



# THE POWER OF PURPOSE CUTTING THROUGH THE NOISE



## PROGRAM

AIMSE 2019 Fall Conference  
October 16-17, 2019  
The Westin New York at Times Square  
New York, New York





## TABLE OF CONTENTS

- 4** Schedule at a Glance
- 6** Extended Schedule
- 14** Biographies
- 36** Sponsors
- 37** Exhibitors
- 39** Save the Dates



AIMSE 2019 Fall Conference  
October 16-17, 2019  
The Westin New York at Times Square  
New York, New York



## SCHEDULE AT A GLANCE

Wednesday, October 16, 2019	
<b>12:00 – 6:00 pm</b> <i>Broadway Foyer, 3rd Floor</i>	<b>REGISTRATION</b>
<b>1:15 – 1:30 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>WELCOME REMARKS</b>
<b>1:30 – 2:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>STATE OF CONSULTANTS/CONSULTANTS DO'S &amp; DON'TS</b>
<b>2:20 – 3:10 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>BUILDING A SUCCESSFUL SUB-ADVISORY RELATIONSHIP</b>
<b>3:15 – 4:00 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>THE ALTERNATIVE INVESTMENT LANDSCAPE – A PRACTITIONER'S PERSPECTIVE</b>
<b>4:00 – 4:30 pm</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>NETWORKING BREAK WITH EXHIBITORS</b>
<b>4:30 – 5:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>THE FUTURE OF INVESTMENT MANAGEMENT</b>
<b>5:20 – 6:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>CIO PANEL: MANAGING PORTFOLIOS IN A "LATE-CYCLE ECONOMY"</b>
<b>6:15 – 7:00 pm</b> <i>Broadway Foyer, 3rd Floor</i>	<b>RECEPTION</b>
<b>7:00 – 8:30 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>DINNER PRESENTATION: LINKEDIN 101: CONNECTIONS AND CONVERSATIONS</b>

## Thursday, October 17, 2019

<b>7:30 – 5:30 pm</b> <i>Broadway Foyer, 3rd Floor</i>	<b>REGISTRATION</b>
<b>7:30 – 8:00 am</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>NETWORKING BREAKFAST WITH EXHIBITORS</b>
<b>8:00 – 8:10 am</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>WELCOME REMARKS</b>
<b>8:15 – 9:10 am</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>BETTER OUTCOMES FOR DC PARTICIPANTS IN A LOW RETURN ENVIRONMENT: IT'S NOT JUST ABOUT INVESTMENTS</b>
<b>9:15 – 10:15 am</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>KEYNOTE SPEAKER AMYK – THE POWER OF PROFITABLE CONVERSATIONS</b>
<b>10:15 – 10:30 am</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>NETWORKING BREAK WITH EXHIBITORS</b>
<b>10:30 – 11:15 am</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>INSTITUTIONALIZATION OF WEALTH MANAGEMENT: RIAS/FAMILY OFFICES</b>
<b>11:20 am – 12:10 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>ESG AND IMPACT INVESTING: GROWING BEYOND THE G</b>
<b>12:15 – 1:15 pm</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>LUNCHEON SPEAKER SEEMA HINGORANI – THE POWER OF PURPOSE – DIVERSITY IN INVESTMENT MANAGEMENT AND TOIGO SCHOLARSHIP PRESENTATION</b>
<b>1:30 – 2:20 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>DIVERSITY – WOMEN IN PORTFOLIO MANAGEMENT</b>
<b>2:25 – 3:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>HEDGE FUNDS: ARE THEY DEAD?</b>
<b>3:15 – 3:45 pm</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>NETWORKING BREAK WITH EXHIBITORS</b>
<b>3:45 – 5:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>CONSULTANT ROUNDTABLES</b>
<b>5:15 – 5:25 pm</b> <i>Broadway Ballroom, 3rd Floor</i>	<b>CONCLUDING REMARKS</b>
<b>5:30 – 7:00 pm</b> <i>Gershwin Ballroom, 4th Floor</i>	<b>RECEPTION</b>



# EXTENDED SCHEDULE

WEDNESDAY, OCTOBER 16, 2019	
<p><b>12:00 – 6:00 pm</b> <i>Broadway Foyer, 3rd Floor</i></p>	<p><b>REGISTRATION</b></p>
<p><b>1:15 – 1:30 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>WELCOME REMARKS</b></p> <p><b>Conference Co-Chairs:</b>  <a href="#">Tasleem Jamal, MBA, CFA</a>            Vice President, Head of Marketing &amp; Client Services            Sprucegrove Investment Management Ltd.</p> <p><a href="#">Derek Tubbs</a>            Associate Portfolio Manager and Vice President, Institutional Development            CornerCap Investment Counsel</p> <p><b>AIMSE President:</b>  <a href="#">Michael R. Gillis</a>            Vice President &amp; Director, Institutional Relationships            TD Greystone Asset Management</p>
<p><b>1:30 – 2:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>STATE OF CONSULTANTS/CONSULTANT DO'S AND DON'TS</b></p> <p><b>Moderator:</b>  <a href="#">Greg Bauer, CFA, CAIA</a>            Director, Institutional Services            Parametric Portfolio Associates</p> <p><b>Speakers:</b>  <a href="#">Sara Hakim</a>            Senior Vice President            Fund Sponsor Consulting            Callan, LLC</p> <p><a href="#">Keith Reynolds</a>            Vice President &amp; Senior Consultant            Segal Marco Advisors</p> <p><a href="#">Anne Westreich, CFA</a>            Managing Director, Senior Consultant            Verus</p>
<p><b>2:20 – 3:10 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>BUILDING A SUCCESSFUL SUB-ADVISORY RELATIONSHIP</b></p> <p>The purpose of this session is to understand the role of a sub-advisor and how each institution looks to partner with a manager. During this session we will look to cover:</p> <ul style="list-style-type: none"> <li>• How can managers look to differentiate themselves versus peers when speaking with manager research and due diligence teams</li> <li>• Current industry trends and what our speakers anticipate being topics of conversation in the years going forward.</li> <li>• The emergence of ETFs, ESG and alternatives in the sub-advisory market and the impact on the asset allocation decisions.</li> <li>• Single manager versus multimanager options and the type of fund structure most commonly used.</li> <li>• Touch on regulatory, compliance and legal issues that our speakers are facing.</li> </ul> <p><b>Moderator:</b>  <a href="#">Adam Gerentine</a>            Managing Director            Trinity Street Asset Management</p> <p><b>Speakers:</b>  <a href="#">Sandra M. Ackermann-Schaufler, CFA</a>            Former Head of International and Emerging Markets, Sr. Portfolio Manager            SEI Investments</p> <p><a href="#">Mary Ruth, CFA, FRM, CAIA</a>            Managing Director of Manager Research            Appomattox Advisory</p> <p><a href="#">Chris Vella, CFA</a>            Chief Investment Officer, Multi-Manager Solutions            Northern Trust</p>

<p><b>3:15 – 4:00 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>THE ALTERNATIVE INVESTMENT LANDSCAPE—A PRACTITIONER’S PERSPECTIVE</b></p> <p>Institutional alternatives investing continues to evolve and grow. In this session we turn the tables and have an allocator interview the consultants to uncover current trends, areas expected to grow in prominence via consultant recommendations and where the broad alternative investment industry is headed. We will hear consulting industry leaders in alternative investments share their views on the various specific alternative areas, how active they have been in making recommendations, and which strategies are appealing and why? Please join us for an interactive session with a panel of leading alternatives practitioners.</p> <p><b>Moderators:</b>  <a href="#">Kenneth Beitler, CFA</a>  Director of Investments  The New York Community Trust</p> <p><a href="#">Gus Catsavis, CFA</a>  Managing Director  Pinnacle Asset Management L.P.</p> <p><b>Speakers:</b>  <a href="#">W. Brian Dana, CAIA</a>  Principal, Director of Marketable Alternatives  Meketa Investment Group</p> <p><a href="#">Benjamin Patzik</a>  Vice President, Head of Portfolio Strategy &amp; Solutions  Segal Marco Advisors</p> <p><a href="#">Jeff Gabrione, CFA</a>  Independent Consultant  Self-Employed</p>
<p><b>4:00 – 4:30 pm</b> <i>Gershwin Ballroom, 4th Floor</i></p>	<p><b>NETWORKING BREAK WITH EXHIBITORS</b></p>
<p><b>4:30 – 5:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>THE FUTURE OF INVESTMENT MANAGEMENT</b></p> <p>Expert panelists will share their views on the current state of the asset management industry and what the future may hold, including evolutions in product development, the use of technology and artificial intelligence, investment management firm consolidation, new means of distribution and more.</p> <p><b>Moderator:</b>  <a href="#">Erik Hall</a>  Executive Director  GCM Grosvenor</p> <p><b>Speakers:</b>  <a href="#">Brad Mook</a>  Managing Director  Rosemont Investment Group, LLC</p> <p><a href="#">John Siciliano</a>  Senior Advisor  PwC</p>



<p><b>5:20 – 6:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>CIO PANEL: MANAGING PORTFOLIOS IN A “LATE-CYCLE ECONOMY”</b></p> <p>You won't want to miss this panel of CIO's as they discuss their current initiatives and investment programs and what they have done to weather the impending storm that most investors believe is coming, or is it?</p> <p>What is keeping these investors up at night? What issues are taking up their time? What are some of the challenges they face? We will take a look at these issues and uncover their appetite for risk, future investment strategies and implementation.</p> <p><b>Moderator:</b> <a href="#">Brian K. Lee</a> Director of Marketing &amp; Client Service, Principal Oberweis Asset Management, Inc.</p> <p><b>Speakers:</b> <a href="#">Jeffrey Heil</a> Chief Investment Officer Doris Duke Charitable Foundation</p> <p><a href="#">James H. Grossman, Jr., CPA, CFA</a> Chief Investment Officer Pennsylvania Public School Employees' Retirement System</p> <p><a href="#">Jonathan D. Hook</a> Chief Investment Officer The Harry and Jeannette Weinberg Foundation</p>
<p><b>6:15 – 7:00 pm</b> <i>Broadway Foyer, 3rd Floor</i></p>	<p><b>RECEPTION</b></p>
<p><b>7:00 – 8:30 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>DINNER PRESENTATION: LINKEDIN 101: CONNECTIONS AND CONVERSATIONS 10 TIPS TO OPTIMIZE YOUR DIGITAL IMPRINT</b></p> <p>With over <b>400 million users</b> and <b>one million new users each week</b>, how can you afford not to utilize this social media marketing strategy? In reality, this social media platform has been compared to professional connecting on steroids.</p> <p><b>Speakers:</b> <a href="#">Patricia Phelan, M.A.</a> Digital Communications Consultant, LinkedIn Networking Advisor</p>
<p><b>THURSDAY, OCTOBER 17, 2019</b></p>	
<p><b>7:30 am – 5:30 pm</b> <i>Broadway Foyer, 3rd Floor</i></p>	<p><b>REGISTRATION</b></p>
<p><b>7:30 – 8:00 am</b> <i>Gershwin Ballroom, 4th Floor</i></p>	<p><b>NETWORKING BREAKFAST WITH EXHIBITORS</b></p>
<p><b>8:00 – 8:10 am</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>WELCOME REMARKS</b></p> <p><b>Conference Co-Chairs:</b> <a href="#">Tasleem Jamal, MBA, CFA</a> Vice President, Head of Marketing &amp; Client Services Sprucegrove Investment Management Ltd.</p> <p><a href="#">Derek Tubbs</a> Associate Portfolio Manager and Vice President, Institutional Development CornerCap Investment Counsel</p>

