

humor THAT WORKS



AIMSE

2018 Fall Conference

October 10-11, 2018

The Westin New York at Times Square
New York, NY

PRELIMINARY PROGRAM







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2018 Fall Conference

October 10-11, 2018

The Westin New York at Times Square
New York, NY

schedule AT A GLANCE

Wednesday, October 10, 2018

12:00 – 6:00 pm <i>Broadway Foyer, 3rd Floor</i>	Registration
1:15 – 1:30 pm <i>Broadway Ballroom, 3rd Floor</i>	Welcome Remarks
1:30 – 2:10 pm <i>Broadway Ballroom, 3rd Floor</i>	Veterans Panel: The Art of Relationship Management
2:15 – 3:10 pm <i>Broadway Ballroom, 3rd Floor</i>	Traditional Investments: Latest Trends and Evolving Opportunities
3:15 – 4:00 pm <i>Broadway Ballroom, 3rd Floor</i>	A Rising Wave: Perspective from Young Investors
4:00 – 4:30 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors
4:30 - 5:15 pm <i>Broadway Ballroom, 3rd Floor</i>	Investor Insights, Looking Ahead
5:15 - 6:00 pm <i>Broadway Ballroom, 3rd Floor</i>	CIO Think Tank
6:00 – 7:00 pm <i>Gershwin Ballroom, 4th Floor</i>	Reception
7:00 – 8:30 pm <i>Gershwin Ballroom, 4th Floor</i>	Dinner and Networking

Thursday, October 11, 2018

7:30 am – 5:30 pm <i>Broadway Foyer, 3rd Floor</i>	Registration
7:30 – 8:00 am <i>Gershwin Ballroom, 4th Floor</i>	Networking Breakfast with Exhibitors
8:00 – 8:10 am <i>Broadway Ballroom, 3rd Floor</i>	Welcome Remarks
8:15 – 9:10 am <i>Broadway Ballroom, 3rd Floor</i>	ESG Investing: Moving into the Mainstream
9:15 – 10:00 am <i>Broadway Ballroom, 3rd Floor</i>	Keynote Speaker Andrew Tarvin Humor That Works: How to Be More Productive, Less Stressed, and Happier
10:00 – 10:30 am <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors
10:30 – 11:15 am <i>Broadway Ballroom, 3rd Floor</i>	OCIO Marketplace: Past, Present and Into the Future
11:20 am – 12:10 pm <i>Broadway Ballroom, 3rd Floor</i>	Alternatives and the Road Ahead: Strategies for 2019 and Beyond
12:15 – 1:15 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Lunch with Exhibitors
1:30 – 2:20 pm <i>Broadway Ballroom, 3rd Floor</i>	Endowments & Foundations: The Path Forward, Adapting to a New Paradigm
2:25 – 3:15 pm <i>Broadway Ballroom, 3rd Floor</i>	The Ever-Changing Landscape of Healthcare Plans
3:15 – 3:45 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors
3:45 – 5:15 pm <i>Broadway Ballroom, 3rd Floor</i>	Consultant Roundtables
5:15 – 5:25 pm <i>Broadway Ballroom, 3rd Floor</i>	Concluding Remarks
5:30 – 7:00 pm <i>Gershwin Ballroom, 4th Floor</i>	Reception

NOTE: The preliminary program is subject to change, including speakers listed.
Please check https://www.aimse.org/engage/fall_conference.cfm frequently for updates.

extended SCHEDULE

Wednesday, October 10, 2018

12:00 – 6:00 pm

*Broadway Foyer,
3rd Floor*

Registration

1:15 – 1:30 pm

*Broadway Ballroom,
3rd Floor*

Welcome Remarks

Conference Co-Chairs

Adam Gerentine
Managing Director
Trinity Street Asset Management

Kerra M. Smith
Head of Marketing & Business Development
Private Investment firm

AIMSE President

Christopher J. Paoletta
Managing Director, OCIO
Invesco

1:30 – 2:10 pm

*Broadway Ballroom,
3rd Floor*

Veterans Panel: The Art of Relationship Management

Strong relationships between allocators, consultants and investors are the foundation of our industry. They help clarify common objectives, mediate through periods of difficulty and ensure that all parties are focused on the goal of maximizing outcome for the ultimate beneficiary. Our panel of veterans is composed of professionals from all sides of this multi-faceted relationship: allocator, consultant, sales/consultant relations, each of whom has worked on different sides of our industry during their careers. Please join them as they discuss best practices and the challenges faced by all in an increasingly competitive market.

