

PAST PRESENT FUTURE

AIMSE 43rd Annual Marketing & Sales Conference

November 11, 16, 18, & 20, 2020

A Virtual Event

PROGRAM



AIMSE

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Dear valued AIMSE members,

Thank you so much for all that you do to make this organization, now in its 43rd year, so extraordinary.

We know that this year has been trying for all of us – balancing the needs of our clients, navigating the volatile markets, the COVID-19 challenges, striking the balance of a work-from-home environment, often feeling like you have never really left the office, changing family dynamics with parents now becoming teaching assistants or in some cases, actual teachers, etc. On behalf of the AIMSE Board of Directors and Annual Conference Planning Committee, we are delighted to have you join us virtually as we look forward to expanding our horizons, deepening our community, and having a bit of fun while we're at it.

Confucius said, “study the past if you would define the future.” This year's conference theme is *Past, Present and Future* and given the recent challenges we face within the asset management industry, we can think of no better title given the challenges facing us all. Whether it is technological advances due to artificial intelligence, new distribution models due to the growth of outsourced CIOs or the recent legislative changes as a result of the SECURE and CARES Acts, it's important for all of us to leverage some of the tried and true solutions of the past and also tap into our creativity to develop solutions for the present and the future. With our program we want to provide the necessary tools to pivot and move forward, and to capture the wisdom of some of the best thinkers in our industry. AIMSE is about sharing ideas, educating ourselves, our treasured clients and consultant and providing a better investment experience for all. We hope that you come away with valuable information and ideas that you can take back to your respective organizations.

You will hear from some impressive speakers, plan sponsors and consultant partners over the next few days. The panels and sessions were curated with AIMSE's membership in mind and reflect both the challenges and opportunities that have manifested themselves. A few of these topics can be found below:

- General session topics include a fireside chat with Ron Peyton, Executive Chairman of Callan Associates, providing context from the past as well as informing us about the future.
- Our outsourced CIO panel brings together some of the largest players in the industry while our general session panel of “Movers and Shakers” will provide some insight on what's trending in institutional investing in light of the COVID-19 pandemic.

- We are trying something new this year for the Consultant Spotlight. We have opted for virtual fireside chats which will deliver the same valued information you'd come to expect from the Consultant Spotlight along with a glimpse into consultant's; personality and interests. With over a dozen consulting firms participating, we think you'll enjoy this intimate virtual approach.
- Other insightful panels include a discussion around the challenges of COVID-19 and other factors on the health care system and how to position their respective portfolios to weather the storm.
- Our Diversity & Inclusion panel virtual luncheon will provide incredible insight from some of the leading women from academia and the public/private sectors as well as AIMSE members.
- Networking opportunities for mentors and their respective mentees as well a virtual post-panel chat sessions. Don't forget the virtual chocolate tasting networking event on Monday evening!
- Lastly, our conference will feature the professional development sessions that have become the hallmark of our organization, starting with the AIMSE Bootcamp and followed by a session on solutions-based selling.

Lastly, we wanted to thank our plan sponsor and consultant partners, the AIMSE Board of Directors, our third- party partner Virtual Inc. and the Annual Conference Planning Committee for making all of this happen. The excellent program you will experience this week is the direct result of the hard work, dedication, and commitment of our volunteers. Emboldened by our organization's 43 years of collective institutional knowledge, we look forward to the future with a renewed sense of optimism.

Welcome to the AIMSE 43rd Annual Virtual Marketing & Sales Conference!

Enjoy!

Matt Pawlak

Dimensional Fund Advisors
Conference Co-Chair

Maureen Kennedy Hays

Principal Global Investors
Conference Co-Chair

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Tony Buscemi

Gallatin Capital

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2020 Annual Conference Committee

Maureen Kennedy Hays, Co-Chair

*Managing Director
Principal Global Investors*

Matt Pawlak, AIF, Co-Chair

*Vice President, Global Consultant Relations
Dimensional Fund Advisors*

Speaker, Moderator & Conference Committee Biographies

** Indicates Annual Conference Committee Member*



Loren Asmus, CFA, CAIA

*Vice President, Investment Research
Canterbury Consulting*

Mr. Asmus is a shareholder and part of Canterbury's Research Group. He is responsible for the sourcing, due diligence, and monitoring of public market investment managers. He serves as chair of Canterbury's ESG, Fixed Income, and Real Assets Manager Research Committees, and vice chair of the Hedge Funds Committee. He also sits on the Capital Markets Committee. Mr. Asmus joined Canterbury in 2013 as an analyst serving institutional and taxable clients. Prior to Canterbury, Mr. Asmus was an institutional fixed income representative for Mutual Securities, LLC, where he provided fixed income solutions for county and city municipalities. Mr. Asmus graduated with a Bachelor of Arts from California State University, Fullerton, where he double majored in business administration, finance, and music performance, jazz studies. He is a CFA® charterholder and a Chartered Alternative Investment Analyst.



Brian August

*401(k) Investment Committee Member,
Southwest Airlines Pilots Association*

Brian is a Captain with Southwest Airlines and a member of the Southwest Airlines Pilots Association 401(k) Committee. The three-person Committee is responsible for educating its 10,000 pilot members and managing nearly \$7 billion in plan assets. In addition to his weekend flying activities, Brian is the managing member of a boutique investment firm. In 2010, he led a team that acquired a poorly run, money-losing medical practice. As CEO and majority owner of the company, Brian and his team turned the practice into one of the largest multi-location, single-specialty practices in the Mid-Atlantic. After selling the practice in 2015, Brian began consulting for small and medium-sized medical groups helping them establish lean processes to drive performance improvements and fight against a continually declining insurance reimbursement system. Brian earned a BA from Cornell University and an MBA from The University of Maryland Global Campus.



