



# 24<sup>th</sup> ANNUAL AIMSE CANADIAN CONFERENCE

**January 18-19, 2017**

Intercontinental Toronto Centre | Toronto, Ontario

Conference Program

**EMBRACE CHANGE**



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Intercontinental Toronto Centre | Toronto, Ontario



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# Schedule of Events

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## WEDNESDAY JANUARY 18, 2017

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5:30 pm – 8:00 pm **Opening Cocktail Reception** *Ontario Room*  
Intercontinental Toronto Centre

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## THURSDAY JANUARY 19, 2017

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7:30 am – 8:00 am **Breakfast** *Ballroom A*

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8:00 am – 8:15 am **Welcome & Introduction** *Ballroom B*

AIMSE Canada President & Conference Chair

**Kimberley Woolverton, CFA**

Senior Business Development Manager, *Aberdeen Asset Management Inc.*

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8:15 am – 8:30 am **Now a Word from Our Sponsors** *Ballroom B*

8:30 am – 9:30 am **Keynote Address by Christopher Kai | The Billionaire Mindset:  
The Art & Science of Successful Business Relationships** *Ballroom B*

In a world of ubiquitous social media, smartphones and 24-hour cable TV, we have never been more connected to news and current events in the digital world. But how do we stay connected, grounded, and focused in the real world so we can find the best jobs, promotions, investments, business and career opportunities? In this inspiring, insightful and what numerous audience members have hailed as a “life-changing” experience, entrepreneur, international speaker, homeless youth pioneer, and Amazon #1 bestselling author Christopher Kai shares 7 insightful strategies on how you can catapult your personal and professional opportunities by understanding the art and science of successful relationship building.

### Seven Takeaways

1. Why Your Network is the #1 Best Predictor of Your Career Success (Forbes)
  2. The Billionaire Mindset Based on 20 Years of Research
  3. How to Be 90% More Effective as a Communicator
  4. Follow Up the Right Way and Be 80% More Successful
  5. How One Charity Raised \$101M in One Night and Why You Should Care
  6. These 4 Happy Chemicals Will Help You Connect With Anyone
  7. Stand Out and Be Remembered 22x Better
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## Schedule of Events | Thursday, January 19 continued...



9:30 am – 10:30 am **Endowments & Foundations: Investment Trends & Interests** *Ballroom B*

Institutional investors have generally enjoyed a benign, low volatility world over the last several years. Co-ordinated accommodative monetary policy has led equity prices higher and bond yields lower, resulting in an environment of weaker expected future returns and questions around future growth and the impact of rising rates. Join us as we speak to several prominent endowments and foundations on where they are looking to help achieve their investment goals.

- › Status of the Endowment Model in 2017
- › What are E&F's doing to meet their objectives in today's challenging market environment
- › Trends with E&F's as related to Alternative Assets
- › Thoughts on Active vs Passive Management
- › Sustainable/Impact Investing & ESG
- › Is the role of the Consultant changing with E&F's
- › Investment Outsourcing

Moderator: **Robin Stanton, CFA**  
Vice President, *AGF Investments*

Speakers: **Tom Ball**  
Chief Investment Officer, *The Asper Foundation*

**Eugene Lee, CFA**  
Vice President, Investments, *Vancouver Foundation*

**Bruce Myers, CFA**  
Head, C/A Capital Management, *Cambridge Associates LLC*

10:30 am – 11:00 am **Refreshment Break with Sponsors & Exhibitors** *Ballroom A*

Sponsored by:

**S&P Global**



## Schedule of Events | Thursday, January 19 continued...

11:00 am – 12:30 pm **Consultant Roundtables**

*Ballroom B*

A hallmark of the AIMSE conferences, the consultant roundtables are always one of the most popular sessions. Join us for an interactive and candid discussion with leading consultants from global and Canadian firms. Come with your questions and hear top consultants share their thoughts on what investors are doing, which asset classes are in demand and how to get (and keep) your products on the radar. There's no formality – just you and your fellow marketers discussing manager search activity, organizational updates, new trends in the consulting industry, how best to communicate with these influential consultants and more. You'll gain great insights from a wide array of top consulting firms and begin the process of building relationships with these key people in an intimate and interactive setting. Don't miss this opportunity for you and your peers to have a direct dialogue with consultants on the key topics and issues confronting marketing professionals today.

