Bachelors degree in Economics. She

is FINRA Series 7, 63, 65, and 3 licensed.

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The company was founded in 2000 and is headquartered in Atlanta, Georgia with global offices in New York, Toronto, London, Sydney, Edinburgh, Hong Kong and Dubai.



RIVEL RESEARCH GROUP

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For over 25 years, Rivel Research Group has been gathering, analyzing and interpreting institutional investor feedback. In fact, our founder Art Rivel invented the investor perception study nearly 40 years ago. Through our proprietary method of quantifying anecdotal survey responses, we provide asset managers with a laser-precision strategic marketing tool that will be the cornerstone for any communication strategy. For more information, contact Alon Kutai, Senior Managing Director of Rivel's Asset Management Division at 203.987.5747 or akutai@rivel.com. Visit www.rivel.com for a closer look at Rivel.

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- ☐ Our clients and consultants see us as adhering to industry best practices, on all levels?"
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Rivel's perception research uncovers:

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For over 25 years, Rivel Research Group has been gathering, analyzing and interpreting institutional investor feedback. In fact, our founder Art Rivel invented the investor perception study nearly 40 years ago. Through our proprietary method of quantifying anecdotal survey responses, we provide asset managers with a laser-precision strategic marketing tool that will be the cornerstone for any communication strategy. For more information, contact Alon Kutai, Senior Managing Director of Rivel's Asset Management Division at 203.987.5747 or akutai@rivel.com. Visit www.rivel.com for a closer look at Rivel.

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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.

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MandateWire is the leading business intelligence tool for institutional asset managers and consultants. With teams located in Europe, North America and Asia, MandateWire is able to engage with leading global institutional investors to provide well-timed, credible intelligence on investor strategies and business opportunities.



STANDARD & POOR'S MONEY MARKET DIRECTORIES

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This is Money Market Directories (MMD) 46th year as the premier provider of current, comprehensive information on the pension investment industry. The MMD database provides in-depth information on 81,000 tax-exempt organizations, within corporate, union, and government plan sponsors, endowments, foundations, health service organizations and sovereign wealth funds throughout the US, Canada, UK, EMEA and APAC. Included is access to institutional mandates and OCIO Service Providers. Other areas of coverage available in the database are 28,000 investment advisory firms; 5,500 global family offices and their service providers; and 2,100 main, regional and consultant branches world-wide. All products are available through a Web-based format—MMD WebAccess; daily updates reflect the latest data on the institutional market. Create customized reports, develop targeted mailings and identify new prospects. For more information on MMD WebAccess, please call 1-434-977-1450 or email MMDSales@spglobal.com. Visit us online at www.mmdwebaccess.com.

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Callan's Institutional Consulting Group (ICG) empowers investment management organizations with the research, education and analytical services necessary to succeed in an evolving and extremely competitive environment. Callan assists investment management organizations in three areas:

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dy·ñā·mism

1. The quality of being characterized by vigorous activity and progress.

- the quality of being dynamic and positive in attitude.

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- the theory that phenomena of matter or mind are due to the action of forces rather than to motion or matter.

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