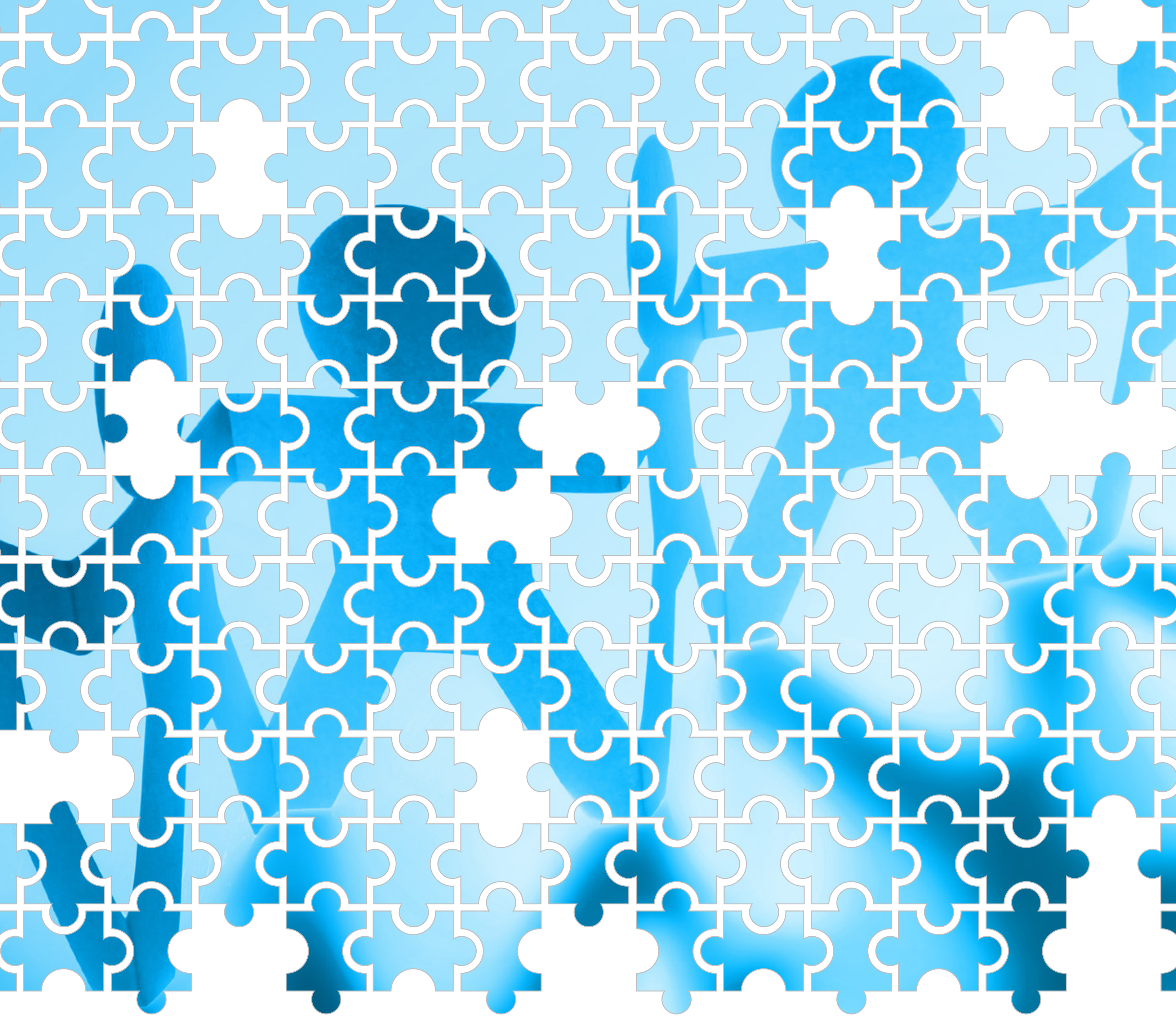

# BUILD YOUR COMMUNITY

42ND ANNUAL MARKETING & SALES CONFERENCE
APRIL 28-30, 2019
ARIZONA BILTMORE, PHOENIX, AZ

AIMSE

PRELIMINARY PROGRAM

# TABLE OF CONTENTS

# DEAR AIMSE MEMBERS

Thank you for being a part of the 42nd AIMSE Annual Marketing & Sales Conference.

We have been delighted and honored to create an educational, impactful, and memorable program for you. We truly appreciate your attendance and look forward to seeing everyone interact, share ideas, learn, and have fun.

Our sales effectiveness is based on interpersonal relationships, connections, sharing stories and face-to-face interaction, which is the heart of any community. We have found several examples, including our committee's own, of AIMSE members meeting at this conference (in one case 18 years ago) and helping one another achieve an edge towards success.

