



20th Annual AIMSE **Canadian** Conference

January 29-30, 2013

Sheraton Centre Toronto Hotel | Toronto, Ontario

Conference Program

20th Annual AIMSE **Canadian** Conference

January 29

5:30–8:00 pm

Opening Reception | CN Tower

Sponsor:

Benefits Canada/Canadian Investment Review

Description:

In celebration of the 20th Annual AIMSE Canadian Conference, the Opening Reception will take place at the CN Tower. Beverages and heavy hors d'oeuvres will be served. Don't miss this opportunity to kick off the conference by reconnecting with old and new colleagues.



CFA Institute

CFA Institute has approved this program, offered by Association of Investment Management Sales Executives (AIMSE), for 2 CE credit hours. If you are a CFA Institute member, CE credit for your participation in this program will be automatically recorded in your CE tracking tool.

Schedule

January 30

7:30–8:00 am

Breakfast

Osgoode Ballroom West

8:00–8:15 am

Welcome & Introduction

Osgoode Ballroom East

8:15–8:30 am

Now a Word from Our Sponsors

Osgoode Ballroom East

8:30–10:00 am

Keynote Speaker: Don Yaegar

Osgoode Ballroom East

Moderator:

Brian Monroe, *Sawgrass Asset Management, LLC*

Description:

What Makes the Great Ones Great – As a sports writer and author of more than a dozen books, Don has had a front row seat with some of the greatest winners in athletics, including Walter Payton, Jimmy Connors, Michael Jordan, John Wooden, Pat Riley and Dale Brown. They are all legends in their own right, but does anyone believe the athletes mentioned above are really the GREATEST athletes of their time, physically? Remember, Jordan wasn't even the first pick in the draft. Payton had to go to a small black college because bigger schools didn't want to risk a scholarship on him. Each became a champion through strength and skills that had nothing to do with physical prowess.

Using rich personal accounts gathered from more than twenty years of interviews with many of today's sports legends and business leaders, Don has distilled Sixteen Consistent Characteristics of Greatness. Don shares some of these characteristics with audiences, in an easy, engaging style, which helps participants realize that they, too, can achieve a higher level of personal success.

Schedule

10:00–10:30 am

Refreshment Break with Sponsors

Osgoode Ballroom West

Sponsor:

Benefits and Pensions Monitor

10:30–10:40 am

Flash Presentation: Introduction to the Claritas Investment Certificate

Osgoode Ballroom East

Speaker:

Thomas Robinson, *CFA Institute*

Moderator:

Jay A. Wiltshire, *Greystone Managed Investments, Inc.*

10:40 am–12:00 pm

Plan Sponsor, Foundation and Wealth Management Programs Roundtable

Osgoode Ballroom East

Speakers:

Meyer Aaron, *Bank of Canada*

Martin Bélanger, *The University of Western Ontario*

Roy Borzellino, *SEI*

Andy Campbell, *Nunavut Trust*

Eric Fechter, *Teck Resources Limited*

Gary Goddard, *Public Service Alliance of Canada*

William Horton, *MD Physician Services Inc.*

Jeff Norton, *Teachers' Retirement Allowances Fund Board
(Manitoba)*

Jacky Shen, *Simon Fraser University (SFU)*

Endowment & SFU Academic Pension Plan

Moderator:

Tasleem Jamal, *Sprucegrove Investment Management*

Description:

Don't miss this rare opportunity to meet top pension plan sponsors and foundations in an intimate roundtable setting. Ask them the questions you have always wanted answered and learn more about how to gain access to them and meet their needs. Each plan sponsor or foundation will be joining you at your table for an open discussion of where they are and what they are doing; you will learn what it takes to get your firm positioned for future success. And best of all, no hassles from hustling from one meeting to the next, whether by planes, trains or automobiles.

Schedule

12:00 pm–1:30 pm **Lunch followed by Body Language Presentation**

Osgoode Ballroom West

Speaker:

Eliot Hoppe, *Paramount Learning Systems Inc.*

Moderator:

Kimberley Woolverton, *Aberdeen Asset Management*

Description:

Many studies show that we communicate mainly through body language, especially in emotional states. Since many of our achievements in life depend on how well we interact with others, it is quite critical to know how to communicate with words and beyond. This is especially relevant to selling professionals.

Being able to read someone's body language allows you to compare what they say with what they show in their gestures, body movements and facial expressions and the difference can prove invaluable to you. The majority of our body language is carried out unconsciously. As you become more aware of these gestures, you can employ them in your interactions with others and achieve better results in communication. In short, you can have an unconscious effect on others using body movement and can guide the conversation towards the direction of your choice.