Moderator:

Paul Foster, CFA
Head of Consultant Relations
The London Company

Speakers:

P. MacKenzie Hurd, CFA
Managing Director, Consultant Relations
Jennison Associates

Geeta Kapadia, CFA
Senior Investment Strategist, Treasury
Yale New Haven Health

Kevin Norton
Director of Investment Management
Archdiocese of New York

<p>2:15 – 3:10 pm</p> <p><i>Broadway Ballroom, 3rd Floor</i></p>	<p>Traditional Investments: Latest Trends and Evolving Opportunities</p> <p>This session will highlight the latest trends and opportunities within the traditional investment world across all client segments. Hear from several of the industry’s leading investment consultants as they describe their clients’ current interests, priorities and plans. How have investors modified their target allocations? Which equities are most attractive? How is fixed income evolving? How can managers communicate most constructively with consultants and clients?</p> <p>Moderator: Sean McCoy Director Artisan Partners, Limited Partnership</p> <p>Speakers: Christopher Cesare Founding Partner, Consultant Rocaton Investment Advisors</p> <p>David Hyman, CFA Partner & US Wealth Manager Solutions Segment Leader Mercer</p> <p>David Sancewich Managing Director Pension Consulting Alliance</p>
<p>3:15 – 4:00 pm</p> <p><i>Broadway Ballroom, 3rd Floor</i></p>	<p>A Rising Wave: Perspective from Young Investors</p> <p>David Mamet, author of Glengarry Glen Ross, once said, “old age and treachery will always beat youth and exuberance.” Well, we disagree! This session provides a dynamic viewpoint from a group of young investors from institutional to intermediary and everything in between. An engaging and fresh perspective, we’ll hear from these rising stars about the both the successes and challenges they’ve faced in a shifting landscape, their views on issues that will affect the investing community for years to come and a range of other topics.</p> <p>Moderator: Bart Marchant Regional Director, Northeast GQG Partners LLC</p> <p>Speakers: Rob Balkema, CFA Portfolio Manager, Multi-Asset Solutions Russell Investments</p> <p>Edward Coward Institutional Consultant Morgan Stanley Graystone</p> <p>Ross Ondrusek, CFA, CFP Senior Investment Research Analyst USAA</p> <p>Caroline Thomas Assistant Vice President Brown Brothers Harriman & Co.</p> <p>J. Andrew Webb, CFA, CPA Director Highland Associates</p>

extended SCHEDULE (CONTINUED)

4:00 – 4:30 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors
4:30 - 5:15 pm <i>Broadway Ballroom, 3rd Floor</i>	Investor Insights, Looking Ahead <p>Allocators and industry leaders provide their outlook on emerging trends and opportunities across the global investment landscape. Have trade wars and rising rates changed expected allocations? Will rising commodity prices change their views on EM? Listen to what is on the radar for the next 12 months!</p> <p>Moderators: Jaime Cuadra Director Compass Group, LLC</p> <p>Speakers: A. Bruce Audino Senior Vice President, Senior Manager Researcher Bessemer Trust</p> <p>Tatiana Pohotsky, CFA Senior Investment Officer, Group Leader Global Active Management Bureau of Asset Management, NYC Office of the Comptroller</p> <p>Dennis Santos Vice President, Head of Manager Research Investment Solutions Group - OCIO</p>
5:15 - 6:00 pm <i>Broadway Ballroom, 3rd Floor</i>	CIO Think Tank <p>Chief Investment Officers stand at the forefront of managing portfolios in the face of changing market dynamics and investing for the long-term in a new paradigm. Whether it be the latest upheaval in emerging markets, the ongoing active/passive discussion or determining optimal asset allocation, the role of the CIO holds great importance in navigating through uncertainty.</p> <p>We're joined by some distinguished CIOs who come from distinctly different institutions with varying investment objectives and risk tolerance. The panel will offer their candid opinions on a variety of topics including, asset allocation, geopolitical issues, income versus growth, inflation/deflation, passive versus active, volatility, liquidity, tail-risk hedging, and much more.</p> <p>Moderator: Tim McAvoy Client & Consultant Relations Coho Partners, Ltd.</p> <p>Speakers: Rick Nelson Principal Syzygy Advisors LLC</p> <p>Matthew Stroud, CFA Senior Director, Global Pensions Marsh & McLennan Companies</p> <p>Charles Van Vleet Assistant Treasurer, Chief Investment Officer Textron Inc.</p>