This is why we chose this year's theme of Build Your Community, which reflects the importance of these lasting relationships in our industry. Community is a strong core value of what AIMSE has been built upon and we encourage you to engage with your fellow conference goers with the spirit of embodying that value; introduce yourself and build your community.

The program this year also contains an impressive and supportive set of leading asset allocators and a wide variety of investment consulting representatives. Sessions are diversified across channels, subject matters, and traditional vs. alternative asset classes. A few highlights:

- Keynote speakers Ron Tite and Colette Carlson will inspire you to refocus, reimagine and reengage your work and life through storytelling and the power of human connection.
- General session topics covering consultant consolidation, OCIO future trends and wealth management convergence.
- Senior consultants from over a dozen firms, including the ever-popular consultant roundtable session.
- Panel discussion featuring recipients of CIO Magazine's NextGen and 40 Under Forty Awards in addition to several other plan sponsor panels with representatives from leading institutions.
- Big, medium and small - Three institutional investors, representing large, medium, and smaller pension plans pursue very different strategies. These differentiated strategies are driven by their size, their specific goals, and their investment philosophies. While we will explore their differences, their investment strategies have many common themes.
- Breakout sessions focused on specific channels (Consultant vs. Direct) and (Traditional vs. Alternative) as well as personal and corporate development opportunities, with Neen James, a terrific speaker to help provide us with a tune up for each of our sales efforts.

As always, we have partnered with industry leading sponsors and exhibitors who have developed robust and intelligent tools to help sales executives succeed. They would love to meet you and find out how they can help your firms succeed in this increasingly competitive market place. Please take some time to meet them and learn about their value add.

Of course, it wouldn't be an AIMSE conference if we didn't include fun events to help foster new relationships and strengthen existing ones. In addition to our traditional golf, tennis, and volleyball tournaments, we have created a few community building activities into the program which you will find throughout the agenda.

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

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

Sincerely,

**Heather Beatty**
First Eagle Investment Management
Conference Co-Chair

**Tony Buscemi**
Gallatin Capital
Conference Co-Chair

# AIMSE/TOIGO SCHOLARSHIP

AIMSE is proud to partner with The Robert Toigo Foundation since 2017 to promote diversity in the asset management industry. AIMSE embraces Toigo's mission to foster the career advancement and increased leadership of underrepresented talent by creating mechanisms for greater inclusion from the classroom to the boardroom.

On behalf of the AIMSE membership, the Board of Directors established a scholarship program for participants of the Toigo Fellowship program. Currently, we have four AIMSE Toigo Fellow Scholarship Recipients:

**Ashley Allen, 2017 Recipient**
Columbia University Business School

**Alex Robles, 2017 Recipient**
The Wharton School

**Karen Nyawera, 2018 Recipient**
Harvard Business School

**Brandon Yu, 2018 Recipient**
Harvard Business School

The scholarships provides tuition assistance, paid directly to their respective elite graduate MBA business school. In addition to monetary support, the AIMSE Toigo scholarship recipients are provided full AIMSE memberships and are encouraged to engage in regional events and attend both the AIMSE Fall Conference and Annual Marketing & Sales Conference. Providing networking and career opportunities is paramount. If you would like to connect with the AIMSE Toigo Fellow Scholarship Recipients, please contact the AIMSE office here or call 703-234-4098.

# SCHEDULE AT A GLANCE

| SUNDAY, APRIL 28 | |
|---|---|
| 7:00-8:00 am | Golf Tournament Registration & Breakfast |
| 8:00 am-12:00 pm | Golf Tournament |
| 10:00-11:30 am | Golf Clinic |
| 12:00-1:30 pm | Luncheon for Golf Tournament and Clinic Participants |
| 2:30-5:30 pm | AIMSE Boot Camp |
| 4:00-8:00 pm | Conference Registration |
| 6:00-6:30 pm | Newcomer & Mentor Reception |
| 6:30-9:30 pm | Welcome & Exhibitor Reception |

| MONDAY, APRIL 29 | |
|---|---|
| 7:00 am- 3:30 pm | Conference Registration |
| 7:00-8:00 am | Breakfast with Exhibitors |
| 8:00-8:15 am | AIMSE President's Welcome |
| 8:15-9:15 am | Keynote Presentation by Ron Tite: Your Stories Are More Powerful Than Your Data |
| 9:15-9:45 am | A Word From Our Partners |
| 9:45-10:45 am | State of the State: Consultants, Consolidation and the Cycle |
| 10:45-11:00 am | Refreshment Break with Exhibitors |
| 11:00-11:50 am | Concurrent Breakout Sessions<br>Track 1: Traditional Investments<br>Track 2: Alternatives<br>Track 3: Professional Development |
| 12:00 -1:00 pm | Networking Lunch with Exhibitors and Guest Speaker Ron Insana<br>2020 Vision: What to Watch for on Wall Street, Main Street and in Washington |
| 1:10-2:10 pm | Outsourced CIO, The Next Chapter |