Body language is highly visual and the best way to learn is by imitation, observation and interactive activity. As a result, this keynote presentation is specifically designed to accommodate these special requirements in a novel way.

Schedule

1:30–2:30 pm

Collaborating Across Silos

Osgoode Ballroom East

Speakers:

James Ware, *Focus Consulting Group*

Michael Falk, *Focus Consulting Group*

Moderator:

Michael Peck, *AGF Investments Inc./Acuity Investment Management Inc.*

Description:

Join us for a thought-provoking session on how to best collaborate across silos in your investment management organization. Jim Ware and Michael Falk will discuss their recent research and findings on the topic of "collaborating across silos".

Learn from their recent work with several global investment shops on what works and what doesn't. Why is it that over 90% of professionals at these firms believe that there is a payoff to successful collaboration: $1 + 1 = 3$, but it doesn't happen all the time? Learn about solutions that include successfully motivating/rewarding team members for collaboration, effectively managing virtual teams, using information markets (internally created) to provide competitive advantages. How can you best manage up, down and across the organization to bridge these silos?



Schedule

2:30–2:50 pm

Flash Presentation: Elements of a Compliant Presentation

Osgoode Ballroom East

Speaker:

Kathleen Hamm, *Promontory Financial Group LLC*

Moderator:

Jay A. Wiltshire, *Greystone Managed Investments, Inc.*

Description:

Are the OSC, SEC, FSCO and internal compliance departments tying your hands on what you can and cannot say and present? With the changing regulations, are you up to date on what the regulators require you to comply with? During this session, Kathleen Hamm will shed light on the latest regulations and will outline the “Do’s and Don’ts” of presentations as it relates to the presentations that you make to your clients, consultants and prospects.

2:50–3:15 pm

Refreshment Break with Sponsors

Osgoode Ballroom West

Sponsor:

Style Research

3:15–4:00 pm

Industry Update with Greenwich Associates

Osgoode Ballroom East

Speaker:

Andrew McCollum, *Greenwich Associates*

Moderator:

Joyce Hum, *Guardian Capital LP*

Description:

Greenwich Associates, a leading provider of market information and data for asset managers, will provide us with a global perspective to evolving market trends—including what asset classes are hot. Gain insight into the concerns of plan sponsors and the perspectives of the investment consultants in today’s environment and how this may affect your marketing efforts.

Schedule

4:00–5:00 pm

Consultant Panel

Osgoode Ballroom East

Speakers:

Gord Lewis, *Proteus*

Bill Maclean, *AON Hewitt*

Janet Rabovsky, *Towers Watson*

Colin Ripsman, *Eckler Ltd*

Moderator:

Michael Gillis, *Greystone Managed Investments, Inc.*

Description:

Now it is your turn to ask the questions, especially the tough ones you always wanted to ask but couldn't or wouldn't. Don't miss this opportunity to face the consultants who will take on any probing question whether asked directly (for the brave) or submitted anonymously (for the wimps). Join us for this off the record session where every question is fair game and your future is at stake!

5:00 pm

Closing Reception

Osgoode Ballroom West



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Keynote Speaker



Don Yaeger

A 1984 graduate of Ball State University with degrees in both journalism and history, Yaeger

began his career as a reporter for the San Antonio Light where he rose through the ranks to pen investigative features for the daily. He later moved on to the *Dallas Morning News*. Following his stint in Dallas, Yaeger worked as a political editor for the Florida Times-Union.

After four years, he dedicated himself to the pursuit of writing books. Yaeger's first book, *Undue Process: The NCAA's Injustice For All*, was published by Sagamore Publishers in 1990. He has since gone on to write 23 other sports-related books (seven of them New York Times bestsellers) including the highly-publicized Times bestseller *Under The Tarnished Dome: How Notre Dame Betrayed Its Ideals For Football Glory* and 1998's *Sports Book of The Year Pros and Cons: The Criminals Who Play in the NFL*. In spring 2000, Don published *Sole Influence* about the influence of shoe companies on athletes and that fall, *Never Die Easy: The Autobiography of Walter Payton* was published by Random House. Penguin Books published Don's third New York Times best-seller, *Ya Gotta Believe*, about the battle baseball

legend Tug McGraw fought against cancer. Yaeger's 13th book, *It's Not About The Truth*, published by Simon & Schuster, chronicled the story of the Duke lacrosse rape hoax that shocked the country. It became a Times best-seller in its first week of publication and is now in production for a major movie release. In 2008, Don released two books. The first was *The Senior*, which told the true story of Mike Flynt, who refused to live with regret and returned to play his senior year of college football at age 59; the second was *Running for My Life*, the heart-wrenching autobiography of one of the NFL's greatest running backs, Warrick Dunn, who enlisted Yaeger's help on the project. Both books received critical acclaim. In 2009, Yaeger worked with legendary UCLA basketball coach John Wooden on a book about mentoring called *A Game Plan For Life*. It was Wooden's final book. More recently, Yaeger partnered with Michael Oher (of *The Blindside* fame) to tell his inspirational story of growing up on the streets of Memphis and in foster care. It hit #6 on the New York Times bestseller list. In the spring of 2011, Yaeger helped Rex Ryan, head coach of the New York Jets, write his book *Play Like You Mean It*, which was also a Times bestseller.