<p><b>8:15 – 9:10 am</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>BETTER OUTCOMES FOR DC PARTICIPANTS IN A LOW RETURN ENVIRONMENT: IT'S NOT JUST ABOUT INVESTMENTS</b></p> <p>Historically, capital markets have been able to mask the true health and progress for defined contribution participants. The new low return environment has unmasked some of the headwinds participants have faced in achieving a comfortable standard of living in retirement. Our panel of esteemed consultants and plan sponsors will be sharing some of the innovative ideas they've implemented from a governance, investment structure and behavioral perspective to help defined contribution participants achieve better retirement outcomes. Spoiler alert: a successful outcome for DC participants is more than the investment funds available on the menu.</p> <p><b>Moderator:</b> <a href="#">Matt Pawlak</a> Vice President, Consultant Relations Dimensional Fund Advisors</p> <p><b>Speakers:</b> <a href="#">Warren Cormier</a> Founder, Executive Director Boston Research Group and DCIA</p> <p><a href="#">Carl Gagnon</a> Assistant Vice President, Global Financial Wellbeing &amp; Retirement Programs Unum Group</p> <p><a href="#">Charles Malone</a> Director, U.S. Saving Plan Investments Honeywell Capital Management</p> <p><a href="#">Mikaylee O'Connor</a> Senior Consultant, Head of DC Solutions Group, Principal RVK, Inc.</p>
<p><b>9:15 – 10:15 am</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>KEYNOTE SPEAKER AmyK</b></p> <p><b>THE POWER OF PROFITABLE CONVERSATIONS</b></p> <p><b>This program is perfect for:</b> Senior Executives Mid-Tier Managers Emerging Sales Leaders Woolly Mammoth Hunters &amp; Killers Any Organization Seeking More Closed Deals &amp; Greater Profits</p> <p>In this interactive, high-energy program, AmyK introduces The #1 Most Effective Sales Conversation Framework. Incorporating the latest brain research, AmyK's fun and insightful sales strategies will motivate and inspire you and your team to increase the effectiveness of your sales pipeline from lead generation to check received. AmyK shares how to Create Thirsty Customers with Magical Phrases and Brilliant Questions that turn tough conversations into highly profitable ones. AmyK's humor and wisdom will demystify some of the most challenging sales scenarios. Whether a seasoned sales professional or someone brand new to business development – every participant will leave fired up and ready to take action knowing that sales happen one conversation at a time and you control the quality of these conversations.</p>
<p><b>10:15 – 10:30 am</b> <i>Gershwin Ballroom, 4th Floor</i></p>	<p><b>NETWORKING BREAK WITH EXHIBITORS</b></p>



<p><b>10:30 – 11:15 am</b> Broadway Ballroom, 3rd Floor</p>	<p><b>INSTITUTIONALIZATION OF WEALTH MANAGEMENT: RIAs/FAMILY OFFICES</b></p> <p>The institutional asset management business is changing rapidly with the slowing growth of DB, increasing binary nature of wins in the DC and sub-advisory channels, and lower access to consultants due to consolidation. In contrast, wealth management is growing rapidly—and that growth is attracting the investment consulting community and institutional investment talent. Especially for boutique asset managers, family offices are touted as an easier way to grow to institutional scale. So how do you position your firm for success? How are consultant business models evolving to serve financial institutions, RIAs, and family offices? Are there leverage points for managers, e.g., research platforms, databases, conferences? What strategies, vehicles, and distribution support/investor relations do you need?</p> <p><b>Moderator:</b> <a href="#">Meredith Genova</a> Director of Sales and Marketing Nicholas Investment Partners, L.P.</p> <p><b>Speakers:</b> <a href="#">Michael Bapis</a> Managing Director Vios Advisors at Rockefeller Capital Management</p> <p><a href="#">Jason Blackwell, CFA, CAIA</a> Chief Investment Strategist The Colony Group</p> <p><a href="#">Stephanie Birrell Luedke, CFA</a> Head of Private Wealth Management Neuberger Berman</p> <p><a href="#">Amanda Tepper</a> CEO Chestnut Advisory Group</p>
<p><b>11:20 am – 12:10 pm</b> Broadway Ballroom, 3rd Floor</p>	<p><b>ESG AND IMPACT INVESTING: GROWING BEYOND THE G</b></p> <p>Environmental, social and governance investing can mean a multitude of things to different plan sponsors with the meaning varying widely among client types and across the globe. Some clients are in the early education stages where the goal is to understand the impact on their portfolios from a risk, return, and regulatory compliance perspective; while others are implementing initiatives through negative selection criteria and divestment; still others are moving beyond the “G” in governance towards impact investing and sustainability. Our panel will discuss factors that plan sponsors consider when deciding if they will begin an ESG program, trends in asset classes, return expectations, opportunities and challenges related to sustainability-related trends such as low carbon transmission and resource efficiency. We will address current themes such as clean energy access, financial inclusion, and carbon neutrality. Additionally, our consultants will discuss what their firms look for when evaluating managers.</p> <p>Whether you are actively in the market with ESG/SRI/Impact offerings or you are interested in learning about best practices today, the panel has applicability for everyone and is sure to be a lively discussion.</p> <p><b>Moderator:</b> <a href="#">Carolyn Patton, CFA</a> Founder Belrose Advisors LLC</p> <p><b>Speakers:</b> <a href="#">John Farley</a> Responsible Investment Strategy Specialist Calvert Research and Management</p> <p><a href="#">Eric Hsueh</a> Director, Investment Manager Due Diligence Cornerstone Capital Group</p> <p><a href="#">Juan Lois</a> Manager, Impact Investments Wespath Investment Management</p> <p><a href="#">Max Messervy</a> Senior Investment Consultant, Responsible Investment Mercer</p>

<p><b>12:15 – 1:15 pm</b> Gershwin Ballroom, 4th Floor</p>	<p><b>LUNCHEON SPEAKER SEEMA HINGORANI – THE POWER OF PURPOSE – DIVERSITY IN INVESTMENT MANAGEMENT AND TOIGO SCHOLARSHIP PRESENTATION</b></p> <p>The Girls Who Invest nonprofit organization was created in 2015 by Seema Hingorani, former CIO of the NYC municipal pension plan with the goal of increasing the number of women in portfolio management and executive leadership in asset management ... with a target of having 30% of the world's capital invested by women by 2030. At the conclusion of Ms. Hingorani's comments, we will also provide a brief overview of AIMSE's partnership with The Robert Toigo Foundation for scholarships awarded to deserving students.</p> <p><b>Speaker:</b> <a href="#">Seema Hingorani</a> Founder &amp; Chair, Girls Who Invest Founder &amp; CIO, SevenStep Capital, LLC Former CIO, NYC Retirement Systems</p>
<p><b>1:30 – 2:20 pm</b> Broadway Ballroom, 3rd Floor</p>	<p><b>DIVERSITY – WOMEN IN PORTFOLIO MANAGEMENT</b></p> <p>We are all fortunate to work in one of the most challenging and rewarding industries. Historically, our industry has been dominated by men. Approximately 95% of the world's capital is invested by men; women invest only about 5% of the world's capital. Asset owners have historically addressed this issue through niche areas like MWBE-focused mandates, generally lead by public pension plans. Recently, institutional consultants have begun to address this issue in their due diligence of traditional investment firms. This panel will address the role of diversity from the point of view of allocators and consultants who evaluate investment firms and the strategies they manage. The panel will also attempt to explore how the issue of diversity relates to ESG/SRI issues.</p> <p><b>Moderator:</b> <a href="#">Peter Crivelli</a> Senior Vice President, Institutional Sales Carillon Tower Advisors</p> <p><b>Speakers:</b> <a href="#">Robert G. Burke, PhD</a> Global Pension Investment Committee Member Sanofi</p> <p><a href="#">Lauren Cellucci, CIMA</a> Vice President Marquette Associates</p> <p><a href="#">Larissa Davy</a> Senior Research Analyst, Hedge Funds NEPC, LLC</p> <p><a href="#">Julie Moore</a> Principal Rocaton Investment Advisors</p>
<p><b>2:25 – 3:15 pm</b> Broadway Ballroom, 3rd Floor</p>	<p><b>HEDGE FUNDS: ARE THEY DEAD?</b></p> <p>An Update on the Current Landscape for Hedge Funds. The panelists will discuss:</p> <ol style="list-style-type: none"> <li>1) The current environment and investor appetite for hedge funds</li> <li>2) Opportunities moving forward</li> <li>3) Risk/returns of various hedge fund strategies</li> <li>4) How hedge funds fit into an institutional portfolio</li> <li>5) Fees, transparency and alignment</li> </ol> <p><b>Moderator:</b> <a href="#">Doreen Mochrie</a> Co-Founder, Former Chief Operating Officer Olympus Peak Asset Management</p> <p><b>Speakers:</b> <a href="#">Brian Goldberg, CFA</a> Managing Director, Event Driven &amp; Multi-Strategy Aksia</p> <p><a href="#">John Lake, CFA</a> Partner Mercer</p> <p><a href="#">Tracy McHale Stuart, CFA</a> Managing Partner, Chief Executive Officer Corbin Capital Partners, LP</p>