# SCHEDULE AT A GLANCE

| | |
|---|---|
| 2:10-2:40 pm | Refreshment Break with Exhibitors |
| 2:45-3:45 pm | Concurrent Breakout Sessions<br>Track 1: Traditional Investments<br>Track 2: Alternatives<br>Track 3: NextGen |
| 4:30-6:45 pm | Optional Outdoor Activities<br>- Tennis Tournament<br>- Volleyball Tournament |
| 7:30-8:00 pm | Cocktail Reception |
| 8:00-11:00 pm | Dinner & AIMSE Lothrop Award Presentation |

| TUESDAY, APRIL 30 | |
|---|---|
| 7:00 am – 1:00 pm | Conference Registration |
| 7:00-8:00 am | Breakfast with Exhibitors & AIMSE Annual Business Meeting |
| 8:00-9:00 am | Keynote Presentation by Colette Carlson: Stress Less, Connect More |
| 9:00-10:00 am | Institutional Investment Consultants and Wealth Management: The Path of Convergence |
| 10:00-10:20 am | Refreshment Break with Exhibitors |
| 10:20-11:40 am | Concurrent Breakout Sessions \| Meet the Allocators Parts I and II<br>Please note each session is 40 minutes in length beginning at 10:20 am and repeating at 11:00 am.<br>Attendees are encouraged to select one session per time period.<br>Session 1: Moving Forward in Healthcare<br>Session 2: Exploring the Impact of a Plan’s Size and Investment Philosophy<br>Session 3: Attention Pays – How to Drive Profitability, Productivity and Accountability for Sales Executives |
| 11:50 am -1:20 pm | Consultant Roundtables |
| 1:20-2:20 pm | Networking Lunch with Exhibitors |
| 3:00 – 7:00 pm | Post-Conference Volunteer Activity at The Society of St. Vincent de Paul |
| Program and speakers subject to change. Visit www.aimse.org for updates. | |

# EXTENDED SCHEDULE

## SUNDAY, APRIL 28

| | |
|---|---|
| **7:00-8:00 am** | **Golf Tournament Registration & Breakfast** |
| **8:00 am-12:00 pm** | **Golf Tournament** |
| **10:00-11:30 am** | **Golf Clinic**<br>Golf is a proven business development skill. Are you new to the game or interested in an early season tune-up rather than playing the full tournament? We've organized the golf clinic just for you. The clinic includes use of rental golf clubs and offers 1.5 hours of personalized instruction from resort golf professionals on all the basics of the game (full swing, putting and chipping). |
| **12:00-1:30 pm** | **Luncheon for Golf Tournament and Golf Clinic Participants** |
| **2:30-5:30 pm** | **AIMSE Boot Camp**<br>This pre-conference session is targeted toward those marketers new to the business as well as more experienced marketers looking to shift their sales performance into high gear. The goal of this session is to provide guidance on a "soup to nuts" approach to marketing success for both traditional and alternative products. The AIMSE Boot Camp is an opportunity to learn and ultimately succeed as this program was created by investment sales professionals for investment sales professionals. Topics will include:<br>• Understanding the Investor Sales Cycle<br>• Building a Team<br>• Engaging Investors<br>• Presentation Skills<br>• Building Relationships<br>• Due Diligence<br>• Marketing Resources<br>• Marketing Tips and Tricks<br><br>**Moderators:**<br>Michael Gillis<br>Vice President & Director, Institutional Relationships<br>TD Greystone Asset Management<br><br>Chris Rae<br>Managing Director<br>Elevation Marketing Advisory |
| **4:00-8:00 pm** | **Conference Registration** |
| **6:00-6:30 pm** | **Newcomer & Mentor Reception** |
| **6:30-9:30 pm** | **Welcome & Exhibitor Reception** |

## MONDAY, APRIL 29

**7:00 am-3:30 pm** **Conference Registration**

**7:00-8:00 am** **Breakfast with Exhibitors**

**8:00-8:15 am** **AIMSE President's Welcome**

**8:15-9:15 am** **Keynote Presentation by Ron Tite: Your Stories Are More Powerful Than Your Data**

Once upon a time, business was interesting. Then we discovered metrics and spreadsheets. Before you know it, the left brainers took over and we became a legion of data evangelists who let the numbers speak for themselves. There's only one problem. Numbers are boring as hell. Data can help you make important decisions but it should never speak for you. The stories of your customers, the stories of your brand's promise, the stories of your experiences, heck, even the stories of your stories are far more interesting than any graph or table. Ron's humorous and interesting session will help you and your team collect, curate, tell and share the stories you already have.