After several years of freelancing for *Sports Illustrated*, Don joined the magazine's staff full-time in July 1996. Two years later he was promoted to Associate Editor, where his focus was not only covering sporting events but also the legal issues, controversial happenings, and wrongdoings that affect the world of sports.

Yaeger and his co-author William Nack were finalists for the prestigious National Magazine Award in the public interest category for their cover story "Who's Coaching Your Kid?: The Frightening Truth about Child Molestation in Youth Sports." This important piece triggered follow-up reports by programs such as *Dateline*, *20/20* and *The Oprah Winfrey Show*. It also resulted in changes to the law in several states and many youth sports organizations, including Little League of America, as they strengthened the rules to require background checks of coaches and volunteers.

Born and raised in Hawaii, Yaeger has traveled extensively and has resided in such a varied array of countries as the Dominican Republic, Honduras, Japan, and Great Britain. Currently living in Tallahassee, FL, Yaeger spends much of his time sharing the lessons he's learned throughout his career with audiences across the country as a widely-acclaimed public speaker. He is also an entrepreneur and recognized business leader. He owns a political consulting business and a public relations firm.

Speaker Bios



**Meyer Aaron,
JD, MBA, CFA**

*Derivatives Advisor
Bank of Canada*

Meyer Aaron (JD, MBA, CFA) is the

Derivatives Advisor in the Bank of Canada's Funds Management and Banking Department. He is a member of the Bank's pension fund investment committee, and is leading the development and implementation of the Government of Canada's margining and collateralization policy for the approximately \$45 billion notional amount of cross currency swaps used for the government's reserves. Prior to taking on his current role, Meyer was an Assistant Director responsible for managing the Bank's pension fund. Meyer joined the Bank in the Financial Stability Department developing option-pricing based models of financial institution default and financial system stability in a Canadian and International setting.

Prior to the Bank, Meyer was a partner in a venture capital fund focusing on network hardware. Meyer is also experienced in complex international financing and corporate

restructurings, both as a principal, and as an attorney and partner in an international law firm.

His diverse background spans the sciences. He holds a MSc, and an MA (Economics), and has published articles on financial issues as well as articles in leading scientific journals.



**Martin Bélanger,
CFA, CAIA, CFP®**

*Director, Investments
The University of
Western Ontario*

Martin is Director,

Investments at The University of Western Ontario, where he oversees the University's Retirement Plans and Operating and Endowment Fund. He has more than 15 years of experience in the financial industry and has been with the University since July 2006. His responsibilities include monitoring the University's external investment managers, implementing governance policies, developing asset allocation and risk management strategies, reporting to the governing bodies of the University, supervising pension administration and coordinating member servicing. He holds a master's degree in finance from HEC Montreal, is a CFA Charterholder, a CAIA Charterholder, a certified financial planner (CFP®), and is a fellow of both the Canadian Institute of Actuaries and the Society of Actuaries.



**Roy Borzellino,
CFA**

*Vice President and
Senior Portfolio
Manager
Investment*

*Management Unit - Equity Team
(Canada)*

Roy Borzellino serves as both a Vice President and Senior Portfolio Manager for the Equity Team (Canada) where he is responsible for the development and oversight of large cap and small cap Canadian equity funds, currency hedging and derivative-based strategies.

In his preceding role, Roy worked with SEI's Pension Consulting and Performance Measurement Group where his primary duties included global manager research and transition management. He is a voting member of SEI's Global Equity Team which is responsible for all manager approvals and terminations across the asset class. He began his career with SEI in 1995.

Prior to his employment with SEI, Roy worked with TD Bank's Corporate and Investment Banking Group where he spent five years in various middle office positions, including risk management, for the Bank's global trading businesses.



Andrew Campbell

Chief Executive Officer
Nunavut Trust

He is the Chief Executive Officer

of Nunavut Trust, an investment fund administering more than \$1 billion in assets. Between 1973 and 1993, he held various senior financial positions at Canada Mortgage and Housing Corporation (CMHC), including Pension Fund Manager from 1984 to 1993. Andrew has a Master of Business Administration degree from the University of Western Ontario.