<p><b>3:15 – 3:45 pm</b> <i>Gershwin Ballroom, 4th Floor</i></p>	<p><b>NETWORKING BREAK WITH EXHIBITORS</b></p>
<p><b>3:45 – 5:15 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>CONSULTANT ROUNDTABLES</b></p> <p>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.</p> <p><b>Moderator:</b> <a href="#">Niels Andersen, CFA</a> Partner Altrinsic Global Advisors, LLC</p> <p><b>Speakers:</b> <a href="#">Paul Ferro</a> Investment Consultant Curcio Webb, LLC</p> <p><a href="#">Ben Hall, CAIA</a> OCIO Portfolio Manager, Equity Manager Research Segal Marco Advisors</p> <p><a href="#">Brad Hampton</a> Area Assistant Vice President Gallagher Fiduciary Advisors, LLC</p> <p><a href="#">Jeff Nipp, CFA, CAIA</a> Principal, Senior Investment Consultant Milliman Advisors LLC</p> <p><a href="#">Evan Scussel, CFA, CAIA</a> Head of Equity Investments AndCo.</p> <p><a href="#">Claire Shaughnessy, CFA</a> Partner Aon Hewitt</p> <p><a href="#">Christopher Thompson, CFA</a> Director, Investments Willis Towers Watson</p>
<p><b>5:15 – 5:25 pm</b> <i>Broadway Ballroom, 3rd Floor</i></p>	<p><b>CONCLUDING REMARKS</b></p> <p><b>Conference Co-Chairs:</b> <a href="#">Tasleem Jamal, MBA, CFA</a> Vice President, Head of Marketing &amp; Client Services Sprucegrove Investment Management Ltd.</p> <p><a href="#">Derek Tubbs</a> Associate Portfolio Manager and Vice President, Institutional Development CornerCap Investment Counsel</p> <p><b>AIMSE President:</b> <a href="#">Michael R. Gillis</a> Vice President and Director, Institutional Relationships TD Greystone Asset Management</p>
<p><b>5:30 – 7:00 pm</b> <i>Gershwin Ballroom, 4th Floor</i></p>	<p><b>RECEPTION</b></p>

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# 2019 AIMSE FALL CONFERENCE BIOGRAPHIES

## CONFERENCE CO-CHAIRS



**Tasleem Jamal, MBA, CFA\***

Vice President, Head of Marketing & Client Services

Sprucegrove Investment Management Ltd.

Ms. Jamal graduated from McMaster University with Bachelor of Commerce and Bachelor of Arts (Psychology) degrees in 1996 and with an MBA (Finance) in 1999. In 1998, Ms. Jamal joined Ernst & Young Investment Advisory Services as an Investment Analyst and in 2000 she was promoted to Vice President. In this role she provided investment consulting services and managed the performance reporting team of analysts. In 2003, she joined Hewitt Associates as an Investment Consultant providing a variety of institutional client's investment consulting services including asset allocation, investment policy development, manager reviews and searches. In 2007, she joined Burgundy Asset Management where she focused on client relationship management and business development for Burgundy's Canadian institutional clients. Ms. Jamal was appointed Vice President of the firm in July 2010.

Ms. Jamal joined Sprucegrove in 2010 as Vice President, Marketing & Client Services and was promoted to Vice President, Head of Marketing & Client Services in 2014, overseeing all the firm-wide Marketing & Client servicing initiatives. Ms. Jamal was appointed to the Business Management Committee in 2014, which is responsible for the day to day management of Sprucegrove.

Ms. Jamal is a CFA charterholder. Ms. Jamal has also studied in the Executive Education programs of the Harvard Business School, Columbia University Graduate School of Business and the CFA Institute.

Ms. Jamal is an active board member for the Association of Investment Management Sales Executives (AIMSE) and is also a member of the Toronto CFA Society and the CFA Institute.



**Derek Tubbs\***

Associate Portfolio Manager and Vice President, Institutional Development

CornerCap Investment Counsel

Derek is an Associate Portfolio Manager and the Vice President of Institutional Development for CornerCap. He has over 20 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.

\*Indicates Fall Conference Committee Member



**Sandra M. Ackermann-Schaufler, CFA**

Former Head of International and Emerging Markets, Sr. Portfolio Manager  
SEI Investments

Sandra Ackermann-Schaufler serves as a senior portfolio manager within SEI's Investment Management Unit, covering global, international and emerging-market equities. She is responsible for managing portfolios as well as overseeing research, selection and ongoing evaluation of global, international and emerging-market equity managers within the SEI Funds.

Prior to joining SEI in 2009, Sandra was a senior international equity analyst and portfolio manager of Merrill Lynch's multi-manager strategies. She managed the firm's strategic and dynamic international equity portfolios, and was in charge of fund analysis of global, international and emerging-market investment managers as well as commodity-related investment vehicles (through a combination of quantitative and qualitative analysis, in addition to in-person interviews). Previously, she was a senior equity analyst at Zircon Asset Management.

Sandra has also served as chief investment officer and lead portfolio manager for three international closed-end mutual funds at Deutsche Asset Management. Earlier in her career, she was a marketing analyst at HVB Capital Markets, a portfolio manager and equity analyst at Deutsche Asset Management in Frankfurt, Germany, and a portfolio manager at Allianz Asset Management in Munich, Germany.

She earned a Master of Science in International Economic Sciences from the University of Innsbruck, Austria, and is a CFA charterholder.



**Niels Andersen, CFA\***

Partner  
Altrinsic Global Advisors, LLC

Mr. Andersen is a Partner at Altrinsic Global Advisors and is responsible for client service and business development. Prior to joining Altrinsic in 2005, Mr. Andersen was a Vice President at American Century Investment Management,

\*Indicates Fall Conference Committee Member

where he was responsible for institutional investor relationships in the Eastern U.S. Previously, Mr. Andersen was Director of Institutional Business Development with Templeton Investment Counsel, where he was responsible for consultant and plan sponsor relationships. He received a BA in Economics from the University of California at Berkeley and an MBA from the University of Chicago Booth School of Business. He is a past President and former Board Member of AIMSE in the US, and also served as a Director on the Board Committee of AIMSE Europe. Mr. Andersen holds a Chartered Financial Analyst designation.



**Michael Bapis**

Managing Director  
Vios Advisors at Rockefeller Capital Management

Michael N. Bapis, Managing Director with Vios Advisors at Rockefeller Capital Management, brings over 20 years of wealth management and private banking experience to the practice who collectively oversee approximately \$1.2 billion in assets under management.

Michael is dedicated to assisting clients and families, institutions and professional athletes and entertainers by providing knowledgeable insight and highly personalized client service. In utilizing global asset allocation concepts and tactical investment strategies, Michael works with clients and families to create financial portfolios that align with long-term goals and optimize their wealth. As a NFLPA-Registered Advisor, Michael understands the intricacies of financial planning for professional athletes and is dedicated to providing the necessary resources, education and investment strategies to promote financial stability throughout the arc of every athlete's career.

Michael is a recognized thought leader within the financial services industry, having appeared on CNBC's Trading Nation and Worldwide Exchange, CNBC Squawk Box Asia, Bloomberg TV and Yahoo Finance as well as quoted in The Wall Street Journal, CNBC.com, Reuters, Financial Planning and Investment News. In addition, he has been named to the Barron's Top 1,200 Advisor list from 2014-2018, Forbes Best In-State Wealth Advisors List from 2017-2019, and Financial times Top RIA in 2017.





**Greg Bauer, CFA, CAIA\***

Director, Institutional Services  
Parametric Portfolio Associates

Mr. Bauer is responsible for developing, coordinating, and executing the sales and marketing strategies for Parametric’s unique family of products in the Southeast region of the United States. Prior to joining Parametric in 2015, Greg worked at Crawford Investment Counsel where he was the Director of Institutional Services, responsible for leading the institutional sales and consultant relations efforts. Prior to Crawford, Greg worked for both Callan Associates and NEPC. Greg earned a B.A. from Brown University and an MBA from the Georgia Institute of Technology. Greg is a CFA charterholder and a member of the CFA Society of Atlanta. He also holds a CAIA designation.



**Kenneth Beitler, CFA**

Director of Investments  
The New York Community Trust

Ken Beitler is Director of Investments at The New York Community Trust, a grantmaking foundation supporting vital nonprofits throughout the metropolitan area. The Trust is one of the largest funders of New York nonprofits.

Mr. Beitler works with the Chief Investment Officer and Investment Committee in overseeing approximately \$2.8 billion, determining asset allocation and selecting investment managers.

Mr. Beitler has worked as gatekeeper at MetLife, and at AXA Equitable where he built the investment manager due diligence and oversight function.

Mr. Beitler is a Chartered Financial Analyst and a member of the CFA Institute and the CFA Society of New York. He also holds a bachelor’s degree from the Warrington College of Business at the University of Florida, a master’s in industrial & systems engineering from the Herbert Wertheim College of Engineering at the University of Florida, and a master’s of arts in liberal studies from New York University.



**Jason Blackwell, CFA, CAIA**

Chief Investment Strategist  
The Colony Group

As the Chief Investment Strategist of The Colony Group, Jason is a resource for The Colony Group’s clients and wealth advisors, assisting them in developing portfolios designed to support their goals and communicating the firm’s investment strategy. He also serves as a vice-chairman of the Colony Investment Committee and a spokesperson for Colony Investment Management.

Jason brings broad and deep experience from across the industry. He joined from Mercer Investments where he assisted wealth management firms with manager selection, portfolio construction and asset allocation. Previously, he was responsible for the investment technology and analytics of an Atlanta RIA. He started his career as an advisor.

Jason received a Bachelor of Arts in Economics from the University of Colorado-Boulder. He holds the Chartered Financial Analyst (CFA) and the Chartered Alternative Investment Analyst (CAIA) designations and is a member of the CFA Society Atlanta.



**Robert G. Burke, PhD**

Global Pension Investment  
Committee Member  
Sanofi

Bob served as a surface warfare officer in the US Navy for thirteen years after graduating from Yale University cum laude in history. This included six years aboard destroyers in the Western Pacific, Mediterranean and North Atlantic. After studying politics, economics and international law at Tufts University’s Fletcher School, he was a politico-military analyst on the staff of the Chief of Naval Operations.

He joined Bankers Trust Company as a lending officer, spending ten years in world corporate banking and real estate finance in NY and Tokyo and five years as the director of marketing in global investment management.

At Mercer Investment Consulting for nearly a decade, Bob headed the northeast practice and co-headed the strategic asset allocation group for DB pensions. At Goldman Sachs Asset Management from 2011 until he retired in 2017, Bob

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was a senior client strategist and led the team responsible for the firm's consultant relationships in Europe, Asia-Pac and the US.

Currently, Bob is an independent member of the global pension investment committee for Sanofi, S.A., the French multinational. He advises institutional investors on a project basis and, through ACP-USA, mentors active-duty service members seeking civilian careers in finance. Bob has been singing in the Harmonium Choral Society since 1999.



**Gus Catsavis, CFA\***

Managing Director  
Pinnacle Asset Management, L.P.

Prior to joining Pinnacle in June 2008, Mr. Catsavis was a Principal at Focus Capital Management LLC from February 2000 to May 2008. From July 1986 to January 2000, he was the President of Asset Consulting Group, Inc. Mr. Catsavis received a B.A. in Economics from Southern Methodist University and an MBA in Finance from Washington University.