**9:15-9:45 am** **A Word From Our Partners**

**9:45-10:45 am** **State of the State: Consultants, Consolidation and the Cycle**

This session features leaders of top consulting firms in the U.S. Topics will range from how each firm views itself in the context of the marketplace to a discussion the future of offering high quality institutional investment consulting services and/or delegated services to plan sponsors. In the age of consolidation, what do the recent mergers mean for firms who are big getting bigger – can they differentiate their models from other mega firms? Conversely, what are the benefits and challenges of remaining a boutique investment consulting firm? Can both models survive?

**Moderator:**
**Bonnie Stanfield, CFA**
Director, Consultant Relations
Putnam Investments

**Speakers:**
**Janet Becker-Wold, CFA**
Senior Vice President & Manager
Callan

**Stephen McCourt, CFA**
President & Co-Chief Executive
Meketa Investment Group

**Rich Nuzum, CFA**
President, Wealth
Mercer

**George Tarlas, CFA**
Senior Managing Director
Asset Consulting Group

**10:45-11:00 am** **Refreshment Break with Exhibitors**

**11:00-11:50 am**

## Concurrent Breakout Sessions

**Track 1: Traditional Investments**

### Have We Seen This Movie Before? What Has Changed and What Have We Learned?

In 2008, we were deep in the throes of the global financial crisis. Since the equity markets bottomed, we experienced one of the longest market recoveries in US history. Lately, however, volatility has returned, interest rates are on the rise, and equity valuations are relatively high. Does this sound familiar or is it different this time? Come learn how are our expert panelists are positioning their portfolios in this environment and where they are seeking to find pockets of opportunity.

**Moderator:**
Kurt Terrien
Managing Director, Institutional Sales
Clarkston Capital Partners

**Speakers:**
Erin Archer, CFA
Treasurer
DePaul University

Thomas Foster, CFA
Director, Pension & Trust Investments
Pinnacle West Capital Corporation

Anurag Pandit, CFA
Chief Investment Officer
ALSAC, St. Jude Children's Research Hospital

Ronald Thompson, CFA, CAIA
Vice President, Pension Investments & Chief Investment Officer
Alcoa Corporation

**Track 2: Alternatives**

### Alternative Investment Panel 20/20

For nearly a decade, equity valuations have thrived in a bull market. Allocations to alternative strategies have remained robust and stable despite questions as to whether alternatives remain in favor with investors. Investors continue to maintain a diverse portfolio of alternatives, with the current lion's share going to hedge funds, private equity and real estate. Recently allocations to real assets and uncorrelated or diversifying strategies are making headway. Is convergence occurring among managers in different corners of the alternatives industry? Will alternative managers be affected by the same disruption throughout the institutional investment industry? Will investors demand more standardization or more customization? Finally, who will emerge as the leader in terms of advice and guidance within the alternative investment landscape, what will that model look like? Join a panel of alternative investment allocators as they discuss their current observations, preferences, best practices, and outlook for the industry.

**Moderator:**
Pete Keliuotis, CFA
Executive Vice President, Head of Alternatives Consulting
Callan

**Speakers:**
Kirill Buzinov
Associate, Absolute Return
Perella Weinberg Partners

Mark Cagwin, CFA, CPA
System Director, Treasury & Investments
SSM Health Care Corporation

**Troy Searles, CFA**
Co-Chief Investment Officer
Federated Management Services

**Trevor Williams, CFA, CAIA**
Managing Director, Portfolio Manager
Penn Mutual Asset Management

**Track 3: Professional Development**

**I Am Not Throwing Away My Shot – Alexander Hamilton (the Musical)**
We work so very hard to make it to the finals and we don't want to "throw away our shot" at winning the business. Not everything is in our control but for those things that are in our control, this master class is for you. Join this professional development community, and together we will explore the Art of Q&A – that once mastered – results in improved win rates. We will also take a master class look at the opening of your finalist presentation including: What brain science tells us is happening in the first 9 seconds, 90 seconds, and the first 9 minutes - and what we can do as a result.

**Moderator:**
**Michael Gillis**
Vice President & Director, Institutional Relationships
TD Greystone Asset Management

**Speakers:**
**Tim McAvoy**
Client & Consultant Relations
Coho Partners

**Lori McEvoy**
Managing Director, Global Head of Distribution
Jennison Associates

**Matt Pawlak**
Vice President
Dimensional Fund Advisors

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**12:00-1:00 pm**

**Networking Lunch with Exhibitors and Guest Speaker Ron Insana**

**2020 Vision: What to Watch for on Wall Street, Main Street and in Washington**
There are no shortages of narratives coming out of the US economy, whether it be political or economics-based. From an investments perspective, Schroders' Senior Adviser and CNBC contributor Ron Insana will provide insight on where he sees pillars of strength, signs of economic weakness, and specific external risks that could disrupt what continues to be one of the few shining bright spots in today's global economic story.