Michael Falk, CFA

Partner
Focus Consulting Group

Michael Falk, CFA, is a Partner

of Focus Consulting Group and is passionate about the singular principal of providing value-added asset consulting. He is also a partner and chief strategist on a global macro hedge fund, and was a former CIO in charge of manager due diligence and asset allocation for a multi-billion dollar advisory. His background includes extensive asset allocation research and portfolio development expertise along with a multi-faceted understanding of behavioral finance and retirement

issues. The asset consulting perspective acknowledges that the wisdom of crowds can denigrate into madness at times. Assets should be managed with the serenity to accept the market’s realities; the courage to pursue its opportunities; and the ongoing pursuit of wisdom to understand the difference. Aside from his consulting work, Michael is part of the CFA Institute’s Approved Speaker List, a contributing member of the PDDARI group within the Financial Management Association (FMA), the Vice Chair of the Profit Sharing 401(k) Council of America’s Investment Committee, teaches as an adjunct professor at DePaul University in their Certified Financial Planner (CFP®) Certificate Program as well as on behalf of the CFA Society of Chicago and is frequently quoted in the financial press. He graduated from the University of Illinois with a B.S in Finance. He also holds the Certified Retirement Counselor (CRC) designation.

Eric Fechter

Director, Treasury
Teck Resources Limited

Eric Fechter is Director, Treasury for Teck Resources Limited, a diversified resource company committed to responsible mining and mineral development with major business units focused on copper, steelmaking coal, zinc and energy based in

Vancouver, BC. He is responsible for pension investments, corporate cash management, and financial risk management including foreign exchange, interest rate, and commodities. He has previously held senior roles within the controllership function at Teck. He is a Certified Public Accountant formerly with BDO Seidman. Eric is a graduate of Whitworth University with a BA in Accounting and a BA in Business Management.

Gary Goddard, FCIA, FSA

Pension Officer
Public Service Alliance of Canada

Gary is the Pension Officer with the Public Service Alliance of Canada. He is responsible for all aspects of design, funding, regulation, administration, governance and communication of the PSAC’s internal staff pension plan.

Prior to joining the PSAC in 2001, Gary spent 20 years in the actuarial field – the last 15 of which were with various international consulting firms. He provided advice to clients in the areas of both pension and health benefits. His specialties were in the areas of actuarial funding, legislation, investment and mergers and acquisitions.

Gary has an honours Bachelor of Science degree from Carleton University in Ottawa. He also holds the designations of Fellow of the Canadian Institute of Actuaries and Fellow of the Society of Actuaries.

Speaker Bios

He has been a member of the Society of Actuaries' Education and Examination Committee for 20 years. He is on the faculty of the Shareholder Association for Research and Education teaching pension funding to trustees and has spoken at conferences of the International Foundation of Employee Benefit Plans.

Gary and his wife Debbie are proud parents of two daughters and one granddaughter. In his spare time, Gary is an avid golfer.



Kathleen Hamm

Managing Director
Promontory
Financial Group
LLC.

Ms. Hamm heads the firm's Securities Practice Group, where she specializes in securities, derivatives, and corporate regulatory, compliance, and enforcement matters. As a former senior regulatory official at the Securities and Exchange Commission, she helps clients navigate the regulatory, compliance, and risk-management challenges confronting broker-dealers, investment advisers, credit rating agencies, national securities exchanges, and other entities regulated by the SEC and securities regulators globally.

Since joining Promontory, Ms. Hamm has advised investment advisers, mutual fund complexes, broker-dealers, future commission merchants, national securities exchanges, credit rating agencies, and designated contract markets on regulatory, surveillance, compliance, and risk management issues. Before joining Promontory, Ms. Hamm was the chief regulatory and compliance officer for an electronic trading market for security futures products, which was initially jointly owned by The Nasdaq Stock Market Inc. and the London International Financial Futures and Options Exchange.

There, she successfully designed, implemented, and managed all aspects of regulatory, compliance, and corporate policies and programs for the exchange, under the joint regulation of the SEC and the Commodity Futures Trading Commission. Before entering the private sector, Ms. Hamm spent almost a decade with the SEC in its Division of Enforcement where, as an Assistant Director, she managed and coordinated all aspects of three enforcement branches that investigated potential violations of the federal securities laws. The matters investigated included broker-dealer and investment adviser misconduct, market manipulation, municipal securities matters, insider trading, financial and accounting fraud, auditor independence, breaches of fiduciary duty, and conflicts of interest.