**Lauren Cellucci, CIMA**

Vice President  
Marquette Associates

Lauren Cellucci is a vice president for Marquette Associates and has 16 years of investment experience. She joined the firm in 2016 and serves as the primary consultant on several client relationships.

Prior to joining Marquette, Lauren was a Vice President & Director for BB&T Institutional Investment Advisers. Her responsibilities included working with foundation and endowment, defined benefit, and defined contribution clients on investment policy, asset allocation, and manager selection. Previously, Lauren served as an investment advisor with Wilmington Trust in their high net-worth division.

Lauren holds both a B.S. and M.B.A. in Finance from the University of Delaware. She is a member of the Investment Management Consultants Association (IMCA) and obtained the title of Certified Investment Management Analyst (CIMA®) from IMCA's accreditation program at the Wharton School

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of Business. She is also a member of the CFA Institute, the CFA Society of Washington DC, and the CFA Society of Philadelphia.



**Warren Cormier**

Founder, Executive Director  
Boston Research Group and DCIIA

Warren Cormier is Executive Director of the DCIIA Retirement Research Center (RRC). He has previously served as CEO and co-founder of Boston Research Technologies and as president and founder of Boston Research Group. Warren is a veteran in the financial services industry with more than 25 years of experience in research for investment companies, banks and insurance companies. He is also recognized as a market research leader in the defined contribution industry. Warren is the cofounder of the Behavioral Finance Forum with Dr. Shlomo Benartzi and is based in Charlotte, North Carolina.

Warren is part of the DCIIA Speakers' Bureau and is available to both members and non-members as a keynote speaker, panelist, or discussion moderator for live or virtual events. Topics include the current DC landscape -- players, policies, priorities; recent academic research in the defined contribution and retirement space; innovation and the future of defined contribution; behavioral finance; and achieving and protecting retirement security.



**Peter Crivelli\***

Senior Vice President, Institutional Sales  
Carillon Tower Advisers

Peter Crivelli is responsible for Institutional Sales and Consultant Relations for Carillon Tower Advisers, the institutional investment business of Raymond James. Prior to joining Carillon Tower in 2014, Peter spent twelve years as a principal for the investment firm of Marvin & Palmer Associates and also worked for a start-up investment firm for a year. He has more than 25 years of experience in the investment industry.

Peter received a Bachelor of Arts 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. He currently serves as a board member for the Serviam Girls Academy, a middle school for girls from low-income families. He volunteers as a youth lacrosse coach and as a speaker with American Legion Boys State.



**W. Brian Dana, CAIA**

Principal, Director of Marketable Alternatives  
Meketa Investment Group

Mr. Dana joined Meketa Investment Group in 2006. He works with clients as well as in investment manager research, leading the firm's research on marketable alternatives. This responsibility includes marketable alternative portfolio construction as well as sourcing, due diligence, and monitoring of the firm's marketable alternative investment managers. Mr. Dana is a member of the firm's Marketable Securities Investment Committee which oversees manager due diligence, the Non-Profit Advisory Group, and the firm's outsourced CIO Investment Committee.

Prior to joining the firm, he worked as an analyst with The University of Florida Investment Corporation (UFICO), the investment group for the University of Florida's endowment. While at the UFICO, Mr. Dana focused on sourcing, due diligence and analysis of alternative investments. Previously, he served as an Associate with Citigroup Global Markets' Boston office in fixed income sales and trading. Mr. Dana received a Master of Science in Finance from the University of Florida in 2006 and his undergraduate degree in Economics from Drury University in 2000. Mr. Dana holds the Chartered Alternative Investment Analyst (CAIA) designation and is a member of the CAIA Association.®



**Larissa Davy**

Senior Research Analyst, Hedge Funds  
NEPC, LLC

Larissa performs due diligence on hedge fund managers and assists in portfolio construction as part of NEPC's Hedge Fund Research Practice area. Prior to her role as Research Analyst, Larissa worked as a Research Associate on NEPC's public markets team. Prior to joining NEPC in 2012, Larissa worked at several companies in sales and marketing positions.

Larissa earned her B.A. from DeMontfort University.



**John Farley**

Responsible Investment Strategy Specialist  
Calvert Research and Management

John is a Responsible Investment Strategy Specialist for Calvert Research and Management. He is a resource for Institutional Clients, Consultants and Advisors on responsible investing, ESG implementation and engagement approaches. John has almost 15 years of experience in educating investors on ESG and helping them achieve investment outcomes aligned with their ESG goals and objectives. He joined Calvert in 2019.

Before joining Calvert, John was Head of U.S. Consultant Relations at State Street Global Advisors. Previously, he was a Managing Director at F&C Asset Management, a responsible investment company based in the UK. John has also held roles at Evergreen Investments, NEPC and started his career at the Mobius Group.

John earned a B.A. from the University of Virginia and an MBA from Duke University – The Fuqua School of Business.

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**Paul Ferro**

Investment Consultant  
Curcio Webb, LLC

Paul is a Consultant in Curcio Webb’s investment practice located near Princeton, NJ where he works mainly with defined contribution and defined benefit plans. He advises clients on asset allocation, investment plan design, investment manager selection, fee benchmarking, participant communications, and governance matters. Prior to Curcio Webb, Paul was a consultant at The Concord Advisory Group where he worked with a diverse set of clients including hospitals, endowments and foundations, and non-profit organizations.



**Ami Fox\***

Director, Global Equity Institutional Sales  
Artisan Partners, Limited Partnership

Ami Fox is a Director on the institutional client services team at Artisan Partners with responsibility for institutional marketing and client service of the strategies managed by the firm’s Global Equity team. Prior to joining Artisan Partners in September 2018, Ms. Fox was a marketing and client service associate at DePrince, Race & Zollo, Inc. Ms. Fox holds a bachelor’s degree in international business from Rollins College and is fluent in French.



**Jeff Gabrione, CFA**

Independent Consultant  
Self-Employed

Jeff started his career in the investment industry in 1990. For the last nineteen years, he has focused on the investment consulting segment, working with a variety of clients including family offices, corporate and public pension plans, and endowments and foundations. He has provided education, manager due diligence and selection, portfolio construction, and asset allocation guidance to these

investors. Additionally, he has managed several research teams throughout his career.

Most recently, Jeff led AndCo’s Research Group. While there, he helped improve the firm’s ability to build and service complex portfolios. He spent a significant amount of time assisting clients with their allocations to alternative investments. Jeff joined AndCo (then known as The Bogdahn Group) from Lowery Asset Consulting, where he was the firm’s Director of Research and lead consultant on several relationships. Previously, he ran Mercer’s North American research team and led the development of the hedge fund due diligence program. He also worked for Nuveen, Morningstar, and the Chicago Mercantile Exchange earlier in his career.

Jeff is a CFA charterholder. He earned a BA from the University of Chicago. Jeff lives in Chicago’s northwest suburbs, where he is actively involved in coaching youth basketball.



**Carl Gagnon**

Assistant Vice President, Global Financial Wellbeing & Retirement Programs  
Unum Group

Carl is responsible for the day-to-day operations, regulatory oversight and compliance of the Unum global financial wellbeing & retirement programs which include their Defined Benefit, Defined Contribution and Non-Qualified retirement plans and various flex benefit programs within its international operations. Unum employs approximately 11,000 employees worldwide with key U.S. locations in Chattanooga, TN; Columbia, SC; Portland, ME and Worcester, MA. Globally, Unum has operations in England, Ireland and Poland. Carl is also involved with developing, implementing and aligning these global retirement program designs with the overall business objectives of Unum and serves as a key partner in the implementation of the strategy, design and investment structure for these financial benefit programs.

Carl has 25 years’ experience in various HR and Benefit positions, including benefit strategy, managing corporate benefit programs as well as implementing administrative systems to manage these plans. Prior to joining Unum in 2005, Carl worked in similar roles with Apogent Technologies, Thermo Fisher Scientific and in the Taft Hartley benefit field. He holds a CEBS certification, is a

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Fellow in the American College of Healthcare Administrators and is a member of Society for Human Resources Management and the International Foundation of Employee Benefit Plans.



**Meredith Genova\***

Director of Sales and Marketing  
Nicholas Investment Partners, L.P.

Meredith Genova, Director of Sales and Marketing, joined Nicholas Investment Partners in June 2016. She leads the client service and marketing team and is responsible for the strategic development and execution of the firm's business development plan. Her expertise includes marketing and client service for quantitative and traditional equity strategies as well as fixed income and alternatives, focusing on the institutional investment community. Meredith primarily focuses on consultant relations and client development.

Previously, Meredith served as Vice President of Institutional Sales and Service at Fred Alger Management where she marketed growth-equity investment strategies to investment consultants and institutional investors. She previously led business development and client service for an emerging manager with quantitative large cap equity strategies. Meredith started her career at AllianceBernstein where she worked for 12 years in institutional consultant relations, sub-advisory services and wealth management both in New York and in London. She earned her B.A. in International Studies—Europe from The College of William and Mary. Meredith has over 20 years of investment industry experience.



**Adam Gerentine\***

Managing Director  
Trinity Street Asset Management

Adam Gerentine is a Managing Director with Trinity Street Asset Management. His responsibilities include managing

key relationships with institutional investors and investment consultants throughout North America. Prior to joining Trinity Street in 2017, Adam was a Director with Tremblant Capital, where he was responsible for managing relationships with institutional consultants and direct plan sponsors. He began his career with HGK Asset Management where he ultimately was overseeing all aspects of the firm's business development and client service functions. Adam received his Bachelor of Science degree in Business Finance from Rochester Institute of Technology and serves on the Boards of Directors Association of Investment Management Sales Executives (AIMSE).



**Brian Goldberg, CFA**

Managing Director, Event Driven &  
Multi-Strategy  
Aksia

Brian has over 12 years of experience in investment research. He leads the teams responsible for sourcing, conducting due diligence, evaluating and monitoring funds in the Event Driven and Multi-Strategy sectors, and works closely with clients regarding their portfolio investments. Prior to joining Aksia in 2011, Brian was an execution trader for a high-frequency equity group at SAC Capital Advisors, where he was responsible for the group's domestic and international trading activity. Before that, Brian worked as a research analyst and salesperson at GFI Group where he generated actionable equity trading ideas based on movements in related credit instruments. Brian graduated from Cornell University with a BS in Policy Analysis and Management and is a CFA charterholder. In 2015, he was recognized as a Rising Star of Hedge Funds by Institutional Investor.