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**1:10-2:10 pm**

**Outsourced CIO, The Next Chapter**
The OCIO channel is the fasted growing segment of the institutional marketplace. Our panel will discuss the expected long-term ramifications and how asset managers can maximize the OCIO growth opportunity for their firms.

**Moderators:**
**Chris Paolella**
Managing Director, OCIO
Invesco

**Amanda Tepper**
Chief Executive Officer
Chestnut Advisory Group

**Speakers:**
**Stephen Beinhacker, CFA**
Managing Director, Global Head of Manager Research
SEI

**Andrew Junkin, CFA, CAIA**
President, Wilshire Consulting
Wilshire Associates

**David Kelly, CFA, FIA, FSA**
Partner, Chief Investment Officer for North America
Aon

**2:10-2:40 pm** **Refreshment Break with Exhibitors**

**2:45 – 3:45 pm** **Concurrent Breakout Sessions**

**Track 1: Traditional Investments**

**ESG Investing: Measuring Impact**
The evolution of the ESG/SRI/Impact landscape continues. Assets are increasingly being directed toward sustainable investments. Hear from industry leaders on how they view the landscape and how they have incorporated those views into their businesses. You will also learn about challenges that each industry leader has faced throughout this process. Discussion topics will include:

- Obtaining standardized ESG data
- Incorporating views on the 17 SDG's
- Impact of millennials on the ESG conversation
- How will managers be measured?
- How have you incorporated ESG factors into your decision-making process?
- What are some of the challenges you have faced as you've worked through incorporating sustainability?

**Moderator:**
**Dr. Mariela Vargova**
Senior Vice President & Senior Sustainability & Impact Analyst
Rockefeller Capital Management

**Speakers:**
**Meredith Jones**
Founder, MJ Alternative Investment Research
Partner, Global Head of Responsible Investing & Head of Emerging & Diverse Manager Research, Aon Hewitt

**Tim Kavanaugh**
Director of Investments
Mercy Investment Services

**Colleen Smiley**
Principal, Assistant Director of Public Markets Manager Research
Meketa Investment Group

## EXTENDED SCHEDULE (CONTINUED)

**Track 2: Alternatives**

**Private Debt and Private Equity – How Do They Fit Into a Plan and What are Investors Looking For?**
This will be an interactive discussion between a Private Credit research analyst, and Private Equity research analyst, a Field Consultant, and a Plan Sponsor discussing what each looks for in terms of approving, recommending, and making an investment. The discussion will shift to how a field consultant and a plan sponsor determine which manager to allocate capital to. We will also discuss whether private equity or private credit is a more attractive investment at this stage of the economic cycle- and why.

**Moderator:**
**Dimitrios Stathopoulos**
Senior Managing Director, Head of Institutional Sales
Nuveen

**Speakers:**
**Turner Bailey**
Principle
Mercer

**Kevin Keneally**
Deputy Chief Investment Officer
General Retirement System of the City of Detroit

**Stephen McCourt, CFA**
President & Co-Chief Executive
Meketa Investment Group

**Francois Otieno**
Director of Credit Research
Segal Marco Advisors

**Track 3: NextGen**

**CIO Magazine's NextGen/40 Under Forty Award Recipients - Throughout the Years**
Meet the stars that have received CIO's coveted recognition. We will recognize recipients over the past few years to gain perspective on the evolution of their career. This session will cover contemporaneous topics in today's investment environment as we hear from our panelists on how they are shaping the investment landscape for future generations, how they have been shaped by their experience to date and for what they attribute their guiding light.

**Moderator:**
**Christa Maxwell, CFA, CIPM**
Director of Business Development
Kennedy Capital Management, Inc.

**Speakers:**
**Chad Myhre**
Portfolio Manager
Missouri Public School & Education Employee Retirement Systems

**Mark-André Saucier-Nadeau**
Portfolio Manager, Global Equities
Caisse de dépôt et placement du Québec

**Kristin Varela**
Deputy Chief Investment Officer
Public Employees Retirement Association of New Mexico

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**4:30-6:45 pm** **Optional Outdoor Activities**
- Tennis Tournament
- Volleyball Tournament

# EXTENDED SCHEDULE (CONTINUED)

**7:30-8:00 pm** — **Cocktail Reception**

**8:00-11:00 pm** — **Dinner & AIMSE Lothrop Award Presentation**

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

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

## TUESDAY, APRIL 30

**7:00 am-1:00 pm** — **Conference Registration**

**7:00-8:00 am** — **Breakfast with Exhibitors & AIMSE Annual Business Meeting**

**8:00-9:00 am** — **Keynote Presentation by Colette Carlson: Stress Less, Connect More**

The truth is whether you are in leadership, in sales, or on the front line, you are expected to produce more in less time with fewer resources, while staying positive and connected with colleagues, customers and clients. The reality is we are all stressed out, tightly wound, and exhausted trying to meet and exceed expectations. People have the best intentions that seem to go out the window before lunch as they are constantly changing schedules, demands, and priorities. Enough already! Create the focus, energy, and mindset necessary to make healthy choices and stay connected to those who count.