**Moderator: Joyce Hum, CFA**

Vice President, Consultant Relations, *Guardian Capital LP*

**Speakers: Ryan Anderson**

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

**Sofia Assaf, CFA, FRM**

Director of Client Consulting – Canada, *Mercer*

**Zaheed Jiwani, CFA**

Senior Consultant, *Eckler Ltd.*

**Gord Lewis**

Senior Vice President, *Proteus*

**Scott MacDonald**

Senior Investment Consultant, *Willis Towers Watson*

**Bill MacLean**

Partner, *Aon Hewitt*

**Janet Rabovsky**

Partner, *Ellement*

**Dianne Tamburro, CFA**

Vice President, *Accompass*

**Ruo Tan, CFA**

President, *Segal Rogerscasey Canada*

**Marcus Turner**

Investment Principal, *Morneau Shepell*

## Schedule of Events | Thursday, January 19 continued...



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12:30 pm – 1:30 pm	<b>Networking Lunch</b>	<i>Ontario/Niagara Room</i>
1:30 pm – 2:15 pm	<b>Canadian Institutional Market Trends Update with Greenwich Associates</b>	<i>Ballroom B</i>
	<p>Greenwich Associates, a research-based consulting firm providing competitive insights to asset managers, will provide us with an update on the key trends in the Canadian institutional marketplace based on their extensive research with the largest tax-exempt funds in the country. Gain insight into issues affecting plan sponsors today and learn which investment strategies are expected to experience allocations in the future so that you can better focus your product development and marketing efforts.</p>	
	<p><b>Moderator:</b> <b>Kimberley Woolverton, CFA</b> Senior Business Development Manager, <i>Aberdeen Asset Management Inc.</i></p>	
	<p><b>Speaker:</b> <b>Davis Walmsley</b> Principal, <i>Greenwich Associates</i></p>	
2:15 pm – 3:15 pm	<b>Targeting Ultra High Net Worth Investors and Family Offices</b>	<i>Ballroom B</i>
	<p>Canada has a very large and growing market of Ultra High Net Worth Investors. The Canadian Banks have redirected their efforts to enhancing their service offering and people with the skill sets to manage, grow and sustain multi-generational wealth. Many boutique firms are springing up to fill a void in the Canadian marketplace as well. As an Investment Management Sales Executive, how do you tap this growing market in an effective way? This session will address the scope of the market in Canada, the key players, how to prospect in this environment and what the product demand is for this space.</p> <p>The speakers for the session come from a wide variety of backgrounds and they have all been very successful focusing on this market in Canada.</p>	
	<p><b>Moderator:</b> <b>Angela Vidakovich, CIM</b> Director, Marketing &amp; Client Service, <i>Brookfield Investment Management</i></p>	
	<p><b>Speakers:</b> <b>Susanne Alexandor</b> Vice President, Client Portfolio Manager, <i>Cougar Global Investments</i></p> <p><b>Karen Azlen</b> Chief Executive Officer, <i>Introduction Capital</i></p> <p><b>David D. Kilburn</b> National Director, <i>CIBC Private Investment Counsel</i></p> <p><b>Tom McCullough</b> Chief Executive Officer, <i>Northwood Family Office</i></p>	

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## Schedule of Events | Thursday, January 19 continued...

3:15 pm – 3:35 pm **Refreshment Break with Sponsors & Exhibitors** *Ballroom A*

Sponsored by:



3:35 pm – 4:35 pm **Allocator Panel** *Ballroom B*

The theme for the 24th Annual AIMSE Canadian conference is Embrace Change. This prominent plan sponsor panel will address and debate a range of issues confronting Canadian pension plans and their beneficiaries, including: pension regulation changes, funding concerns and strategies to address them, the success/failure of OCIO models and the changing role of consultants, and today's investment landscape together with the solutions that are in demand. The panel will offer insights, direction and take questions from session attendees.

**Moderator:** **Jay Wiltshire, CFA**

Vice President, Institutional Relationships, *Greystone Managed Investments Inc.*

**Speakers:** **Derek Dobson**

Chief Executive Officer & Plan Manager, *CAAT Pension Plan*

**Wes Peters, CFA**

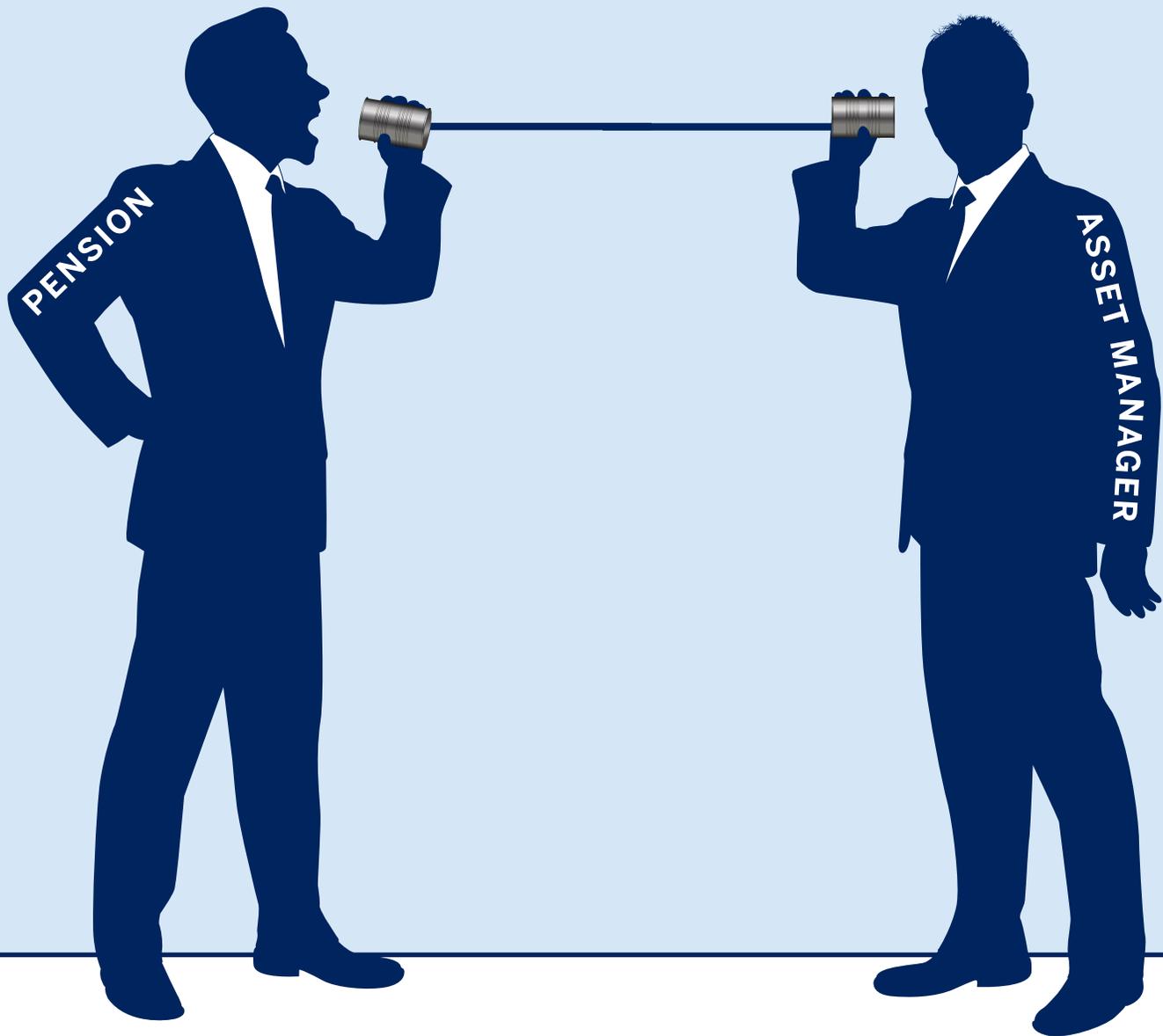
Vice President, Investments, *The Wawanesa Mutual Insurance Company*