6:00 – 7:00 pm <i>Gershwin Ballroom, 4th Floor</i>	Reception
7:00 – 8:30 pm <i>Gershwin Ballroom, 4th Floor</i>	Dinner and Networking Enjoy dinner and networking with AIMSE members, investment consultants, and allocators in a relaxed and friendly environment.
Thursday, October 11, 2018	
7:30 am – 5:30 pm <i>Broadway Foyer, 3rd Floor</i>	Registration
7:30 – 8:00 am <i>Gershwin Ballroom, 4th Floor</i>	Networking Breakfast with Exhibitors
8:00 – 8:10 am <i>Broadway Ballroom, 3rd Floor</i>	Welcome Remarks Conference Co-Chairs Adam Gerentine Managing Director Trinity Street Asset Management Kerra M. Smith Head of Marketing & Business Development Private Investment firm
8:15 – 9:10 am <i>Broadway Ballroom, 3rd Floor</i>	ESG Investing: Moving into the Mainstream ESG (environmental, social and governance) matters are rapidly becoming mainstream concerns for investors as there is increasing evidence that ESG considerations can potentially have a material and positive impact on the risk and return of an investment portfolio. These non-financial considerations are now firmly in the spotlight with different applications for different investors, evolving from more traditional responsible investing to risk mitigation and even alpha generation today. In this panel discussion, we will explore how ESG investment thinking continues to evolve among investors, asset managers, and consultants in the U.S. Moderator: Scott Howe, CAIA Senior Vice President, Business Development Candriam Investors Group Speakers: Christina Alfandary Managing Director, ESG & Sustainable Investments GAMCO Asset Management Deborah Christie, CFA Managing Director Cambridge Associates Dr. Matthew Sherwood Director, Public Markets Investments MMBB Financial Services

extended SCHEDULE (CONTINUED)

9:15 – 10:00 am <i>Broadway Ballroom, 3rd Floor</i>	Keynote Speaker Andrew Tarvin Humor That Works: How to Be More Productive, Less Stressed, and Happier <p>83% of Americans are stressed out at work and 55% are unsatisfied with their jobs. The impact? Close to a trillion dollars in lost productivity and increased costs. Luckily humor is here to help. People who use humor are more productive, less stressed, and happier. This interactive and experiential program will teach you what humor at work means, why it is desperately needed, and how to use humor to create a positive work culture, increase team productivity, manage stress, and have more fun.</p>
10:00 – 10:30 am <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors
10:30 – 11:15 am <i>Broadway Ballroom, 3rd Floor</i>	OCIO Marketplace: Past, Present and Into the Future <p>The panel will address the development of the OCIO marketplace, discussing the past, the present and looking into the future of the OCIO business and how this will impact investment management firms as well as institutional clients. Panelists will also address the best way to work with their respective firms.</p> <p>Moderator: Peter Crivelli Senior Vice President, Institutional Sales Carillon Tower Advisers</p> <p>Speakers: Benjamin Hall, CAIA Director, Alpha Research Segal Marco Advisors</p> <p>Ryan Lennie, CFA Managing Director Wilshire Associates</p> <p>Larry Vasquez, CFA Partner & Senior Portfolio Manager, Equities Mercer</p>
11:20 am – 12:10 pm <i>Broadway Ballroom, 3rd Floor</i>	Alternatives and the Road Ahead: Strategies for 2019 and Beyond <p>Alternatives investing continues to evolve and grow. In light of recent returns and market events year to date, hear from different types of market leaders how active they have been, what strategies are appealing and why. With the continued increase in large pension allocations, learn what their views on optimal AUM size are and at what size or growth trajectory do endowments and foundations consider a fund to be an asset gatherer. Hear from a panel of leading institutions which fund characteristics they are attracted to now, and how they are positioning themselves for 2019 and beyond.</p> <p>Moderator: J. Douglas Newsome, CFA Managing Director, Director of Research Perkins Fund Marketing</p> <p>Speakers: Paul Benjamin, CFA Director of Investments Alcoa</p> <p>Andrew Eberhart Chief Investment Officer Heinz Family Office</p> <p>Anthony S. Waskiewicz, Jr., CFA Chief Investment Officer Mercy Health</p>