It's no longer about time management, it's about YOU management. Get ready to laugh-out loud and walk away ready to make positive, long-lasting change the next day.

**9:00 – 10:00 am** — **Institutional Investment Consultants and Wealth Management: The Path of Convergence**

As the Investment Consulting community looks to expand practices outside of traditional Institutional markets, this panel will examine how firms are establishing relationships and influence with wealth management intermediary's such as broker dealers, RIA's, private banks, family offices, etc.  We will focus specifically on which firms are active in the space, the services they are providing to the wealth segment, how the business is likely to evolve, and of course, strategies that asset managers are pursuing to take advantage of this changing industry dynamic.  The panel will include consultant's active in the space, their clients, and be moderated by a CR professional at a money manager with a significant Wealth Management presence.

**Moderator:**
Leonard Oremland
Managing Director, Head of Global Consultant Relations
OFI Global Asset Management

**Speakers:**
Joseph Cortese, III
Senior Consultant & OCIO Financial Institutions Practice Leader
DiMeo Schneider & Associates

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

Dennis Sabo, CFA
Partner, Portfolio Manager
Edge Capital Group

**10:00-10:20 am** **Refreshment Break with Exhibitors**

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**10:20-11:40 am** **Concurrent Breakout Sessions – Meet the Allocators Parts I and II**

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

**Session 1: Moving Forward in Healthcare**

For healthcare organizations, the crisis changed the way they perceive risk and liquidity. These institutions represent an evolving distribution channel for asset managers. We will explore how plans leverage resources among different groups with various pools of assets. We will dive into how the plans and consultants view volatility affecting their already complex task of planning and investing. We will address where they see opportunity and will discuss how best to cover their organizations and what to avoid. The panel will consist of a well-rounded group of investment professionals from health organizations to consultants with a focus on the space.

**Moderator:**

**Tonja Truesdell**
Regional Director, Institutional Group
Thornburg Investment Management

**Speakers:**

**Michael Horst, CFA, CAIA**
Senior Director, Investment Management
Kaleida Health

**Dina Richard**
Chief Investment Officer
Trinity Health

**James Wesner, CFA**
Managing Partner
Marquette Associates

**Gary Wyniemko, CFA**
Principal, Senior Consultant
NEPC

**Session 2: Exploring the Impact of a Plan's Size and Investment Philosophy**

Three institutional investors, representing large, medium, and smaller plans pursue very different strategies. These differentiated strategies are driven by their size, their specific goals, and their investment philosophies. While we will explore their differences, their investment strategies have many common themes. From the use of active vs. passive, the use of alternatives, smart beta strategies, and credit these investors will shed light on the rationale for their investment approach. Moderated by a seasoned pension plan consultant, this session will allow you to develop a better awareness of the unique situations each of these plans face.

**Moderator:**

**Don Stracke, CFA, CAIA**
Senior Consultant
NEPC

**Speakers:**

**Karl Polen**
Chief Investment Officer
Arizona State Retirement System

**Mark Steed**
Chief Investment Officer
Arizona Public Safety Personnel Retirement System

**Session 3: Attention Pays – How to Drive Profitability, Productivity and Accountability for Sales Executives**
To get the results you want, you need to get attention. But most people don't know how to get it and keep it. Neen has designed a methodology for Intentional Attention that helps sales leaders and organizations be more deliberate about the choices we make and the actions we take.

Join speaker, author, and sassy little Aussie, Neen James, and discover what makes attention valuable and why paying attention in very specific ways drives profitability, productivity, and accountability.

You'll learn:

• The three types of attention, Personal, Professional and Global and how to master each

• Strategies to design work and personal environments for optimal attention and focus

• A framework to get your team aligned, focused and executing faster than ever

**Moderator:**
**Kurt Terrien**
Managing Director, Institutional Sales
Clarkston Capital Partners

**Speaker:**
**Neen James**
Motivational Keynote Speaker
Neen James Inc.

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**11:50 am-1:20 pm**

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

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

**Speakers:**
**William Beck**
Vice President
Wilshire Associates

**Roger Fenningdorf, CFA**
Partner, Head of Manager Research
Rocaton Investment Advisors

**Margaret McRae Hoy, CFA**
Associate Director, Public Markets
Verus

**Eric Huff, CFA, CAIA**
Vice President, Manager Research
LCG Associates

**Spencer Hunter**
Consultant
RVK, Inc.

## EXTENDED SCHEDULE (CONTINUED)

**Russell Ivinjack**
Senior Partner
Aon

**Nat Kellogg, CFA**
Director of Manager Search, Managing Partner
Marquette Associates

**Danielle Natonson, CFA**
Managing Director
Cardinal Investment Advisors

**Colleen Smiley**
Principal, Assistant Director of Public Markets Manager Research
Meketa Investment Group

**Eric Thielscher, CFA**
Global Head of Public Investments
Cambridge Associates

**Greg Ungerman, CFA**
Senior Vice President, DC Practice Leader
Callan

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**1:20-2:20 pm** — **Networking Lunch with Exhibitors**