**John Poos**

Group Head, Pensions & Benefits, *George Weston Limited*

4:35 pm **Conference Concludes**

VISIT OUR BOOTH TO SEE THE LATEST RFPS, TENDERS AND MANDATES.



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# Speaker Biographies

KEYNOTE SPEAKER



## Christopher Kai

Christopher Kai is an entrepreneur, international speaker, homeless youth pioneer, and an Amazon #1 bestselling author who has given over 1,000 presentations

to a global audience from 30 countries. He has spoken to Fortune 500 companies like American Express and New York Life, coached 16 startups for a U.S. Consulate of Jerusalem program and audiences from firms like: Fidelity Investments, Morgan Stanley, Charles Schwab, UBS, Goldman Sachs, Citi Private Banking, and Wells Fargo Wealth Management. His core message is that if you want to build a successful business or career you have to understand the art and science of successful relationship building. He has been featured on Inc.com, ABC News, Buzz Feed, thestreet.com, Fast Company, Uproxx.com, and the Huffington Post. He just published his third book, *Big Game Hunting: Networking with Billionaires, Executives and Celebrities*. Inc. Magazine has referred to him as “the billionaire networker.”



## Susanne Alexandor

Vice President,  
Client Portfolio Manager  
*Cougar Global Investments*

Susanne is a senior member of the Investment Team at Cougar Global investments, one of North America’s leading ETF Strategists. She also oversees the firm’s client relationships. Cougar Global is a downside risk manager utilizing a macroeconomic approach to build globally diversified multi-asset portfolios of ETFs. Susanne brings over 25 years of global investment management experience covering a range of asset classes, including 10 years as a global fixed income portfolio

manager in Europe. She has worked with both HNW and UHNW private clients, as well as institutional clients as a discretionary portfolio manager in her positions with leading global firms in major financial centers around the world. Susanne is a registered Portfolio Manager with the OSC. She earned a BA in Economics and German from Rutgers University.



## 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.

## Speaker Biographies continued...



### **Sofia Assaf, CFA, FRM**

Director of Client Consulting -  
Canada, *Mercer*

Sofia Assaf is the Director of Client Consulting for Mercer's Investments business in Canada and is based in the Toronto

office. She is a member of the Canadian Investments Leadership Team.

Sofia joined Mercer in 2005 and has over 14 years of industry experience. As a senior consultant within the Investments business, Sofia partners with large institutional clients (in particular, DB pension plan sponsors) on various aspects of the investment advisory services including: investment strategy and policy formulation, strategic asset allocation, investment structure, performance monitoring and evaluation, and investment manager search and selection.

Sofia seeks to maintain marketplace visibility through public speaking engagements and active participation in professional societies. She is also a faculty member in the School of Pension Investment Management, a pension fiduciary education course jointly sponsored by Mercer and the Schulich School of Business.

Prior to joining Mercer, Sofia worked on the trading floor in the Market Analysis & Oversight Group at the Bank of Canada, and has also worked in the Research Department at the Toronto Stock Exchange.

Sofia holds a Bachelor of Commerce honours degree from the University of Toronto. She is also a Chartered Financial Analyst (CFA) and a member of the CFA Institute and the Toronto CFA Society. Sofia has also earned the Financial Risk Manager (FRM) designation and is a member of the Global Association of Risk Professionals (GARP).



### **Karen Azlen**

Founder & Chief Executive  
Officer, *Introduction Capital Inc.*

Starting her career in the alternative investment space in the late nineties, Karen was the head of business development for a London-based long/short

equity fund. In this capacity, Karen travelled throughout Europe and the U.S., building solid long-term relationships with family office investors all over the world. She left the U.K. to join New York-based Asset Alliance, where she worked closely with the founders to establish a marketing and distribution platform for their affiliate hedge fund managers.