Ms. Hamm received a LL.M. in Securities Regulation (with distinction) from Georgetown University Law Center. She was the recipient of the Thomas Bradbury Chetwood, S.J. Prize for graduating first in class. She earned a J.D. (with honors) from Duke University School of Law and a B.S. in Business Administration, summa cum laude, with concentration in Registered Accounting from the School of Management at State University of New York at Buffalo.



Eliot Hoppe

Managing Director
Paramount
Learning Systems
Inc.

Eliot Hoppe is a leading authority in the field of body language communication, non verbal influence and deception detection.

An international speaker and facilitator, Eliot has trained thousands internationally and worked with leading organizations like 3M, Cartier, Nexen and Rogers Communication to help develop the skills of their employees in body language communication and non verbal influence.

Eliot has written and ghost written many articles on body language influence and non verbal communication including and is the author of three books:

- *Selling: Powerful New Strategies for Sales Success*
- *Everyone's Guide To Body Language: How to Decode the Emotions of Others*
- *Body Language Boardroom Basics: The Non Verbal Signals You Must Decode!*

His e-Learning program on body language: *The Science of Silence*, is being regarded by many as being the most comprehensive program available today, on the subject of non verbal sales influence.

Eliot is frequently consulted by the media to decode the emotions and body language of notable people in the news, politicians and celebrities and has been heard on radio and seen on television, sharing the message that it isn't what you say, it's what you don't say, that matters.



William R. Horton, Jr., CFA
Chief Investment Officer and Executive Vice-President of Investment

Management & Strategy
 MD Physician Services Inc.

William R. Horton, Jr., is Chief Investment Officer and Executive Vice-President of Investment Management & Strategy with MD Physician Services Inc. He is responsible for the management of over

\$22.0 billion in client assets held in the company's 24 proprietary mutual funds, pools and portfolios, and his accountability includes the design and management of asset allocation methodology, portfolio architecture, investment strategy and investment governance. In this role he also directs the decisions related to strategic and tactical asset allocation.

With a career spanning over twenty-five years in the financial services business, Bill Horton's experience has focussed on investment management and private client advisory. His range of responsibilities has included research, sales, professional practice, and executive management.

Mr. Horton's early career was spent as a financial advisor and investment counselor with some of North America's largest financial services companies, including Royal Trust, Royal Bank and Canada Trust. He was a partner in a private wealth management firm and founded the firm's investment counsel arm. Immediately prior to joining MD Physician Services in 2008, Mr. Horton provided independent professional advisory services to wealth management companies and affluent families through his own firm. He has been a frequent speaker on the topics of economic analysis, investment management for private clients, and behavioural finance.

Mr. Horton holds a bachelor's degree in Economics from Harvard University and also holds the Chartered Financial Analyst designation. He is a member of the CFA Institute and the Toronto CFA Society. From 2000 to 2005, he served as the President of the Harvard Club of Toronto and recently served as an executive board member of the Harvard Alumni Association, in Cambridge, MA.



Gord Lewis
Vice President
 Proteus

Gord joined Proteus in 1997 to bring his profes-

sionalism and business experience to the mid-sized Canadian pension plan sponsor community delivering Pension Governance,

Performance Measurement, and Investment Manager Research. He was appointed Vice President in 2001 and became a shareholder in Proteus in 2006.



Speaker Bios

Gord has been published in major Canadian and international pension and investment publications, and has spoken as a subject matter expert on numerous occasions at industry conferences.

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



Andrew McCollum

Consultant
Greenwich
Associates

Andrew McCollum is a consultant with

Greenwich Associates, the global research-based consulting firm. In this capacity, Andrew advises investment managers in the United States and Canada on a variety of distribution, marketing, and product issues. Before joining Greenwich Associates, he was a Managing Director at Chatham Partners where he was responsible for managing the company's research and consulting relationships. Prior to that, he worked in the Corporate Strategy Practice at the Corporate Executive Board. Andrew received his BA in Political Science from Cornell University and his MBA from the Kellogg School at Northwestern University.



**Bill Maclean,
FCSI**

Partner
Aon Hewitt

Bill is a Partner in Aon Hewitt's

Toronto office and a leader of the Canadian Investment Consulting practice. His responsibilities include providing advice to institutional clients with respect to their investment, endowment and retirement Funds.

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

Background: Bill has more than 30 years of investment experience including senior management positions with a variety of high profile firms. He has held senior executive and portfolio manager positions with Confed Investment Counselling Limited and IBM Canada. He was also the President and Chief Executive officer of Nikko Securities of Canada Limited. Bill holds a Bachelor of Arts Degree (Economics / History) from the University of Western Ontario.