12:15 – 1:15 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Lunch with Exhibitors <p>Take advantage of this opportunity to network with your peers and learn how they are executing sales and service best practices.</p>
1:30 – 2:20 pm <i>Broadway Ballroom, 3rd Floor</i>	Endowments & Foundations: The Path Forward, Adapting to a New Paradigm <p>After 10 years...yes, 10 years of capital market and economic growth, how will Endowment and Foundation CIO's chart the path forward? Hear from our panel of E&F experts as they discuss the challenges they face navigating today's markets given the backdrop of a decade long bull market. Topics to be addressed will include:</p> <ul style="list-style-type: none"> • Role of Hedge Funds and Traditional long only managers • Private Markets: Dry powder and credit quality concerns • Market and Non-Market Risks • Demand for Impact or Sustainable Investments • Besides returns, what is most valued from managers? <p>Moderator: Rachel S.L. Minard Founder & Chief Executive Officer Minard Capital LLC</p> <p>Speakers: Mary Cernilli Managing Director, Absolute Return and Credit Strategies (Former) Emory University</p> <p>Al Kim Director of Investments Helmsley Charitable Trust</p>
2:25 – 3:15 pm <i>Broadway Ballroom, 3rd Floor</i>	The Ever-Changing Landscape of Healthcare Plans <p>With the landscape constantly evolving in healthcare and providers trying to juggle an uncertain rule book out of Washington DC, we will dive into what areas currently are the most concerning for them. Then we will address where they see opportunity. Finally, we will take a look at how best to cover their organizations and what to avoid.</p> <p>Moderator: Lewis Del Ponte Vice President, Institutional Sales Ranger Capital</p> <p>Speakers: Ryan Bailey, CFA, FRM, CAIA, CMT Head of Investments Children's Health System of Texas</p> <p>Susan Slocum Chief Investment Officer & Treasurer Children's Minnesota</p> <p>Paul Staab, CFA Manager, Investments Catholic Health Initiatives</p>
3:15 – 3:45 pm <i>Gershwin Ballroom, 4th Floor</i>	Networking Break with Exhibitors

3:45 – 5:15 pm

*Broadway Ballroom, 3rd
Floor*

Consultant Roundtables

One of the most highly anticipated sessions of the Fall Conference, the consultant 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 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.

Moderator:

Tasleem Jamal, CFA
Vice President, Head of Marketing & Client Services
Sprucegrove Investment Management Ltd.

Speakers:

Cheryl Barker
Senior Research Liaison
FEG Investment Advisors

Ryan Dembinsky, CFA
Senior Research Analyst, Fixed Income
Russell Investments

Kevin Machiz, CFA, FRM
Vice President, Fixed Income Investment Consultant
Callan LLC

Daniel Melloh, CAIA
Director, Manager Research
Investment Performance Services, LLC

Nolan O'Neill, CFA
Director, Manager Research
Pavilion Advisory Group

Francois Otieno
Director of Fixed Income
Segal Marco Advisors

Michael Perdsock
Research Director of Traditional Investments & Senior Consultant
Gavion LLC

5:15 – 5:25 pm <i>Broadway Ballroom, 3rd Floor</i>	Concluding Remarks Conference Co-Chairs Adam Gerentine Managing Director Trinity Street Asset Management Kerra M. Smith Head of Marketing & Business Development Private Investment firm AIMSE President Christopher J. Paoella Managing Director, OCIO Invesco
5:30 – 7:00 pm <i>Gershwin Ballroom, 4th Floor</i>	Reception

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hotel INFORMATION

WESTIN[®]
HOTELS & RESORTS

Westin New York Times Square
270 West 43rd St.
New York, NY 10036
Phone: (212) 201-2700

Room Rates & Reservations

AIMSE has contracted a discounted room rate of \$399 per night for conference attendees. The cut-off date to receive the AIMSE group rate is September 18, 2018. Please make your reservation directly with the Westin New York Times Square at www.starwoodmeeting.com/Book/aimsefall2018conference. If reserving by phone, please advise the sales agent that you are attending the AIMSE Fall 2018 Conference.