**James H. Grossman, Jr., CPA, CFA**

Chief Investment Officer  
Pennsylvania Public School Employees'  
Retirement System

**Responsibilities**

Chief Investment Officer for the Pennsylvania Public School Employees' Retirement System. Responsible for management and administration of the investment program, including oversight of \$24 billion managed internally;

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advising the Board of Trustees in the development of an asset allocation policy; leading the Investment Office staff in implementing the Board's approved policy; providing leadership to PSERS in strategic planning, execution of and compliance with investment and non-investment policies, laws and regulations, and management of the Investment Office operations; monitoring investment performance, portfolio risk characteristics, the asset allocation, and re-balancing actions in accordance with the Board's approved policy; communication and relationships with the Board of Trustees, PSERS' Executive Director, senior management team members at PSERS, and other investment advisors and consultants; collaborating in the development and recommendation of investment policy, oversight of external investment advisors, and development of key fund performance indicators; and meeting with outside constituencies on investment matters as necessary, such as the Pennsylvania Legislature.

**Career Path and Other Activities**

Mr. Grossman joined the Pennsylvania Public School Employees' Retirement System in March 1997 as the Compliance and Risk Manager. He served as Acting Chief Investment Officer from December 2001 to July 2002 and was promoted to Managing Director in July 2003. In December 2011, he was promoted to Deputy CIO. In July 2013, he was named Acting Chief Investment Officer and in January 2014 was named Chief Investment Officer. Prior to joining the retirement system, Mr. Grossman was employed by the international accounting firm of KPMG located in Harrisburg, Pennsylvania for over seven years and was promoted from assistant accountant to senior manager during this time. Mr. Grossman is married and has two children.

**Education**

B.S., Accounting, Elizabethtown College

**Certifications**

Certified Public Accountant (CPA)

Chartered Financial Analysts (CFA) Charterholder

**Memberships**

American Institute of Certified Public Accountants

CFA Institute

Pennsylvania Institute of Certified Public Accountants

**Individual Awards/Recognition**

2012 Institutional Investor: Hedge Fund Rising Star

2016 Investor Intelligence Awards: Asset Management

2018 Chief Investment Officer: #44 on Power 100 List

2019 Trusted Insight's Top 30 Public Pension Chief Investment Officers

**Institutional Awards/Recognition**

2011 Institutional Investor: Large Public Plan of the Year

2014 and 2015 Chief Investment Officer: Asset Owner Finalist, Public Defined Benefit Plan between

\$15 billion and \$100 billion

2015 Institutional Investor: Hedge Fund Industry Awards, Public Plan of the Year, Large

2016 CIO Industry Innovation Awards, winner in category of Public Defined Benefit Plan between \$15 billion and \$100 billion



**Sara Hakim**

Senior Vice President

Callan, LLC

Sara L. Hakim is a Senior Vice President in Callan's New Jersey Fund Sponsor Consulting office. Sara joined Callan in June 2019 and has experience providing advice to a variety of plan sponsor clients such as corporate defined contribution and defined benefit plans, captive insurance and endowments and foundations.

She has consulted to numerous investment and retirement committees and has helped clients with investment manager selection and monitoring, manager searches, asset allocation, investment structure design and review, fiduciary / governance best practices, company stock, statement of investment beliefs, investment policy statements, brokerage options, and fee analysis and benchmarking.

Prior to joining Callan, Sara spent 10 years with Aon Hewitt Investment Consulting in the U.S. and Canada as a senior investment consultant and associate partner. During her tenure with Aon she was responsible for client services and business development and was the lead consultant on multiple large clients. Prior to joining Aon in 2009, Sara worked for Vanguard and Watson Wyatt Worldwide (Willis Towers Watson) in the U.S., Hong Kong and Kuala Lumpur, Malaysia. She has delivered presentations in Asia, Canada, and the U.S. on retirement and investment topics.

Sara holds an MBA from Saint Joseph's University in Philadelphia, Pennsylvania and a Bachelor of Arts degree in Economics from the University of Western Ontario in London, Ontario.

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**Erik Hall\***

Executive Director  
GCM Grosvenor

Mr. Hall shares responsibility for business development, client service and consultant relations. He also focuses on GCM's emerging and diverse manager business. Prior to joining GCM Grosvenor, he spent fourteen years with Citigroup in New York and Chicago where he held various senior positions in the Institutional Clients Group, including specializing in interest rate derivative structuring and origination and co-heading a business unit within municipal banking. He began his career at the Chicago Office of Budget and Management in 1996. Mr. Hall received his Bachelor of Arts in Economics with honors from Hampton University and his Master of Public Policy from the Harvard Kennedy School. Mr. Hall serves as Vice Chair of the Board of Directors of the Chicago Community Loan Fund and as a member of the Board of the Directors of the National Association of Securities Professionals (NASP).



**Ben Hall, CAIA**

OCIO Portfolio Manager, Equity Manager  
Research  
Segal Marco

Mr. Hall is a Director in Segal Marco Advisors' New York office with more than 10 years of industry experience. He is part of the firm's Public Markets Equity Manager Research team and a member of the Alpha Investment Research Group, which is responsible for Fundamental/Quantitative Manager Research. He has manager research responsibility across a broad range of long-only actively managed equity strategies including global, emerging market, non-U.S., and domestic equity products (including low volatility equity strategies). He also has responsibility for oversight of discretionary public equity mandates within Segal Marco's OCIO program.

Prior to working for Segal Marco Advisors, Mr. Hall served as Consultant/Equity Manager Researcher in the investment consulting division of JLT Employee Benefits (since acquired by Mercer) based in London, U.K. He was an advisor to a number of private sector pension plans on a discretionary basis, and also with several public sector clients on manager selection.



**Brad Hampton**

Area Assistant Vice President  
Gallagher Fiduciary Advisors, LLC

Bradley E. Hampton is an Area Assistant Vice President with the Investment & Fiduciary Consulting practice of Arthur J. Gallagher & Co., Gallagher Fiduciary Advisors, LLC ("Gallagher"). He is responsible for providing investment consulting services and his duties include asset allocation modeling, portfolio design, investment policy formation, manager due diligence, investment performance analytics and attribution. He has previously served as a member of the Fixed Income research team, and currently resides as a member of the International & Global Equity research team.

Prior to joining Gallagher in 2016, Mr. Hampton served as an analyst in a global corporate finance role for a Global Fortune 500 company. His primary focus was in global treasury operations including: managing short term financial assets and liabilities, risk management in foreign currency hedging, due diligence research for acquisition targets, and performance & funding analysis for the U.S. defined benefit plans.

Mr. Hampton holds a Master of Business Administration from the Joseph M. Katz Graduate Business School at the University of Pittsburgh and a Bachelor of Science in Finance from Slippery Rock University. He also serves on the board of directors for the Delmar Golf Club located in Ellwood City, PA.



**Jeffrey Heil**

Chief Investment Officer  
Doris Duke Charitable Foundation

Jeffrey Heil is the chief investment officer for the Doris Duke Charitable Foundation. The investment team at the foundation manages a \$1.8 billion portfolio, investing in all asset classes, while the foundation also holds three operating properties in Hillsborough, New Jersey; Newport, Rhode Island; and Honolulu, Hawaii, with an estimated market value of \$200 million.

Prior to joining the foundation in 2003, Heil 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 oversaw an additional \$15 billion in externally managed funds. Prior to joining the University of

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California, Heil was a vice president of equity management for Victory Capital in Cleveland, and a corporate finance consultant for McKinsey & Co. In New York, he was manager of the Investment Valuations Group at Arthur Andersen & Co. and started his career as a securities analyst at Arnold Bernhard and Company.

Mr. Heil earned a Bachelor of Arts degree in government, summa cum laude, from Ohio University and was selected to the Phi Beta Kappa Honor Society. At New York University's Stern School of Business, he was awarded the Marcus Nadler Fellowship and received a Master of Business Administration in finance.



### Seema Hingorani

Founder, Girls Who Invest  
Founder & CIO, SevenStep Capital, LLC  
Former CIO, NYC Retirement Systems

Seema R. Hingorani is the Founder and Chair of Girls Who Invest, a nonprofit organization dedicated to increasing the number of women in portfolio management and leadership in the asset management industry. She is also the Founder and Chief Investment Officer of SevenStep Capital, an opportunistic alternatives seeding platform focused on investing in women portfolio managers. Hingorani is also a Senior Advisor at Crestview Partners and an Advisory Group member at Walter Scott & Partners Limited. Hingorani served until June 30, 2014 as Chief Investment Officer for the New York City Retirement Systems which had assets of \$160 billion. Previous to this appointment, Hingorani was Interim Chief Investment Officer and before that Head of Public Equities & Hedge Funds for the pension funds. Under her leadership, the pension fund was named Hedge Fund Manager of the Year - Large Public Pension Plans by Institutional Investor. Prior to Hingorani's four years of public sector experience, she served as Global Director of Fundamental Research at Pyramis Global Advisors; a General Partner, Portfolio Manager and Senior Equity Analyst with hedge fund Andor Capital Management; a General Partner and Senior Equity Analyst at hedge fund Pequot Capital Management; Co-founder of hedge fund Mirador Capital Management; and an Equity Analyst with T. Rowe Price.

Hingorani has worked with several organizations focused on issues concerning women and girls and is a prolific speaker on the topic of a more robust inclusion of women in the corporate sector. She was honored as the 2016 Woman with

Impact by the Connecticut Women's Business Development Council, Wall Street Women Entrepreneur of the Year in 2015 by Traders magazine and received the 2015 Women in Finance Achievement award from MarketsMedia for her work with Girls Who Invest. Hingorani served as a member of the National Finance Committee of Secretary Clinton's 2016 Presidential Campaign. She is an active member of the Center for American Progress U.S. India Task Force, The Economic Club of New York and 100 Women in Finance.

Hingorani earned her BA in Psychology/Philosophy from Yale College and her MBA in Finance from The Wharton School at the University of Pennsylvania.



### Jonathan D. Hook

Chief Investment Officer  
The Harry and Jeanette Weinberg  
Foundation

Jonathan Hook was named the first Chief Investment Officer for the Harry and Jeanette Weinberg Foundation of Owings Mills, Maryland in May 2014. He is responsible for managing the foundation's investment portfolio of approximately \$2.8 Billion, and the first internal investment team at the foundation. The foundation, headquartered in Owings Mills, MD, is one of the largest private foundations in the United States. Its' sole purpose is to assist low-income and vulnerable individuals and families through nonprofit grants to direct-service providers and programs.

Prior to joining the Weinberg Foundation, Hook was the first Chief Investment Officer at two separate universities, Ohio State University and Baylor University. In each case, he created and managed the university's Office of Investments to manage the long-term investment pool which included its endowment funds. He was responsible for asset allocation policies, building an investment team, and charting a new path for the institutional capital of each school. As a result of his efforts, he has been nominated for and honored several times with industry awards.