Bill has had a number of articles published. These include:

— *Benefits Canada* 2003 "The Ins and Outs of Income Trusts"

— *Canada Treasurer* 2004 "Assessing Alternative Assets"

He presents regularly on investment related subjects including the following:

— IQPC Pension Investment and Governance Conference 2003 "Asset Allocation and Risk on Your Pension Plan"

— International Foundation 2004 – Ottawa Legislative Update "Income Trusts – Pros and Cons"

— Federated Press 2005 "Developing and Managing A Liability – Based Approach to Asset Allocation"

— Canadian Investment Institute 2007 "Investment Fundamentals on Alternative Investments"

— International Foundation 2008 "Currency Hedging - Cost or Benefits?"

— Canadian University of Business Officers 2009 "Risk Management"

Bill is a Fellow of the Canadian Securities Institute (FCSI).



Brian K. Monroe

*Principal, Director of Sales & Marketing
Sawgrass Asset Management*

Mr. Monroe is a founding Principal of Sawgrass Asset Management and serves as the firm’s Director of Sales & Marketing. He is responsible for all new business development and marketing efforts for Sawgrass and serves on the firm’s management committee. Prior to Sawgrass, Mr. Monroe was directly responsible for all national market sales and new business development at Barnett Asset Management. He also developed and served client and consultant relationships in the Florida and national marketplace. His previous experience also includes working with SEI Capital Resources in their New York City office where he served as Primary Consultant to institutional plan sponsors in the corporate endowment, foundation, Taft-Hartley and hospital industries for over five years. Mr. Monroe earned his B.S. and M.B.A. in Finance from Providence College and currently serves as a committee member for the Association of Investment Management Sales Executives (AIMSE). Mr. Monroe also holds a Series 65.



Jeff Norton

*President & Chief Executive Officer
Chief Investment Officer
Teachers’ Retirement Allowances Fund*

Jeff joined TRAF in 2005 and is responsible for the overall leadership and management of the organization. Jeff also manages the investment of plan assets.

Prior to joining TRAF, Jeff served as President of Loring Ward Capital Management Inc., an SEC registered investment advisor with offices in Los Angeles and New York City.

Jeff’s professional career began as a lawyer in the late 1980s. Focusing his practice on the capital markets, Jeff became the Partner in charge of Securities Law for the firm now known as Pitblado. In 1998, Jeff left the practice of law to enter the asset management business with one of the firm’s clients.

He holds bachelor degrees in engineering and law from the University of Manitoba, and a Master of Laws degree from the London School of Economics. Jeff is also a Chartered Financial Analyst

Charterholder. For several years, in the 1990s, Jeff taught the Securities Regulation Course at the

Faculty of Law, University of Manitoba, and also served as an Adjunct Professor of Graduate Studies.

Jeff is currently a director of the Association of Canadian Pension Management (ACPM) and the Pension Investment Association of Canada (PIAC). He is also Vice-Chair of Riverview Health

Centre, a member of the Investment Committee of the Jewish Foundation of Manitoba and a member of the Treasury Risk Oversight Committee for the Province of Manitoba.



Janet Rabovsky

*Director
Towers Watson*

Janet has been with Towers Watson since 2001 and regularly consults with pension fund and endowment clients. In addition to working with clients, Janet is also part of the global private equity and infrastructure research teams.

Prior to joining Towers Watson, Janet worked for the mutual fund company of a major chartered bank in Toronto where she was responsible for the development of a number of funds and portfolios, as well as manager selection and monitoring

Speaker Bios

activities. Janet performed a similar function for a major public sector fund management corporation in Melbourne, Australia, though her focus was limited to Global equities at the time.

Janet spent five years at an engineering firm and mining company performance various accounting, finance and pension related activities.

Janet has a B.A. in English from the University of Toronto and an M.B.A. from the Schulich School of Business (York University).



**Colin Ripsman,
LL.B, MBA**

Eckler Ltd

Colin Ripsman joined Eckler in 2012, bringing with him more than 20

years of broad experience from the pension, investment consulting, and investment management areas. Colin has serviced a wide variety of clients, including corporate and non-profit organizations, as well as multi-employer pension plans, during his career. He has special expertise in providing meaningful and practical advice in areas such

as asset allocation and investment policy, performance evaluation, and investment manager selection. Colin has extensive experience in the design of DC investment structures.

Prior to joining Eckler, Colin was a vice president and institutional portfolio manager at a leading global investment management firm, where he managed relationships with a wide range of clients and was responsible for DC investment product development. He also spent 16 years with another global actuarial consulting firm, most recently as a Senior Investment Consultant and Global Head of DC Consulting.

Colin is an active participant in the pension and investment industry. He is a frequent speaker and author on investment topics, and he also sits on the Benefits Canada Advisory Board.