Karen returned to Toronto in 2001 and joined Rogers Publishing, where she launched CanHedge Magazine, a publication that was dedicated to promoting and building the Canadian hedge fund industry. During this time, Karen recognized how little exposure Canadian managers had in the international sphere. As a result, in 2004 Karen created Introduction Capital with the vision to bridge the Canadian hedge fund market to global investors. Through Introduction Capital, Karen has had proven success in connecting preeminent managers with qualified offshore and domestic capital. Introduction Capital has evolved as the leading Placement Agent/local dealer for established Global Managers who market their funds to progressive Canadian institutions and family offices. The firm's offerings have blossomed beyond hedge funds attracting a full range of alternative asset managers and private opportunities seeking sophisticated capital. Karen is the creator and visionary behind Introduction Capital's annual Canadian Alternative Investment Forum, an established thought leadership conference which attracts expert speakers and sophisticated investor delegates.



## Speaker Biographies continued...

Karen's interests in relationship dynamics and communication excellence have led her to complete her clinical training in Imago Relationship Theory and she has also received her certification as a professional coach. Karen is dedicated to the empowerment and advancement of women and men and she dedicates personal time and resources to this end.



**Tom Ball**  
Chief Investment Officer  
*The Asper Foundation*

Tom is a seasoned investment manager with 30 years fixed income experience and 18 years Canadian equity experience achieving strong investment results. He has managed funds up to \$6 billion for wealthy individuals, insurance companies and pension funds. In the endowment and foundation universe, Tom acts as an outsourced CIO for a large private foundation. He has lived and worked in Vancouver, Calgary, Regina, Winnipeg and Toronto. Tom graduated from the University of Toronto with an Honours Degree in Commerce and is a CFA.



**Derek Dobson**  
Chief Executive Officer & Plan Manager,  
*CAAT Pension Plan*

Derek is a tireless advocate for shared-risk defined benefit (DB) pension plans and is dedicated to providing pension benefit security to the college sector in Ontario, Canada.

Created at the same time as the Ontario college system in 1967, the CAAT Pension Plan assumed its current jointly

sponsored governance structure in 1995. The CAAT Plan is a modern DB pension plan with equal cost sharing. Decisions about benefits, contributions, and investment risk are also shared equally by members and employers.

The CAAT Plan has assets of \$8.6 billion and serves over 43,000 members from the college system. In its valuation as at January 1, 2016, the CAAT Plan is 110.4% funded on a going-concern basis with a funding reserve of \$1.2 billion. The CAAT Plan's well-diversified investment portfolio has earned a 5-year average annual rate of return of 9.6%, net of investment management fees.

During the past few years, the CAAT Plan has been in discussions with DB, defined contribution (DC) and hybrid single employer pension plans in Ontario's broader public sector interested in joining with the CAAT Plan. The Royal Ontario Museum (ROM) pension plan recently merged with the CAAT Plan. Such mergers would benefit all stakeholders concerned by creating predictable costs and more secure benefits at a lower risk.

The CAAT Plan is securing benefits by employing prudent and realistic actuarial assumptions, and is guided by a balanced funding policy.

Derek joined the CAAT Plan as CEO & Plan Manager in 2009 and has used his more than 20 years of pension experience to build an organization that is today fully funded and recognized for its good governance and risk management practices, and solid investment performance.

He has an undergraduate degree in mathematics from the University of Waterloo, and is an Associate of the Society of Actuaries. Derek is Co-Chair of the Canadian Public Pension Leadership Council (CPPLC) and a member on the ACPM (Association of Canadian Pension Management) Board of Directors.

## Speaker Biographies continued...



**Zaheed Jiwani, CFA**  
Senior Consultant, *Eckler Ltd.*

Zaheed is a Senior Consultant in Eckler's DC consulting practice. With almost 20 years in the institutional investment industry, Zaheed is able to provide a unique perspective drawing on his experience in consulting, asset management and record keeping. Prior to joining Eckler, Zaheed lead the Defined Contribution business at an asset management firm, where he helped design and build a target date fund suite. Prior to that, Zaheed lead the DC consulting practice at another consulting firm where he consulted to DC and DB clients.

Zaheed works with clients in a variety of areas, ranging from governance, to investments, to record keeper selection and plan design. Zaheed regularly contributes to the industry through conference speaking engagements, authoring articles and sitting on the Benefits Canada Advisory Board.

Zaheed graduated the University of Toronto with a Bachelor of Science degree with a Specialist in Actuarial Science and holds the Chartered Financial Analyst designation (2001).



**David Kilburn, CFA**  
National Director  
*CIBC Private Investment Counsel*

David Kilburn is the National Director of CIBC Private Investment Counsel (CPIC), a division within CIBC Private Wealth Management. David has over 20 years of

experience in the financial services industry, with a focus on private wealth management.

Before joining CIBC in 2012, David was Senior Vice President, MFS McLean Budden and led the Private Wealth group. David also spent over 12 years at National Bank Financial where he managed both client relationships and a discretionary investment platform in Montreal before moving to Toronto.

In his current role, David manages the needs of a select number of not-for-profit entities and high net worth families. David also represents the CPIC offer within the CIBC Private Wealth Management leadership team.

David has a Bachelor of Arts degree from Bishop's University and holds the Chartered Financial Analyst designation. Active in both the industry and the community, David is Vice-Chair of the Board of the Tafelmusik Baroque Orchestra and a director of the Portfolio Management Association of Canada.