Prior to moving to the institutional investing field, Mr. Hook spent twenty years in the corporate and investment banking fields, finally as a Senior Vice President with First Union Securities in Atlanta, Georgia. Throughout his career he focused on origination in the energy sectors specializing in oil and gas exploration and production, oilfield services, and utilities. He also spent several years covering the business

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services sector. Responsibilities included origination and delivery of public debt and equity offerings, private placements, syndicated lending, derivatives products, and capital management services.

Throughout his career, Mr. Hook has been an active fundraiser for many charitable and civic organizations. He graduated from Willamette University with a B.S. in Economics and Sociology and from Baylor University with his M.B.A. in Finance.



**Eric Hsueh**

Director, Investment Manager  
Due Diligence  
Cornerstone Capital Group

Prior to joining Cornerstone, Eric was at MissionPoint Partners, where he led the due diligence process evaluating ESG and impact investments for public opportunities and built customized, ESG and impact investment portfolios. Before MissionPoint Partners, he worked for Northern Trust's OCIO business as a Client Investment Officer, leading numerous institutional relationships and overseeing all investment activities for clients, including allocating across asset classes and constructing portfolios. Prior to this, Eric was a Senior Research Analyst for Northern Trust's manager due diligence team, where he was responsible for global equity and fixed income manager selection and ongoing monitoring as well as portfolio construction. In this role, he also launched and co-managed two emerging manager fund of funds strategies. Eric began his career at Cambridge Associates working as a research analyst on the U.S. equity due diligence team.

Eric is a Chartered Alternative Investments Analyst and holds a B.A. in Economics from Johns Hopkins University. He is also a member of the Association of Asian American Investment Managers (AAAIM).



**AmyK Hutchins**

Founder and Intelligence Activist

A former executive of a billion dollar global consumer products company and awarded the Vistage UK,

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International Speaker of the Year, (World's Leading CEO Membership Organization) AmyK travels the globe sharing with executives, influencers and go-getters HOW to confidently & competently navigate their toughest conversations without saying something they regret, giving their power away or damaging their relationships. With humor, insight and experience she engages and inspires audiences to master The Power of Profitable Conversations.

AmyK's clients include The Home Depot, Starbucks Canada, AT&T, Expedia, Lockheed Martin, Securian Financial, IBM, Wells Fargo, Walmart, John Paul Mitchell Systems and hundreds more.

AmyK is a featured contributor for Entrepreneur magazine, and her latest book, The Secrets Leaders Keep, is an Amazon bestseller. AmyK received her M.S. from Johns Hopkins University, and has been a featured guest on numerous TV and radio networks including Bloomberg, NBC, Fox and ABC.



**Eileen Kirkwood, CFA, CAIA\***

Consultant Relations  
BentallGreenOak

Eileen is a Vice President and manages Consultant Relations and Client Service for BentallGreenOak. She joined BentallGreenOak, formerly Bentall Kennedy, in 2017. She previously worked for Brookfield Asset Management's Public Securities Group as the Head of Client Service and then the Head of Consultant Relations. She has nearly ten years of experience in Mergers & Acquisitions. Eileen earned a Master of Business Administration from London Business School and a Bachelor of Business Administration in Finance and Real Estate from the University of Wisconsin – Madison. She is a CFA and CAIA Charterholder.



**John Lake, CFA**

Partner  
Mercer

John is a Partner with Mercer and a Senior Portfolio Manager for Hedge Funds. In this capacity, he is a portfolio

manager for some of Mercer's North American based discretionary hedge fund offerings, as well as an advisor for clients' dedicated hedge fund portfolios.

Prior to its acquisition by Mercer in 2018, John was a senior member of Summit Strategies Group's Manager Research team where he was responsible for leading all efforts in hedge fund due diligence, manager selection, portfolio construction and monitoring. Prior to joining Summit in 2002, John worked for Banc of America Capital Management where he was a portfolio manager and research analyst for the Nations MidCap Growth Fund.

John earned a bachelor's degree in history from Marquette University and a master's degree in business administration from Washington University's John M. Olin School of Business. John is a CFA charterholder and a member of the CFA Society of St. Louis.

monitoring process across asset classes. Previously, Juan was Director of Business Development at Cornerstone Capital Group, a financial services firm dedicated to mainstreaming the discipline of sustainable finance. Before that, he worked in the energy industry in Latin America, focusing on mining, electricity generation and renewable energy technologies. Juan received his bachelor's degree in Latin American Studies from Tufts University, and his master's degree from the George Washington University's Elliott School of International Affairs.



**Brian K. Lee\***

Director of Marketing & Client Services,  
Principal

Oberweis Asset Management, Inc.

Brian joined Oberweis Asset Management in April of 2002 to establish and lead the firm's institutional marketing and client service efforts. Brian earned an MBA from Loyola Marymount University and a BA in Finance from Loyola Marymount University. Previously, he was employed by Delaware Investments/Lincoln Financial Distributors, where he served as a Director of Marketing. Prior to that, he worked for Wilshire Associates in both marketing and client service roles.



**Juan Lois**

Manager, Impact Investments

Wespath Investment Management

Juan joined Wespath in September 2015. As the manager of Impact Investments in Investment Management, he is responsible for creating and developing the strategic direction of the impact investments program, and how environmental, social and governance (ESG) factors are integrated into Wespath's investment selection and



**Stephanie Birrell Luedke, CFA**

Head of Private Wealth Management

Neuberger Berman

Stephanie Birrell Luedke, CFA, is the Head of Private Wealth Management, a division of Neuberger Berman, responsible for providing customized wealth management advice and investment solutions to high net worth individuals, families, corporations and charitable organizations. In her current role, Stephanie oversees all aspects of the client franchises within the firm's Wealth Management, Private Asset Management and Trust Company businesses. Prior to joining Neuberger Berman in 2019, she was Global Head of Citi Investment Management for Citi Private Bank, where she oversaw the global investment teams responsible for the developing comprehensive investment solutions and managing client portfolios across asset classes.

Stephanie was previously an Executive Vice President overseeing the Investment Department at Fiduciary Trust Company International, wholly owned subsidiary of Franklin Templeton and a Vice President at Credit Suisse Asset Management. She also held various roles at Fidelity Management & Research in the Fund Analysis Group, INVESCO Management & Research in the Quantitative Equity Group, and Coopers & Lybrand in Audit.

Stephanie received her BA in Economics and Mathematics from St. Lawrence University. She has been awarded the Chartered Financial Analyst designation and is a member of the CFA Institute. She currently serves as Trustee for the cultural Institutions Retirement System, The Conference Board, Ridgefield Academy and St. Lawrence University.

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**Charles Malone**

Director, U.S. Saving Plan Investments  
Honeywell Capital Management

Charlie Malone is the Director – U.S. Savings Plan Investments for the \$15 billion Honeywell 401(k) Plan and is a member of the company’s U.S. Savings Investment Committee. Mr. Malone is responsible for Honeywell’s defined contribution plan investments in Canada and Puerto Rico. Through Honeywell’s corporate M&A activity, Charlie is also involved with 401k plans of acquired companies prior to being merged into the Honeywell 401k Plan, as well as special dividends for corporate spinoffs paid to the 401k plan/Company Stock Fund. He also serves as a Honeywell representative to Sandia National Labs/ NTESS’ Investment Committee.

Mr. Malone was named to this role in November 2007 having previously been the Manager – Investment Operations for the then \$13 billion Honeywell Defined Benefit Master Trust. Mr. Malone joined Honeywell Capital Management in June 2005.

This year marks Charlie Malone’s 20th year in corporate pension investments. Prior to joining Honeywell, Mr. Malone was Corporate Vice President – Retirement Plans for UBS Financial Services, Inc. from 2003 to 2005 and Sr. Analyst / Manager – Pension Investments at Pharmacia & Upjohn / Pfizer, Inc. from 1999 to 2003.

Before his career in pension investments, Mr. Malone held positions of increasing responsibility within corporate treasury and controller’s groups at American Home Products / Wyeth (now, Pfizer) and Beneficial Management Corporation (now, HSBC).

Mr. Malone holds a B.A. in Economics from Fairfield University and an M.S. in Management (Financial Management Program) from New Jersey Institute of Technology. In 2009, Mr. Malone earned the Accredited Investment Fiduciary® (or AIF®) professional designation.



**Christa Maxwell, CFA®, CIPM®\***

Director of Business Development  
Kennedy Capital Management, Inc.

Christa Maxwell is a Director of Business Development responsible for establishing and maintaining relationships with institutions and consultants. Prior to joining KCM in August 2017, Ms. Maxwell worked with Westwood Holdings Group focusing on business development across the western United States. Christa began her career with Thornburg Investment Management. Over her 10 year tenure with the organization, Ms. Maxwell oversaw various regions and was responsible for client service, consultant relations, and business development. Christa earned her B.B.A. in Finance from the University of New Mexico’s Anderson School of Management. Ms. Maxwell is also a CFA® charter holder and currently serves on the board for the CFA® Society New Mexico and the CFA® Society San Antonio.



**Maura McNulty\***

Managing Director, Head of Institutional Relationship Management  
Epoch Investment Partners, Inc.

Maura serves as the head of institutional relationship management, leading the team’s client engagement efforts. Prior to joining Epoch in 2013, Maura managed institutional client and consultant relationships and led in-house marketing efforts at Cramer Rosenthal McGlynn, LLC. Previously, she was an institutional equity sales associate at A.G. Edwards & Sons, Inc. Maura holds a BA in Mathematical Economics from Colgate University.



**Max Messervy**

Senior Investment Consultant, Responsible Investment  
Mercer

Max Messervy joined Mercer in February 2018 and is a Responsible Investment Consultant in the North American Responsible Investment team. Max provides advice on sustainable investment strategies, integration of ESG

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factors, and sustainability trends throughout investment processes. Max is responsible for advising institutional investors and provides advice to a broad range of clients, including pension funds, endowments, insurers and other stakeholders in the investment value chain.

Max was a lead co-author of recent papers on increasing institutional investors' allocations to African infrastructure, as well as a guide for integrating responsible investment approaches into corporate retirement plans in a project with the World Business Council for Sustainable Development (WBCSD).

Prior to joining Mercer, Max spent nearly four years working in the Insurance practice at Ceres in Boston, a leading non-profit sustainability advocacy organization. In that role, he worked with a range of stakeholders across the industry in making the business case for the sector to address climate and ESG risks and opportunities both as underwriters of weather risk and investors in physical infrastructure. This involved engagement with re/insurers, regulators, non-re/insurer investors and NGOs. Previously, Max worked in various capacities with Canadian federal and provincial governments, and with other environmental and sustainability entities as an independent consultant.

Max holds a Master of Public Policy from the Luskin School of Public Affairs at UCLA, and an Honors Religious Studies degree from McGill University.