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**3:00-7:00 pm** — **Post-Conference Volunteer Activity at The Society of St. Vincent de Paul**

468,000 families are in need across Arizona. The Society of St. Vincent de Paul dining rooms give those in need a chance to have a sit-down meal, but it's more than that … When you visit to serve or be served, it's rarely just about eating. Volunteers create an experience many of us take for granted, an opportunity not only to eat but to meet and greet as well. It's also a chance to discover other ways to help our guests. Stomachs and hearts are filled in five dining rooms, where 3,500 nourishing, hot meals accompany our hospitality every day.

Duties will include but are not limited to: room preparation, setting up tables and chairs, greeting guests, preparing salad, pastries, and bread, plating food on a hot food line, waiting on tables, distributing silverware, napkins, and cups, sorting / giving out essential items to guests (e.g. clothing, hygiene kits, etc.), clean up (e.g. busing tables, mopping, taking out garbage, washing dishes, etc).

**Pre-registration is required in order to participate. On-site registration is not available for this activity.** AIMSE will provide transportation between the Arizona Biltmore and The Society of St. Vincent de Paul dining room. Closed-toe shoes with rubber soles required.

Program and speakers subject to change. Visit www.aimse.org for updates.

# HOTEL INFORMATION

Arizona Biltmore
2400 E. Missouri Ave.
Phoenix, AZ 85016

**Phone** 602.955.6600
**Reservations** 800.950.0086
Online Reservations

**Room Rates & Reservations**
AIMSE has contracted a discounted room rate of $314.00 per night for the conference. All reservations must be made directly with Arizona Biltmore. Sales agents are available by phone at 800-950-0086. Be sure to indicate that you are attending the AIMSE conference when making your reservation. You may also book your room online.

Rooms are reserved on a first come, first served basis. Reserve your room as early as possible to take advantage of the AIMSE group rate. **The cut-off date to receive the AIMSE group rate is April 5, 2019.**

# GENERAL INFORMATION

**Travel Information**
The airport nearest to the conference hotel is Phoenix Sky Harbor Airport (PHX).

**Parking**
The hotel offers 24 hour valet parking. Overnight valet is $30 per night. Overnight self-parking is available for $16 per night.

**Recommended Dress**
All sessions and events are business casual.

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

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

**No Smoking Policy**
Smoking is not permitted during any conference activity.

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

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

# REGISTRATION POLICIES

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

**Attendance Policy**
Only current, paid AIMSE members are eligible to attend the AIMSE Annual Conference. Please call the AIMSE office at 703-234-4098 to verify your membership status or to request a membership application.

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

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

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

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

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

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

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

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

**Refunds/Cancellations**
Refunds will be granted by AIMSE for requests received in writing by April 1, 2019. An administrative fee of $250 will be assessed to all refunds of $500 or more. No refunds will be granted after April 1, but another AIMSE member from your firm may attend in your place. All requests for refunds and/or transfers must be submitted in writing by the registered individual. Refunds for sports tournaments will not be issued.

**Attendee List**
Your registration must be received by April 1, 2019 for your name to appear in the printed list of conference attendees. AIMSE does not distribute attendee lists prior to the conference.

**Deadlines**
Conference Registration Fee Discount: April 1, 2019
Cancellation Refund Requests: April 1, 2019
Registration Deadline for Inclusion in printed Attendee List: April 5, 2019
Hotel Room Reservations at AIMSE Rate (subject to availability): April 5, 2019

For clarification on registration policies or to verify your membership status, call the AIMSE office at 703.234.4098 or send an e-mail to the AIMSE staff at info@aimse.org.

**AIMSE Registration Hours**
Saturday, April 27, 2:00 pm – 5:00 pm
Sunday, April 28, 4:00 pm – 8:00 pm
Monday, April 29, 7:00 am – 3:30 pm
Tuesday, April 30, 7:00 am – 1:30 pm

# REGISTRATION FORM

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

FULL NAME ______________________________ JOB TITLE ______________________

BADGE / NICKNAME ______________________________ FIRM ______________________

MAILING ADDRESS ______________________________________________________

CITY ____________________ STATE / PROVINCE __________ ZIP / PC COUNTRY ______________

PHONE ______________________________ E-MAIL ______________________________

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

## AIMSE MEMBER REGISTRATION FEES

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

### Early Bird Registration–Ends April 1

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

### Registration–After April 1

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

### On-Site Registration

- O AIMSE Member Registration: **$2295**

## EXHIBITOR REGISTRATION FEES

### Early Bird Registration–Ends April 1

- O Exhibitor (If one of four booth reps on exhibitor contract): **$0**
- O Additional Exhibitor Staff (each): **$1495**