**Eugene Lee, CFA**  
Vice President, Investments  
*Vancouver Foundation*

Eugene Lee is the Vice President of Investments and newest member of the executive team at Vancouver Foundation – one of Canada's largest community foundations which has granted in excess of \$1 billion since its inception in 1943.

Eugene has 20 years of investment experience working with pensions, endowments, foundations and First Nations settlement trusts.

## Speaker Biographies continued...

Eugene started his career at SEI Investments in the late 1990's and spent 14 years at RBC Investor and Treasury Services in the area of risk and investment analytics. Prior to joining Vancouver Foundation, Eugene was an Investment Consultant at PBI Actuarial Consultants working closely with various plan sponsors in developing investment policies and governance guidelines as well as manager research, performance monitoring and strategic asset mix analysis.

Eugene received his Chartered Financial Analyst (CFA) designation in 2002 and is a graduate from the University of British Columbia Sauder School of Business.



**Gord Lewis**  
Senior Vice President  
*Proteus*

Gord joined Proteus in 1997 bringing his professionalism and business experience to the Canadian pension plan sponsor community. In his role, he helps deliver Pension Governance, Investment Consulting, Performance Measurement, and Investment Manager Research and Search. He was appointed Vice President in 2001, became a shareholder in Proteus in 2006 and Senior Vice President in 2015.

Gord has been published in major Canadian and international pension and investment publications, spoken as a subject matter expert on numerous occasions at industry conferences, sits on the Plans & Trusts Advisory Panel and the Investment Committee for Southlake Regional Healthcare Foundation.

A graduate of the University of Western Ontario in 1987 with a Bachelors degree, Gord continued his studies at Queen's University to receive an MBA in 1991.



**Scott MacDonald**  
Senior Investment Consultant  
*Willis Towers Watson*

Scott has over 25 years of financial industry experience, most recently as Managing Director, Pensions at RBC Investor & Treasury Services. He is responsible for consulting to DB and DC pension fund clients in all aspects of their investments including governance structure, investment objectives and policy development, asset allocation strategy, manager structure, manager selection and performance monitoring and delegated investment solutions. Scott is a regular speaker and media commentator on trends in the pension industry in Canada and globally. Scott also has experience working in a variety of senior sales, marketing, and relationship management roles at American Express, CIBC Wood Gundy, and the Toronto Stock Exchange.

Scott holds a Masters of Business Administration from the Richard Ivey School of Business at University of Western Ontario, where he graduated with distinction as an Ivey Scholar for outstanding academic achievement, and a Bachelor of Business Administration (Honours) from Wilfrid Laurier University. He also completed the Canadian Securities Course; Partners, Directors and Officers exam; and Personal Financial Planning course from the Canadian Securities Institute. Scott is also currently Chair of the Frontier College Foundation.



**Bill MacLean**  
Partner, *Aon Hewitt*

Position and Responsibilities: Bill is a Partner in Aon Hewitt's Toronto office. His responsibilities include providing advice to institutional clients with respect to their investment, endowment and retirement Funds.

## Speaker Biographies continued...

Areas of Specialization: Bill specializes in the development of investment policies, asset allocation modeling, asset / liability studies, manager review, searches and selection, performance measurement, analysis and attribution, plan governance and trustee /custodian search and selection. He is well regarded by his clients and has an excellent client service reputation.

Background: Bill has more than 35 years of investment experience including senior management positions with a variety of high profile firms. He has held senior executive and portfolio manager positions with Confed Investment Counseling Limited and IBM Canada. He was also the President and CEO of Nikko Securities of Canada Limited. Bill holds a Bachelor of Arts Degree (Economics / History) from the University of Western Ontario. Bill has had a number of articles published. These include: Benefits Canada 2003 "The Ins and Outs of Income Trusts," Canada Treasurer 2004 "Assessing Alternative Assets," and White Paper Aon Hewitt 2015 " ACWI vs. MSCI World."

He presents regularly on investment related subjects including the following: IQPC Pension Investment and Governance Conference 2003 "Asset Allocation and Risk on Your Pension Plan," International Foundation 2004 – Ottawa Legislative Update "Income Trusts – Pros and Cons," Federated Press 2005 "Developing and Managing A Liability – Based Approach to Asset Allocation," Canadian Investment Institute 2007 "Investment Fundamentals on Alternative Investments," International Foundation 2008 "Currency Hedging - Cost or Benefits?," Canadian University of Business Officers 2009 "Risk Management," and Family Office & Endowment Investment Forum 2015 "Asset Allocation"

Bill is a Fellow of the Canadian Securities Institute (FCSI) and a Certified Investment Management Analyst (CIMA). He has also completed the following: Canadian Securities Course, RR Exam, Canadian Options Exam, Canadian Futures Exam, and Investment Dealers Association Partners and Directors Course.



**Tom McCullough**  
Chairman & Chief  
Executive Officer  
*Northwood Family Office*

Tom McCullough is Chairman and CEO of Northwood Family Office. He has spent over 30

years in the wealth management/ family office field, initially in senior executive roles with RBC Wealth Management. The combination of this background, along with his own family's desire for a truly 'comprehensive, customized and confidential' service, led him on a search for a multifamily office. While multi-family offices are well developed in the U.S. and growing rapidly as wealthy families seek out objective advice and boutique-style service, they were virtually nonexistent in Canada.

In 2003, this led Tom to start Northwood Family Office with partner Scott Hayman. Northwood Family Office has quickly become one of the leaders in its field and has consistently been recognized as the '#1 independent family office in Canada' by *Euromoney* in its global private banking survey.