Mochrie received a B.S. in Applied Mathematics and Economics from the State University of New York at Oswego and an M.B.A. in Finance from Adelphi University. She is a member of 100 Women in Hedge Funds and serves on the advisory board of Girls Who Invest and on the boards of The Bill Foxen Memorial Foundation and the Oswego College Foundation where she also serves on the Investment Committee.



**Brad Mook**

Managing Director

Rosemont Investment Group, LLC

Brad is Managing Director, and head of due diligence, financial modeling, and research at Rosemont, responsible for sourcing, evaluating, and overseeing portfolio investments. Prior to joining Rosemont in 2019, he served as Director of Manager Research at SEI Investments, where he conducted and oversaw manager selection and due diligence across multiple asset classes and provided strategic and tactical leadership for growth opportunities and internal operations. Before arriving at SEI in 2009, Brad spent 15 years as a sell-side analyst and director of research at various firms, performing industry, business, financial and valuation analysis on a wide range of investment opportunities. He is a CFA charterholder and holds a BA in Political Economy from Williams College.



**Doreen Mochrie\***

Co-Founder, Former Chief Operating Officer  
Olympus Peak Asset Management

Doreen Mochrie is a Co-Founder and the former Chief Operating Officer of Olympus Peak Asset Management. She has over 30 years of investment management experience at both traditional and alternative asset managers. She was previously a Managing Partner and the Global Head of Investor Relations at Perry Capital where she helped run the overall business and had responsibility for all aspects of Perry's client business including business development, consultant relations and investor relations. Prior to Perry, she was a Partner, Executive Vice President and Head of Investor Relations at Pershing Square Capital Management, L.P. Before joining Pershing Square, she was a Partner at Cyrus Capital Partners. She has also held similar roles in sales and client service at Lombard Odier Darier Hentsch, Morgan Grenfell Capital Management and Sanford C. Bernstein & Company. Ms.



**Julie Moore**

Principal

Rocaton Investment Advisors

Julie Moore, Principal, Rocaton Investment Advisors, is a member of the equity research team and has direct responsibility for researching a variety of global, non-U.S. developed markets, and emerging markets strategies. Julie also is responsible for the development and evolution of equity investment structures. Julie joined Rocaton in 2002 after 5 years at Barra RogersCasey where she served as Director and Head of International Equity Research and was previously part of a client relationship and consulting team. Julie has also served as a Portfolio Manager with Bankers

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Trust Company. Julie earned an M.B.A. at Amos Tuck School of Business at Dartmouth College and a B.S. in Business Administration at Skidmore College.



**Jeff Nipp, CFA, CAIA**

Principal and Senior Investment Consultant  
Milliman Advisors LLC

Jeff Nipp is a Principal and Senior Investment Consultant with the San Francisco office of Milliman Advisors LLC, which he joined in 2017.

Jeff is a seasoned investment professional with over 30 years of experience in constructing and monitoring multi-asset class portfolios. Prior to joining Milliman, he most recently served as the Head of Solutions for Invesco, developing customized portfolios for retail and institutional clients, while also providing objective analysis of Invesco's product offerings. Previously, he was with BlackRock as a Managing Director in the Multi-Asset Client Solutions team, where he designed and implemented manager research/selection and asset allocation input processes and chaired the Manager Research Review Committee. Prior to that, he spent over 20 years as an institutional investment consultant with Towers Perrin and Watson Wyatt, heading investment manager research at each firm.

Jeff earned an MBA degree from Duke University's Fuqua School of Business, and a BBA degree from Mercer University. He is a Chartered Financial Analyst (CFA) charterholder, holds the Chartered Alternative Investment Analyst (CAIA) designation, and is a member of the CFA Society of San Francisco.



**Mikaylee O'Connor**

Senior Consultant, Head of DC Solutions Group, Principal  
RVK, Inc.

Mikaylee is a Senior Consultant located in RVK's New York office. She serves as the Head of RVK's DC Solutions Group, a team dedicated to the ongoing development of RVK's DC practice and is a shareholder of the firm.

Mikaylee advises a number of client relationships including corporate, non-profit, multiple-employer, and public DC plans. She works directly with clients on developing investment policies, investment menu design, plan fee reviews, target date fund evaluations, white-label asset allocation and implementation, and trustee education. Mikaylee also conducts firm level research specific to the DC market.

Mikaylee serves on the Defined Contribution Institutional Investment Association ("DCIIA") Executive Committee for the 2018-2019 term. DCIIA's Executive Committee is the primary advisory body for the organization and includes representatives from each committee and several at-large members. The Committee helps to set DCIIA's strategic direction and priorities for research and advocacy. Additionally, Mikaylee was recently asked to serve on the CFA Society of New York's Advisory Council. This is a relatively new council consisting of senior professionals from around the world who work with some of the largest pools of institutional assets, including pensions, family offices, insurance funds, sovereign wealth funds.



**Carolyn Patton, CFA\***

Founder  
Belrose Advisors LLC

Carolyn Patton, CFA has 27 years of experience in the investment management industry and is a frequent public speaker. She is the Founder of Belrose Advisors LLC. Previously, she was the Head of Distribution, Americas at First State Investments and Managing Director, Head of East Coast Sales and Americas Head of Consultant Relations at Deutsche Asset Management.

While at Turner Investments, Carolyn was Executive Managing Director and Principal, leading the global distribution team. For over six years, she lived in Denver, Colorado and was Global Head of Consultant Relations at Janus Capital Group representing all asset managers within the multi-boutique including Janus, INTECH, and Perkins. Before Janus, Carolyn was based in London, England, and in West Conshohocken, PA. She was Managing Director at Morgan Stanley Investment Management Ltd. and Morgan Stanley Investment Management, respectively. She also worked at Delaware Investments, now known as Macquarie Group, and started her career at SEI Investments.

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Carolyn received her B.A. in Economics from The University of Virginia and is a CFA Charterholder.



**Benjamin Patzik**

Vice President, Head of Portfolio Strategy & Solutions

Segal Marco Advisors

Mr. Patzik currently serves as Vice President, Head of Portfolio Strategy & Solutions in Segal Marco Advisors' Chicago office. In this role, he is charged with effectuating the firm's research agenda across strategies and asset classes. Mr. Patzik oversees new product development initiatives, designs and structures investment optimization strategies for existing and prospective client portfolios, and guides consultant investment strategy. Mr. Patzik also conducts ongoing analysis of individual managers and coordinates all aspects of the investment due-diligence process, with an emphasis on alternative strategies. He is a member of Segal Marco's Investment Committee and Alpha Manager Review Committee. Mr. Patzik previously served as an Investment Analyst at GCM Grosvenor specializing in hedge fund manager selection across multiple strategies. He is a Registered Certified Public Accountant, a CFA Charterholder, and a Member of the CFA Institute of Chicago.



**Matt Pawlak\***

Vice President, Consultant Relations

Dimensional Fund Advisors

Matt Pawlak has 15 years of experience in the investment industry. Matt is responsible for developing and executing strategic marketing and business plans for Dimensional Fund Advisors (Dimensional). He works with institutional investment consultants through proactive engagement and promotes Dimensional's investment philosophy, processes, and investment strategies. Prior to joining Dimensional in January 2012, Matt worked for eight years at Hewitt EnnisKnupp. As a senior consultant, he acted as lead and co-lead consultant for a number of corporate DB/DC, endowment/foundation and public fund retirement plans. Before moving into a client advisory role, Matt was

a member of Hewitt EnnisKnupp's defined contribution research group.

Matt is a member of the Defined Contribution Institutional Investment Association (DCIIA) and is a member of its Retirement Income Committee. He is also DCIIA's Texas Regional Ambassador. Matt is a member of Association of Investment Sales and Marketing (AIMSE) and is the Texas Regional Coordinator for events.

Matt holds a BA in economics from the University of Iowa and an MBA in finance from Loyola University Chicago.



**Patricia Phelan, M.A.**

Digital Communications Consultant,  
LinkedIn Networking Advisor

As a digital storyteller with a background in branding and business development, I help professionals creatively engage with their network to build relationships - real relationships - to achieve professional/business goals. Deliver more sales, build your business, find quality recruits or land that meeting. This is what a targeted networking strategy can do for you and/or your company. The focus will be on the company's (as well as the leadership's) overall digital imprint to create a presence that is cohesive and personable. This is a form of reputation management that is essential for all professionals. Control how your online public views you and/or your company.

This is where many professionals get it wrong.

With a targeted digital strategy, we develop relationships with an end result in mind. An authentic digital presence will be established with a story focusing on what makes you and/or your business stand out while building your network.

Consider this a targeted "Rolodex" to achieve professional goals.

For sales teams, a lead pipeline is created for client acquisition/retention to foster solid relationships.

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- LinkedIn strategy/optimization
- Corporate LinkedIn training & strategy
- Digital assessments/audit company presence
- Strategic communications
- Storytelling

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- Reputation management
- Social recruiting
- Business development
- Social entrepreneurship

My passion for digital storytelling is simply a result of this - I love what I do. It would be a pleasure to assist you and/or your company to strategically build a digital presence that is in sync with your business objectives. With an emphasis on a cohesive message, we will create a LinkedIn presence that stands out from competitors.



**Keith Reynolds**

Vice President & Senior Consultant  
Segal Marco Advisors

Mr. Reynolds is a Vice President and Senior Consultant in Segal Marco Advisors' Atlanta office. He is responsible for consulting and client relationship management.

Mr. Reynolds manages all aspects of the consulting relationship including monitoring investment programs, developing investment policies and objectives, conducting manager searches and performing portfolio structure and asset allocation studies.

Prior to joining Segal Marco Advisors, Mr. Reynolds was a Principal with Mercer Investment Consulting and supported a diverse group of clients including corporations, foundations, hospitals, law firms, public, and universities. In addition to his nine-year tenure at Mercer, Keith was a Senior Analyst at Lend Lease Real Estate Investments.

Mr. Reynolds has a BS in Accounting from Berry College and an MBA with a Finance Concentration from Mercer University.



**Meredith Richardson\***

Director, Business Development  
GQG Partners

Meredith serves as Director, Business Development at GQG Partners where she primarily focuses on business development and client service in the Midwest and Western regions of the US. Previously, Meredith served as Director,

Business Development at Pacific Current Group, where she was responsible for new business development and consultant relations efforts for Pacific Current Group's portfolio of boutique investment managers. Prior to Pacific Current, Meredith held similar roles with WHV Investments, Northern Lights Capital Group, and Harbor Funds based in Chicago. Meredith earned her MBA from the Daniels College of Business at the University of Denver, and her BS in Finance from the University of Colorado at Boulder.