Colin graduated from the University of Toronto with a B.A. in 1986, majoring in Commerce and Economics. In 1989, he graduated with an LL.B. from Osgoode Hall Law School and was called to the Ontario Bar in 1991. Colin graduated with an M.B.A. in finance from Schulich School of Business in 1996.



**Thomas R.
Robinson, PhD,
CFA, CPA, CFP®,
CAIA**

*Managing Director,
Educational Division
CFA Institute*

As managing director of the Education Division at CFA Institute, Dr. Robinson leads and develops the teams responsible for the production and delivery of educational content and examinations for CFA Program and CIPM candidates, and the educational content for CFA Institute members and other investment professionals.

Dr. Robinson joined CFA Institute as Head of Educational Content in 2007. Previously, he was an accounting faculty member at the University of Miami, serving as Director of the Master of Professional Accounting Program and Personal Financial Planning programs. Concurrently, he was managing director of a private wealth investment advisory firm and served as a consultant in valuation and financial statement analysis. Prior to working in academia, Dr. Robinson worked in public accounting, performing tax and financial planning services.

Dr. Robinson is a CFA Charterholder, a Certified Public Accountant (CPA) (Ohio), a Certified Financial Planner (CFP®), and a Chartered Alternative

Investment Analyst (CAIA). He holds a bachelor's degree in economics from the University of Pennsylvania, and a master's and doctorate from Case Western Reserve University. He was active both locally and nationally as a volunteer for CFA Institute and CFA Miami prior to joining the CFA Institute staff.



Jacky Shen, CFA
Director of Treasury
Simon Fraser
University

Jacky Shen is the Director of Treasury at Simon Fraser University, where he oversees endowment, pension and operating funds. His responsibilities include investment portfolios governance, asset allocation decisions, investment manager selection and monitoring, portfolio risk management, capital and debt planning and cash management.

Jacky worked in the financial industry since 1989. He has accumulated 20 years of experience of investment management, credit analysis, marketing and product development for various organizations including leading global firms such as HSBC and AIG. Jacky joined Simon Fraser University in 2007.

Jacky earned a MBA degree from University of Pittsburgh, a Master of Global Assets and Wealth Management from Simon Fraser University, and is a CFA Charterholder.



James Ware, CFA

Founder
Focus Consulting
Group

James Ware, CFA is the founder of

Focus Consulting Group, a specialized firm dedicated to helping investment leaders leverage their talent. James is also a highly acclaimed industry author and international speaker on the subjects of investment leadership, culture and building high performing teams. A frequent keynote speaker at CFA Institute, Mutual Fund Educational Alliance, Investment Adviser Association, U.S. Institute and other major industry conferences, James is recognized for his insightful, inspiring and entertaining presentations. His recent books, "Investment Leadership: Building a Winning Culture for Long-Term Success"

(Wiley, 2003) and High Performing Investment Teams (Wiley, 2006) identify those elements of leadership and teamwork that lead to sustainable success for investment firms. James has 20 years experience as a research analyst, portfolio manager, and director of buy-side investment operations. He has been a guest lecturer on the topic of investment firm management at the Kellogg Graduate School of Management at Northwestern University. His educational background includes a Masters in Business from the University of Chicago and a degree in philosophy from Williams College, where he graduated Phi Beta Kappa.



AIMSE Canadian Board



**Kimberley Woolverton, CFA
Conference Chair**

*Senior Business
Development
Manager*
Aberdeen Asset
Management

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



Michael Gillis

*Senior Vice-President,
Business Development*
Greystone
Managed
Investments Inc.

Michael Gillis is Senior Vice-President, Business Development of Greystone Managed Investments Inc.

Immediately prior to joining Greystone, Michael held the position of Vice-President Institutional Marketing and Sales for a number of years with Seamark Asset Management. Previously, he worked for the Halifax Grammar School for 2 years, as a Teacher. Michael has also worked as a Director of Business Development for National Trust, and has held the position of Senior Account Representative for both Royal Trust and National Trust.

Michael's professional credentials include a Bachelor of Education, which he completed at Mount Saint Vincent University and a Bachelor of Business Admin., which was obtained from St. Francis Xavier University.

Michael is also an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE) and Benefits and Pensions Monitor. Michael is also actively involved in the Canadian Benefits and Pension Institute (CPBI), the Association of Canadian Pension Managers (ACPM), the

Canadian Association of University Business Officers (CAUBO), and the International Foundation of Employee Benefits (IFEBP). Michael serves on the board of the charity, MAGICANA and is heavily involved in the Children's Wish Foundation where he has led the annual "Walk for Wishes" event in his hometown.