Tom is a frequent speaker on issues relevant to families of wealth and is the co-author of *Family Wealth Management: 7 Imperatives for Successful Investing in the New World Order*. He is an Adjunct Professor at the University of Toronto's Rotman School of Management MBA program where he teaches 'The Management of Private Wealth' and is a faculty member in Rotman's Family Wealth Management program for families of wealth. He is an Entrepreneur-in-Residence at Western University's Ivey School of Business and a member of the Editorial Board of the *Journal of Wealth Management*. He is also a Fellow of the Family Firm Institute (FFI) and holds an Advanced Certificate in Family Business Advising from FFI.

## Speaker Biographies continued...

Tom holds an MBA from the Schulich School of Business at York University, as well as the CIM (Chartered Investment Manager) and CIWM (Certified International Wealth Manager) designations, and is a registered Portfolio Manager. He is married, has two adult children and is actively involved in a wide range of philanthropic and community activities, most notably education and poverty alleviation in the developing world.

### **Bruce Myers, CFA**

Head, C/A Capital Management  
*Cambridge Associates LLC*



### **Wes Peters, CFA**

Vice President, Investments  
*The Wawanesa Mutual Insurance Company*

Wes is Vice President, Investments for The Wawanesa Mutual Insurance Company

where he is responsible for the investment of insurance company assets and employee pension assets of approximately \$8 billion under an investment structure that includes in-house management (fixed income), external management (equity), and an outsourced CIO solution.

Wes is also chair of The Calgary Foundation Investment Committee, a community foundation with an \$800 million portfolio of stocks, bonds, and alternative investments.

Wes' experience includes managing one of Canada's largest private sector pension funds, managing a provincial Teachers' pension fund, two decades of investment consulting experience, several years as an investment counselor for an outsourced CIO firm, and as a regulator (Superintendent of Pensions). His experience includes investment in real estate, hedge funds, and infrastructure funds.

Wes is a CFA charterholder and past president of the Calgary CFA Society.



### **John Poos**

Group Head,  
Pensions & Benefits  
*George Weston Limited*

John is Group Head, Pensions and Benefits for George Weston Limited and Loblaw Companies Limited, which is also the parent company of Shopper's Drug Mart. He was formerly Executive Director of OMERS Sponsors Corporation and prior to joining OMERS, John was Director, Global Pensions at Nortel Networks. John majored in economics at York University and has a Law Degree from Queen's University. He was called to the bar in 1984. He is also a member of the Subcommittee on Investment Performance (SCIP) for York University, and sits on the editorial board of Benefits and Pensions Monitor.



### **Janet Rabovsky**

Partner, *Ellement*

Janet joined Ellement Consulting Group as a Partner in March 2016. Previously, Janet held the position of Director at Willis Towers Watson from 2001 to 2016 where she provided investment consulting advice for pension funds, endowments and foundations. In addition to consulting, Janet was also a part of the global private equity, real asset and infrastructure research teams. Prior to joining Willis Towers Watson, Janet worked for the mutual fund company of a major chartered bank in Toronto where she was responsible for the development of a number of funds and portfolios, as well as spent 3 years at a semi government organization

## Speaker Biographies continued...

in Melbourne, Victoria where she was responsible for a \$2 billion global equity portfolio. Janet spent 5 years in various finance, accounting and pension roles post graduation. Janet has a B.A. in English from the University of Toronto and an MBA from the Schulich School of Business at York University.



**Dianne Tamburro, CFA**  
Vice President  
*Accompass*

Dianne joined Accompass in 2012 and has almost 20 years of experience in the pension investment consulting field.

Over her career at two multi-national consulting firms and a large Canadian insurance company, she has conducted investment manager research and analysis and provided a wide array of consulting services, including plan design analysis, performance monitoring, asset mix strategy, record keeper and investment manager selection, and CAP governance oversight. Dianne has a Bachelor of Science with majors in Actuarial Science and Economics from the University of Toronto and obtained the Chartered Financial Analyst designation in 2003. She is a subject matter expert on CAP related topics and has been interviewed by industry publications such as Benefits Canada and Benefits and Pensions Monitor.



**Ruo Tan, CFA**  
President  
*Segal Rogerscasey Canada*

Ruo Tan is responsible for investment consulting, portfolio management, investment research, investment product design and client advisory at Segal Rogerscasey Canada in Toronto.

During the last two decades, Mr. Tan has developed advanced knowledge and he has worked with a diverse clientele including public pension plans, corporate pension plans, endowments/foundations, private counsel operations, and wealth management programs for major financial institutions.

Mr. Tan held executive position at TD Wealth Management and CIBC Wealth Management. Prior to 2002, he held a management position at Merrill Lynch Investment Managers and SEI Investments where he was responsible for investment research, consulting, relationship and operational management.

Mr. Tan holds a Ph.D. in Operations Research from the University of Waterloo and an MBA from the MGD School of Business, McMaster University. He is a Chartered Financial Analyst and a registered Portfolio Manager across Canada. He was a registered Commodity Trading Manager with OSC and a representative with FINRA of United States (Series 7). He was the Chief Compliance Officer of CIBC Asset Management.



**Marcus Turner, CFA, FRM**  
Principal Consultant  
*Morneau Shepell*

Marcus Turner is Senior Advisor at MS ARM and Principal Consultant. He has over 20 years of investment consulting experience and consults on a wide variety of issues including asset allocation strategy, manager structure issues such as currency management, the use of alternative investments and building the right combination of managers. He works with a variety of clients ranging from \$100 million in assets to over \$2 billion.