### Registration–After April 1

- O Exhibitor (If one of four booth reps on exhibitor contract): **$0**
- O Additional Exhibitor Staff: **$1595 per person**

### Spouse/Guest Registration Fees

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

- O **$395** – Ends April 1
- O **$495** – After April 1

Complete the following as you would like your spouse/guest badge to appear:

______________________________________
SPOUSE / GUEST FULL NAME

______________________________________
SPOUSE / GUEST BADGE INFORMAL/FIRST NAME

______________________________________
SPOUSE / GUEST OF

# BREAK-OUT SESSION REGISTRATION

**Sunday, April 28**
**2:30 – 5:30 pm**
- AIMSE Boot Camp

**Monday, April 29** (Select one session per time period.)
**11:00 – 11:50 am CONCURRENT BREAK-OUT SESSIONS**
- Track 1: Traditional Investments
- Track 2: Alternatives
- Track 3: Professional Development

**2:45 – 3:45 pm CONCURRENT BREAK-OUT SESSIONS**
- Track 1: Traditional Investments
- Track 2: Alternatives
- Track 3: NextGen

**Tuesday, April 30** (Select one session per time period.)
**10:20 – 11:40 am CONCURRENT BREAK-OUT SESSIONS**
**MEET THE ALLOCATORS PARTS I AND II**
Please note each session is 40 minutes in length beginning at 10:20 and repeating at 11:00.

**10:20 – 11:00 am**
- Session 1: Moving Forward in Healthcare
- Session 2: Exploring the Impact of a Plan's Size and Investment Philosophy
- Session 3: Attention Pays – How to Drive Profitability, Productivity and Accountability for Sales Executives

**11:00 – 11:40 am**
- Session 1: Moving Forward in Healthcare
- Session 2: Exploring the Impact of a Plan's Size and Investment Philosophy
- Session 3: Attention Pays – How to Drive Profitability, Productivity and Accountability for Sales Executives

**Tuesday, April 30**
**3:00 – 7:00 pm**
**POST-CONFERENCE VOLUNTEER ACTIVITY AT THE SOCIETY OF ST. VINCENT DE PAUL DINING ROOM**
- Yes, I plan to participate
- No, I am unable to participate

Pre-registration required in order to participate. On-site registration not available for this activity. AIMSE will provide transportation between the Arizona Biltmore and The Society of St. Vincent de Paul dining room. Closed-toe shoes with rubber soles required.

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

________________________________________

________________________________________

________________________________________

________________________________________

## MEMBERSHIP DUES

Only current paid AIMSE Members are eligible to attend the conference. If you are unsure of your membership status, please call the AIMSE office at 703.234.4098 or email the AIMSE staff at info@aimse.org.

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

**Subtotal $** ____________________

## MENTOR PROGRAM

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

Newcomers and those wishing to participate in the mentor program will receive an invitation to attend the Newcomer/Mentor Reception on Sunday.

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

## OPTIONAL ACTIVITIES REGISTRATION

○ **Sunday, April 28 – Golf Tournament**
7:00 am Continental Breakfast & Registration
8:00 am Shotgun Start
12:00 pm Lunch
**$295 per person**
**For club rental, please contact the Golf Course directly.*

YOUR NAME ________________________________________

HANDICAP / AVERAGE SCORE ________________________

Requested Team Members:

1. ________________________________________

2. ________________________________________

3. ________________________________________

Please include team member requests at the time of registration.

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

○ **Sunday, April 28 – Golf Clinic**
10:00-11:30 am Clinic
12:00 pm Lunch
**$155 per person**

○ **Monday, April 29 – Tennis Tournament**
4:30 pm
**$90 per person**

○ **Monday, April 29 – Volleyball Tournament**
4:30 pm
**$75 per person**

**Tournament Policies**

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

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

SIGNATURE ________________________________________

NAME ____________________________ DATE ____________

**Optional Activities Subtotal $** ______________________

## METHOD OF PAYMENT

Payments must be made in US Dollars

**Total Amount $** ________________________________

○ Check Enclosed (Please print clearly: payable to AIMSE)

○ Credit Card
○ Mastercard ○ Visa ○ American Express

CARD NUMBER ________________________________

EXPIRATION DATE______________________ CSC __________

SIGNATURE ________________________________________

**Submit Registration Forms and Payment to:**

AIMSE
11130 Sunrise Valley Drive, Suite 350
Reston, Virginia 20191
Phone | 703. 234. 4098
Fax | 703. 435. 4390
info@aimse.org

AIMSE

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