**Joyce Hum,
MBA, CFA**

*Vice President,
Consultant Relations*
Guardian Capital

Joyce joined Guardian Capital LP in 2010 to establish, maintain and nurture relationships with consulting firms within the North American consulting community. Prior to joining Guardian, Joyce was Vice President, Consultant Relations with State Street Global Advisors servicing consultants in Ontario and Western Canada. Joyce started her career at Towers Perrin in the asset consulting practice, spending ten years assisting plan sponsors with their pension, endowment and foundation investment needs.

Joyce graduated from The University of Toronto in 1990 with a Bachelor of Commerce, has her MBA from York University, Schulich School of Business (1994), and her CFA

designation (1999). Joyce is also an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE) and a member of the CFA Institute.



**Tasleem Jamal,
B.Comm, BA,
MBA, CFA**

*Vice President,
Marketing & Client
Services*

Sprucegrove

Investment Management Ltd.

Ms. Jamal began her career in the financial services industry in 1998, as an Investment Analyst with Ernst & Young Investment Advisory Services Inc. She was promoted to Vice President in 2000, a role in which she provided investment consulting services to high net-worth individuals, foundations and endowments clients in addition to managing the performance reporting team of analysts. Subsequently in 2003, Ms. Jamal joined the Canadian Investment Consulting arm of Hewitt Associates in Toronto and spent several years as a Pension Consultant where she assisted a variety of multi-national plan sponsors with their decision making with respect to their pension plans.

Ms. Jamal joined Burgundy Asset Management in January 2007 to focus on client relationship management and business development for Burgundy's Canadian institutional clients. In July 2010, Ms. Jamal was appointed Vice President of the firm.

Ms. Jamal joined Sprucegrove in August 2010. In her first year with the firm, she focused on investment research and was a part of the investment research team. In September 2011, Ms. Jamal assumed the role of Vice President, Marketing and Client Services with responsibilities for client relationship management and new business development of Sprucegrove's Canadian clients.

Ms. Jamal earned two undergraduate degrees, a Bachelor of Commerce and a Bachelor of Arts majoring in Psychology, from McMaster University in 1996. She subsequently received her MBA with a major in Finance in 1999 from Michael G. DeGroote School of Business. She was awarded the Chartered Financial Analyst designation in 2003. 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 Canadian Association of Investment Management Sales Executives (AIMSE) and is also a member of the Toronto CFA Society and the CFA Institute.



**Michael Peck,
CFA, MBA**

*Senior Vice President,
Institutional*

AGF Investments
Inc.

Michael Peck is

Senior Vice-President, Institutional for Canada. In his current capacity, Michael leads institutional business development activity and oversees relationship management for Acuity and AGF's institutional clients in Canada. He is responsible for strategic relationship management and business development for the institutional channel in Ontario, Western Canada (except B.C.) and Nova Scotia.

Michael joined Acuity in October 2005 and has more than 20 years of experience serving institutional clients, including pension plans, corporate plans, endowments, foundations, sub-advisory and high-net-worth clients.

Prior to joining Acuity, Michael was a Vice President at JP Morgan Asset Management and previous to that was Vice President and Director at a Canadian indexing and quantitative solution provider.

AIMSE Canadian Board

Michael holds a B.Comm. from the University of Manitoba and an MBA from the University of British Columbia. He is also a CFA Charterholder and a member of the CFA Institute.

Michael is an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE).



A. Jay Waters

*Vice-President,
Institutional Sales
Standard Life
Investments Inc.*

As Vice-President, Institutional Sales, Jay Waters is responsible for the Central Canada region's institutional business development, promoting the products and services of Standard Life Investments to pension plans, endowments, foundations and corporate accounts. Responsibilities include solutions oriented dialogue with pension actuaries and investment consultants.

Jay joined Standard Life Investments Inc. in 1991, building on a successful career in institutional investment trading and sales that began in 1977. With a Bachelor's degree in Economics from Western University and the Chartered Investment Manager designation, he is registered across Canada with the Canadian Securities Administrators (CSA) as an Advising and Dealing representative.

Jay is an active board member for the Canadian Association of Investment Management Sales Executives (AIMSE).



**Jay A. Wiltshire,
CFA**

*Vice-President,
Business Development
Greystone
Managed
Investments Inc.*

Before joining Greystone, Jay was Vice-President, Business Development with State Street Global Advisors; here his main focus was developing, communicating and executing a customized strategic sales plan to drive direct sales of

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

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

Jay is a Member of the Canadian Pension and Benefit Institute, the Association of Canadian Pension Managers, the Toronto CFA Society and an active board member for the Association of Investment Management Sales Executives (Canada). He is based in Greystone's Toronto office.



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