Prior to joining his previous employer, Marcus worked for more than 12 years in the Financial Risk and Capital



## Speaker Biographies continued...

Markets group of a large financial institution. Among other accomplishments, as Director of Investment Research he was responsible for building and running the institution's proprietary trading desk and managed a group of professionals charged with developing alternative investment strategies.

Marcus specializes in alternative asset class research and has responsibility for assessing currency, infrastructure and private equity managers as well as trends and developments in these asset opportunities. A frequent industry speaker, he has spoken on the role of infrastructure in pension portfolios and how to assess managers in this rapidly evolving space. Most recently he spoke to the CPBI on the impact of the managing extreme risks in a portfolio.

Marcus graduated from the University of Toronto majoring in Economics and Actuarial Science. He is a CFA Charterholder and a member of the Global Association of Risk Professionals. Marcus is currently the Programming Chair of the Toronto CFA Board and was formerly Chair of the CFA Portfolio Management Committee.



**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.

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**Kimberley Woolverton, CFA**  
Senior Business  
Development Manager  
*Aberdeen Asset  
Management Inc.*

Kimberley Woolverton joined Aberdeen Asset Management in 2009 and is responsible for business development and client servicing for Aberdeen's Canadian clients. Prior to joining Aberdeen, Kim spent almost 5 years at Burgundy Asset Management where she was responsible for business development and client servicing. She also spent over 3 years with Merrill Lynch in Denver, Colorado as a Special Services Financial Planner, prior to returning to Toronto. Kimberley earned her BSc (Distinction) degree from McGill University, completed her Canadian Securities Course (Honours) in 1995 and became a CFA® Charterholder in 2004. She has also completed numerous Executive Education programs including those through the Harvard Kennedy School, the Rotman School of Management and Columbia Business School. She is a member of the CFA® Institute and is currently President of the Association for Investment Management Sales Executives (AIMSE) Canada and serves on the US Board of Directors of AIMSE.



**Marija Finney**

Marija is a seasoned investment professional with over 30 years' experience in the financial services industry. She began her career at the Toronto Stock Exchange before moving to the asset management business, when she joined Wells Fargo Nikko Investment Advisors, the predecessor

to Barclays Global Investors. Marija then spent the next several decades building a successful track record as a well respected sales and client service professional working not only for BGI, but also for several other firms including Franklin Templeton Institutional and TD Asset Management. In 2010 she joined BMO Global Asset Management and spent the next 6.5 years as a member of the firm's senior leadership group, responsible for building a sales and service team and for developing and implementing a strategy to expand their presence with institutional investors across Canada.

Marija volunteers her time as an Ambassador for WCM's Women in Leadership and is a member of AIMSE's Canadian board of directors. She graduated from Queen's University with a Bachelor of Arts degree.



**Joyce Hum, CFA**  
Vice President,  
Consultant Relations  
*Guardian Capital LP*

Joyce joined Guardian Capital LP in 2010 to establish and actively service relationships with consulting firms within the North American consulting community. She started her career in consulting at Towers Perrin in the asset consulting practice assisting clients with their pension, endowment and foundation investment needs. Prior to joining Guardian, Joyce was Vice President, Consultant Relations with State Street Global Advisors. Joyce graduated from The University of Toronto in 1990 with a Bachelor of Commerce, has her MBA from York University, Schulich School of Business (1994), and her CFA designation (1999). Joyce is also an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE) and a member of the CFA Institute.

## AIMSE Canada Board Members continued...



**Brad Haughey, CFA**  
Vice President, Marketing & Client Services, *Sprucegrove Investment Management Ltd.*

Brad is a Vice President, Marketing & Client Services with Sprucegrove Investment Management, where he has marketing and client service responsibilities for clients, consultants and prospects across both the United States and Canada. Brad has 17 years of investment industry experience.

Prior to Sprucegrove, he was most recently a Vice President and Product Specialist, Canadian Equities, with Greystone Managed Investments. Before that, he was a Vice President with McLean Budden, working as a product specialist covering international equities. Preceding this, he worked at SEI Investments in performance measurement and portfolio analytics.

In addition to his CFA Charter, Brad holds a B.A. (Economics) from Queen's University, and a B. Comm. (Honours) from the University of Windsor.

select regions and constituencies in both the United States and Canada. Robin has 13 years of industry experience and joined AGF from its subsidiary firm, Highstreet Asset Management.

Robin began his investment career at Manulife Financial as Manager, Investment Management Services. In this role, he conducted investment research and analysis related to the selection and monitoring of investment managers. Robin also served as a senior member of Manulife's Group Retirement Solutions team, where he designed and delivered investment solutions to institutional clients and their advisors. Subsequent to Manulife, Robin joined Hewitt Associates as an Investment Consultant on the Canadian team providing guidance to clients with their investment strategies. Robin's clients included pensions, foundations, endowments and insurance companies.

Robin is a CFA Charterholder, and is a member of both the Toronto CFA Society and CFA Institute. Robin is also a member of the Association of Investment Sales Executives (AIMSE), and serves on the investment committee for the Kitchener-Waterloo Community Foundation (KWCF).