Rooms are subject to availability and reserved on a first come, first served basis. Make your reservations as early as possible to take advantage of the discounted AIMSE rate.



general INFORMATION

Who Can Attend

Only current, paid AIMSE members are eligible to attend the Fall Conference. Please contact the AIMSE office if you are unsure of 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 the Fall Conference.

Registration Fees

The early bird conference registration fee is \$1395 per member and is available until September 10, 2018. After September 10, the registration fee increases to \$1595 per member.

Refunds & Cancellations

AIMSE will issue refunds for requests received in writing by September 17, 2018. An administrative fee of \$250 will be assessed to all refunds. No refunds will be granted after September 17, 2018, but another AIMSE member from your firm may attend in your place. All requests for registration refunds and/or transfers must be submitted in writing by the registered member.

Attendee List

AIMSE does not distribute attendee lists prior to the conference. Conference participants will receive a printed list of attendees within their on-site registration materials. A final, electronic list will be provided post-conference. Your conference registration must be received by September 21 to be included in the printed material.

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.

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.

Room Delivery Policy

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

Recommended Dress

All sessions and events are business casual.

AIMSE Media Policy

AIMSE does not issue media passes to any AIMSE conferences or events. All media representatives must be current Associate members and pay the conference registration fee. All attendees must read and adhere to the AIMSE media policy. Exhibitor representatives must sign the Policy Agreement Form.

Exhibitor/Sponsor Registration

Please refer to the Sponsor & Exhibitor Prospectus for specific policies. All individuals attending the Fall Conference as exhibitors must submit registration forms and fees together. The Exhibitor Fee allows each exhibiting company to send two individuals to attend the Fall Conference and participate in all activities. Additional exhibit staff members who wish to attend the conference must pay the regular conference registration fee. These individuals must be current AIMSE members.

For further information:

AIMSE
11130 Sunrise Valley Drive
Suite 350
Reston, VA 20191

Phone: 703.234.4098
Fax: 703.435.4390
info@aimse.org
www.aimse.org

NOTE: The preliminary program is subject to change, including speakers listed.
Please check https://www.aimse.org/engage/fall_conference.cfm frequently for updates.

registration FORM

AIMSE 2018 Fall Conference

October 10-11, 2018

Westin New York Times Square

New York, NY

Complete the following information:

Full Name _____ Badge/Informal Name _____

Job Title _____

Firm _____

Street Address _____

City _____ State _____ ZIP _____

Phone _____ Fax _____ E-mail _____

To assist newer members attending the conference, AIMSE offers 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 become an AIMSE mentor

☐ I would like to have an AIMSE mentor

☐ I am attending my first AIMSE Conference

Membership Dues

☐ Active Member Dues \$350

☐ Associate Member Dues \$450

Please submit dues payments only if you are not already a current member of AIMSE. Only current members are eligible to attend. If you are unsure of your membership status, please call the AIMSE office at 703-234-4098.

Conference Registration Fee

☐ Early bird (until September 10) \$1,395

☐ Regular (after September 10) \$1,595

Total Due \$ _____

Refunds & Cancellations

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Payment Method:

☐ Check ☐ VISA ☐ MasterCard ☐ American Express

Card No. _____

Expiration Date _____ CSC _____

Signature _____

AIMSE

11130 Sunrise Valley Drive

Suite 350

Reston, Virginia 20191

info@aimse.org

703.234.4098

Fax 703.435.4390

The personal information ("personal data") you provide on this form is being collected with your consent, for the exclusive purpose of permitting AIMSE to facilitate your registration for the 2018 Fall Conference and to contact and bill you in connection with that event and/or your AIMSE membership status. The personal data is subject to the terms of AIMSE's privacy policy (<https://www.aimse.org/privacypolicy.cfm>). A party located in the European Union or European Economic Area wishing to exercise rights under the General Data Protection Regulation (GDPR) with respect to such personal data should contact privacy@aimse.org.

save **THE DATE** for these upcoming AIMSE events!

26th Annual AIMSE Canadian Conference
January 16-17, 2019
Intercontinental Toronto Centre
Toronto, ON



42nd Annual Marketing & Sales Conference
April 28-30, 2019
Arizona Biltmore
Phoenix, AZ



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notes

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AIMSE

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