**Mary Ruth, CFA, FRM, CAIA**

Managing Director of Manager Research  
Appomattox Advisory

Mary Ruth has over 30 years' experience in financial markets and over 15 years as an investor/allocator across multiple asset classes. Mary oversees the manager research process. Previously, she was a Managing Director for the Lehman Brothers estate where she was a counterparty team lead, responsible for negotiating the settlement of Lehman's derivatives transactions with certain large banks and insurance companies. Prior to Lehman, she was with XL Capital Investment Partners for six years where she structured hedge fund derivative transactions and served on the investment committee for XL's \$2B hedge fund portfolio. Mary has been with Appomattox since 2015.

Before joining XL, Mary spent five years with Bankers Trust/ Deutsche Bank structuring derivative-based hedge fund products for institutional investors and equity and currency derivatives for endowment and pension fund clients. Mary started her career at Citibank, where she spent 13 years in several structuring and marketing roles in the securitization and derivatives businesses, covering corporations and financial institutions. Mary is a CFA charterholder, a CAIA charterholder and a Certified Financial Risk Manager. She earned a BA in economics and political science from Bucknell University in 1980 and an MBA in finance and marketing from the Wharton School in 1984. Mary is a Trustee for the Cornelia Connolly Center, a girls middle school on Manhattan's lower east side.

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**John Siciliano**

Senior Advisor

PwC

An experienced Board Chair and a Qualified Financial Expert (QFE), I have served as:

- Chairman, President and CEO of a public company
- CEO of a large subsidiary of a mutual company
- CFO of the primary subsidiary of a public company
- President of a mutual fund company
- On numerous for-profit, non-profit, and industry boards

I bring a flexible, innovative, analytical and thoughtful approach to situations ranging from the straightforward to the complex. My broad and global experience includes crisis management; turnarounds and restructurings; M&A; and developing, launching and managing successful growth initiatives. As both an executive and an advisor to Boards, CEOs and other senior leaders, I am well versed in the complexity of issues around governance and ethics in uncertain environments.

Additional areas of focus include product strategy and pricing, distribution by channel and geography, and the recruitment and retention of talent.



**Evan Scussel, CFA, CAIA**

Head of Equity Investment

AndCo.

Evan co-manages The Research Group at AndCo. When serving in an analyst capacity, Evan conducts investment manager due diligence within private equity.

Evan has over 20 years of investment experience covering many areas of investment oversight and due diligence, including fund accounting, 401(k) plan management, record keeping, competitive analysis, manager selection, and investment consulting. Prior to joining AndCo, Evan was a Senior Associate with Mercer Investment Consulting, based in Chicago.

Bachelor of Arts, Economics, University of Rhode Island

Masters of Business Administration, Finance, University of Connecticut

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**Claire Shaughnessy, CFA**

Partner

Aon

Claire is a partner in our investment consulting practice in the Norwalk, Connecticut office. For the past nineteen years, she has worked with a focused group of institutional clients including public and corporate pension funds, participant directed plans, and foundations to build successful investment programs. She has worked with many of the nation's leading investment programs during her consulting career and is the lead consultant to several large defined benefit plans. As an investment consultant she advises clients on their investment policy, asset allocation, investment structure, risk management and manager selection. She has implemented investments in all major asset classes across the capital structure (cash, fixed-income, equities, hedge funds, private equity and real estate). During her consulting tenure, she has assisted several clients develop and implement an investment strategy incorporating new asset classes including emerging markets, real estate and hedge funds.

She has over 25 years of institutional investment experience. She has been a speaker at industry conferences on a number of topics including using alternative investments within defined contribution plans, emerging markets and implementing fixed income strategies within a de-risking framework. Prior to joining Aon, Claire was a Managing Director of Investment Consulting at Rogerscasey. Prior to Rogerscasey, she worked with clients at Lazard Asset Management and Scudder Stevens & Clark. She began her investment career at The Equitable.

Claire holds a Masters of Business Administration degree from The Stern School of Business at New York University and graduated magna cum laude from Georgetown University with a Bachelor of Science in Business Administration. She is a holder of the CFA Institute's Chartered Financial Analyst (CFA) designation.





**Tracy McHale Stuart, CFA**

Managing Partner, Chief Executive Office  
Corbin Capital Partners, LP

Tracy serves as the Chief Executive Officer and is a Managing Partner of Corbin Capital Partners, a New York-based alternative investment manager that manages assets for pension plans, sovereign wealth funds, various other institutional investors, and high net worth clients globally. With over 30 years of industry experience, Tracy is responsible for the day-to-day management of the firm and is Chair of Corbin’s Investment Committee and a member of the Private Investment Committee, helping to formulate strategic investment policies. Prior to joining Corbin in April 2004, Tracy was Managing Director and Head of the Global Multi-Manager Strategies group at Goldman Sachs Asset Management where she created and managed an \$11B external manager of managers business.

Previously, Tracy worked at BARRA/RogersCasey Strategic Consulting Group (“BSCG”) as a Managing Director with responsibility for launching and managing the West Coast consulting team. Prior to BSCG, she was a consultant at Wilshire Associates, Inc. and a financial analyst at SEI Corporation. Tracy graduated from UCLA with a B.A. in Economics. She received her M.I.M. from the American Graduate School of International Management (Thunderbird) and was awarded the CFA charter in 1992. She lives in Fairfield, Connecticut with her husband, Tim, and their two children. Tracy currently chairs Save the Children’s annual Gala and is passionate about the cause.



**Amanda Tepper**

CEO  
Chestnut Advisory Group

Amanda Tepper is the Founder and CEO of Chestnut Advisory Group, a firm that provides business development consulting to asset managers. Chestnut’s services encompass strategy, content and implementation.

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

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Amanda holds an MBA from The Wharton School and a BA from Brown University, Phi Beta Kappa. Amanda is a member of the Investment Advisory Committee for Endowment of the Arts Students League of New York. She also serves on the Andover Development Board of Phillips Academy.



**Christopher Thompson, CFA**

Director, Investments  
Willis Towers Watson

Chris joined Towers Watson in September 2013 and is currently head of the firm’s Multi Regional equity manager research team.

Chris has over 25 years of investment experience, including nearly 20 years conducting investment manager due diligence. Prior to joining Towers Watson, Chris was the head of global equity manager research at Segal Rogerscasey.

Chris graduated with a BA in Economics from Siena College. He holds the Chartered Financial Analyst (CFA) designation and is a member of the CFA Institute and the Stamford Society of Security Analysts.



**Patricia Tiralongo, CFA\***

Managing Director, Institutional Client Relations  
Epoch Investment Partners, Inc.

Patricia is a member of the client relations group at Epoch, with primary responsibility for institutional business development within the Eastern United States. Prior to her current role, Patricia led Epoch’s business development and consultant relations efforts in Canada. Before joining Epoch in 2014, Patricia spent 16 years at TD Asset Management (TDAM), most recently as a member of the institutional relationship management team, where she was responsible for client service, marketing and business development for Canadian institutional clients. Previously, she was a portfolio manager on the quantitative investment team, focusing on transition and equity index portfolio management and before that was a research associate and trader for an internal hedge fund portfolio within TDAM. Patricia earned an Honours BA Specialist in Management from the University of Toronto.



**Chris Vella, CFA**

Chief Investment Officer, Multi-Manager Solutions  
Northern Trust

Christopher E. Vella, CFA, is Senior Vice President of Northern Trust's Multi-Manager Solutions Practice. He is Chief Investment Officer with responsibility for manager research and portfolio construction processes across Northern Trust's Multi-Manager Solutions Practice. He is responsible for the global manager research platform at Northern Trust, consisting of over \$100B in assets across 200 investment strategies. He manages a team of investment professionals across all traditional asset classes, covering external manager relationships on behalf of Northern Trust's private and institutional clientele.

Prior to joining Northern Trust in 2004, Mr. Vella was a founding member of Goldman Sach's external manager business which consists of institutional and private client assets. While at Goldman, he managed the international and emerging markets equity team. Prior to Goldman Sachs, Mr. Vella spent close to 6 years at SEI Investments working primarily on international equity and emerging markets equity manager research. He has over 20 years of manager research and multi-manager portfolio construction experience.

He received a B.S. magna cum laude in Finance with a minor in Applied Mathematics from Lehigh University and was elected into the Phi Beta Kappa honor society. He is a member of the New York Society of Financial Analysts. Mr. Vella is a CFA charterholder.



**Anne Westreich, CFA**

Managing Director, Senior Consultant  
Verus

Ms. Westreich joined Verus in 2006. She currently provides a broad range of investment consulting services to clients to assist them in reaching their long-term investment goals. In addition, she is a shareholder of the firm and a member of the Verus investment committee.

Ms. Westreich was previously a portfolio manager/analyst at Provident Investment Counsel and an analyst at Hughes Investment Management Company. Her 23 years of institutional investment management experience, analytical skill, and deep knowledge of financial markets are instrumental in helping clients meet the difficult challenges of developing and implementing an effective investment policy. Her background as a plan sponsor provides a level of understanding into her clients' needs, while her portfolio management experience adds a unique perspective when analyzing investment managers.

Ms. Westreich received her bachelor of science (BS) in finance from California State University Fullerton. In addition, she is a CFA charterholder (Chartered Financial Analyst) since 1995.



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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 around the globe, MandateWire is able to engage with top global institutional investors to provide well-timed, credible intelligence on investor strategies and business opportunities.

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Satuit Technologies, Inc. is the premier provider of cloud-based and On-Premise CRM, reporting and portal software solutions for the asset management, hedge fund, wealth management, private equity, and real estate markets. Satuit has offices in the United States and the United Kingdom, and serves clients in more than thirty-five countries. Satuit Technologies is certified as a women's business enterprise by the Women's Business Enterprise National Council (WBENC). For additional information, visit [www.satuit.com](http://www.satuit.com).

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### S&P Global Market Intelligence

S&P Global Market Intelligence

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Money Market Directories (MMD) is a current and comprehensive web-based information resource tailored specifically for marketing to institutional investors. MMD allows you to build effective relationships, identify new sales opportunities and sources of capital, perform focused prospecting, and develop targeted mailing campaigns. MMD can provide its clients complete access to the most-up-date information on key decision makers who manage investment capital for tax-exempt institutions, comprising corporate, union and government plan sponsors, endowments, foundations, health service organizations and sovereign wealth funds throughout the US, Canada, UK, EMEA and APAC. The MMD database provides global turnkey access to the institutional asset owners noted above as well as information on their RFP's and Mandates and detailed profiles of the industry consultants providing advisory services to these institutions. Other data sets available on the MMD WebAccess platform include comprehensive profiles of global family offices, investment advisors, OCIO's and coming soon, insurers and their general insurance account assets. Please visit us at marketintelligence.spglobal.com for more information or to schedule a demonstration, email us at MMDSales@spglobal.com





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