**Robin Stanton, CFA**  
Vice President  
*AGF Investments*

Robin is Vice President, Investments for AGF Investments Inc. In this role, Robin works closely with AGF and subsidiary investment teams to ensure that their respective investment philosophies, processes, positioning and results are effectively communicated to current and prospective clients and consultants. Robin is also actively involved in consultant relations and business development for AGF Investments, covering



**Angela Vidakovich, CIM**  
Director, Marketing & Client Service, *Brookfield Investment Management*

Ms. Vidakovich is responsible for marketing and client service for the Canadian institutional investment market. She has over 22 years of experience in the institutional market in Canada covering investment management, back-office investment services and commercial real estate. Ms. Vidakovich has a Bachelor



## AIMSE Canada Board Members continued...

of Arts degree in Commerce and Economics from the University of Toronto and she holds the Canadian Investment Manager designation (CIM).



### **Jay Wiltshire, CFA**

Vice President, Business Development, *Greystone Managed Investments Inc.* Before joining Greystone, Jay was Vice-President, Business Development with State Street Global Advisors; here

his main focus was developing, communicating and executing a customized strategic sales plan to drive direct sales of investment management solutions and

services. Previously, he worked for Capital Guardian Trust Company, as Vice-President and Relationship Manager, where he was responsible for developing sophisticated institutional client relationships in Canada. Jay also worked as Vice-President, Institutional Investment Services at Franklin Templeton Institutional and as an Investment Consultant at Mercer Investment Consultants.

Jay's professional credentials include a Bachelor of Commerce, at the University of Toronto, and a CFA charterholder.

Jay is a Member of the Canadian Pension and Benefit Institute, the Association of Canadian Pension Managers and the Toronto CFA Society. He is based in Greystone's Toronto office.

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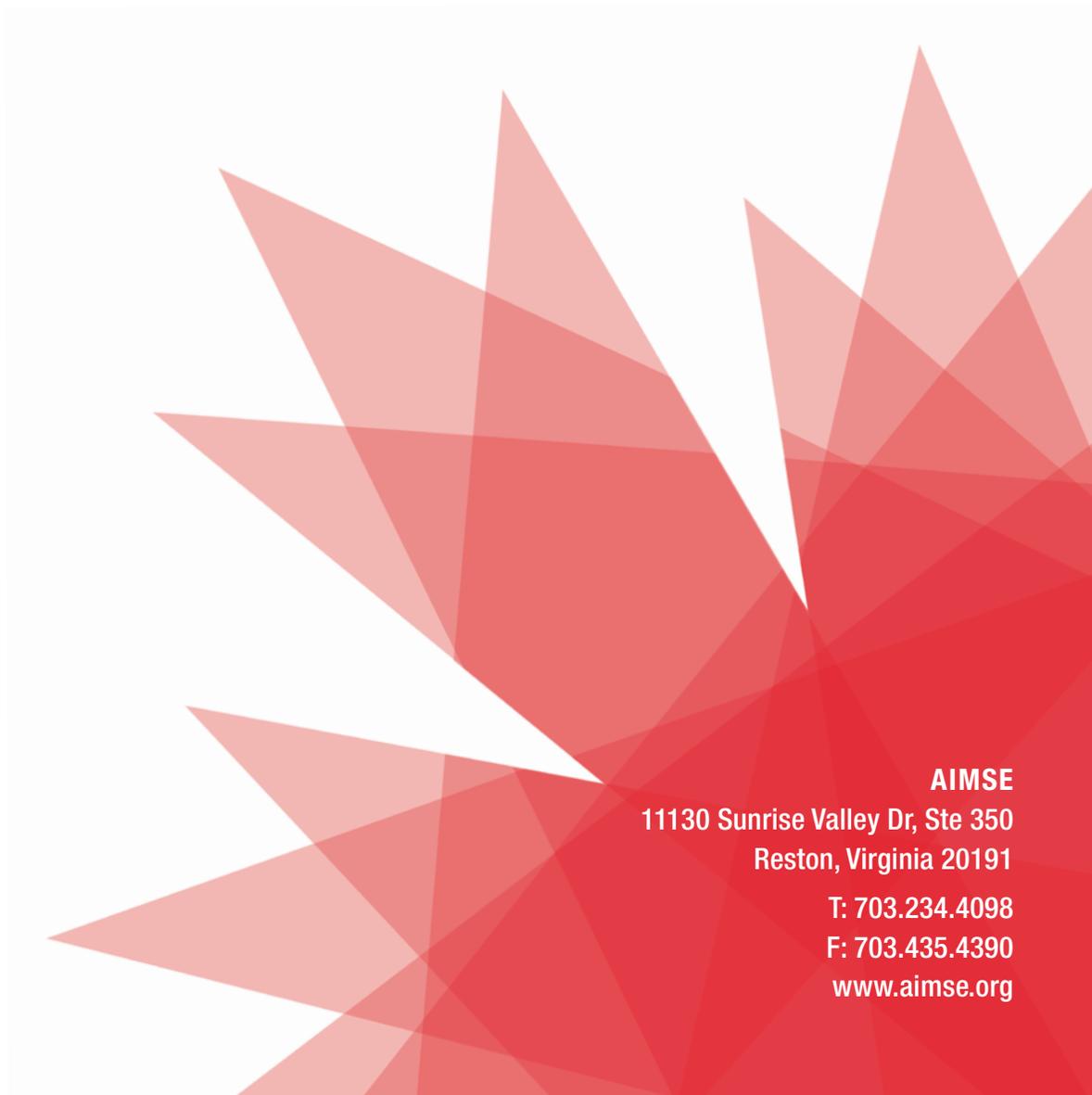
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