Jeffrey Blazek, CFA

*Head of Healthcare Practice
Cambridge Associates*

Jeff is Head of the Healthcare Practice at Cambridge Associates. With over 20 years of investment experience, Jeff works with not-for-profit healthcare institutions and ERISA plans in setting investment strategy and managing custom investment portfolios. Jeff worked for Cambridge Associates from 2008 to 2014, and from 2014 to 2017, he served as Vice President and Managing Director at New York-Presbyterian Hospital where he was responsible for the global equities, hedge fund, and fixed income portfolios. In 2017, Jeff rejoined Cambridge Associates and founded the firm's New York City office. Earlier in his career, Jeff was responsible for derivatives implementation, asset allocation, and fixed income portfolio management at the Teacher Retirement System of Texas. Jeff began his career working in the audit practice at Ernst & Young LLP, the equity research group at Lehman Brothers, and as an analyst at Derchin Management, a long/short equity hedge fund. Jeff was recognized by Chief Investment Officer magazine as a 2017 "Knowledge Broker", a list of the world's most influential investment consultants. He has also authored a number of Cambridge Associates research reports including Mission Critical – Maximizing the Impact of Hospital Investments, Balancing Act – Strategies in Managing Pension Risk, The Liability Hedging Handbook, and Pension Risk Management. Jeff is a CFA Charterholder and Certified Public Accountant. He received an MPA and a BA in Business Administration from the McCombs School of Business at the University of Texas at Austin.



Elizabeth Burton, CAIA

CIO

Hawaii's Employee's Retirement System

Elizabeth Burton is the Chief Investment Officer of the Employees' Retirement System of the State of Hawaii ("HIERS"), where she oversees over \$17 billion in pension fund assets. Ms. Burton is also on the Board of Directors of the Chartered Alternative Investment Association (CAIA). Prior to joining HIERS, Ms. Burton served as Managing Director of the Quantitative Strategies Group at the Maryland State Retirement Agency. In this role, Ms. Burton was responsible for the \$4.5B Absolute Return Portfolio and for risk management oversight of the \$55B Plan. Ms. Burton joined the Agency in July 2016. Previously, Ms. Burton owned William Street Advisory—a strategic advisory practice which she founded in 2013. Prior to that role, Ms. Burton was a Senior Economist and Expert Witness with Criterion Economics. Prior to that role, Ms. Burton was a Consultant at First Annapolis where she worked on M&A transactions and consulting the payments industry. Previous positions include: Co-Portfolio and Quantitative Risk Analyst with a South Africa-based fund of hedge funds, Trader (fixed income securities) for a risk management firm, and Portfolio Management Associate with a quant focused fund of hedge funds. Ms. Burton received her Bachelor's degree in Political Science and French, cum laude, from Washington and Lee University, and her MBA in Finance, Econometrics & Statistics from the University of Chicago Booth School of Business. She is on the board of a private residential real estate investment trust and a Trustee of The Hill School, a private boarding school. She is also a CAIA charter holder. Ms. Burton was named one of Chief Investment Officer Magazine's Top-40-Under-40 in June 2017. In 2019 Ms. Burton received the Industry Innovation Award for <\$20B plan by Chief Investment Officer Magazine and was listed in the Power 100 in 2019.



Tony Buscemi*

Partner

Gallatin Capital, LLC

Tony Buscemi is a Partner of Gallatin Capital LLC. Prior to co-founding Gallatin Capital in May 2003, Mr. Buscemi was at Moore Capital Management with responsibilities in client services and new business/product development. Mr. Buscemi joined Moore Capital after working closely with the firm in his prior position as Vice President of the Financial Institutions Investment Banking Group within the Chase Manhattan Bank's Securities Division. In that capacity, he was responsible for executing domestic and cross border private placements for both insurance companies and investment management firms. Mr. Buscemi joined Chase in 1991 as an Associate in its Global Trade Finance Group and was promoted to Vice President in 1995 after completing Chase's Associate Development and Credit Analyst training programs. Mr. Buscemi earned his Master of Business Administration degree, with a concentration in Finance, from the Stern Graduate School of Business at New York University, he was sponsored by Chase's Senior Management for the Executive MBA Program. He also graduated with a Bachelor of Business Administration degree from Northwood University in Midland, Michigan and is a current member of the Board of Directors, and Co-Chair of the Membership Committee, of AIMSE, a non-profit organization focused on professional development for investment management sales executives. In 2020, Mr. Buscemi began a four-year mentorship of a promising high school student through the Student Sponsor Partners. Mr. Buscemi is also a non-resident member of the Detroit Athletic Club in Detroit, Michigan.



Chelsea Carbonel, CFA*

Regional Director

Dimensional Fund Advisors

Chelsea Carbonel joined Dimensional's Consultant Relations team within the firm's broader Global Client Group in 2013. Chelsea helps reinforce Dimensional's investment philosophy, investment strategies, and processes with institutional consultants and researchers based in the US. Chelsea holds a BA in finance with a minor in accounting from the University of Texas at Austin McCombs School of Business. She is a CFA® charterholder and is Series 7 and 63 licensed. Chelsea serves on the Philanthropy Committee of the Women in Institutional Investments Network (WIIN) and on the Annual Conference Committee of the Association of Investment Management Sales Executives (AIMSE).



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.



Adri Chaikin
Managing Director
NY Presbyterian Hospital

Adri is a generalist with primarily responsible for the hospital's Hedge Fund and Natural Resources investments. Prior to joining NYP, she was a structured credit trader at Pine River Capital Management and a Vice President in the Private Equity division of Lehman Brothers. Adri began her career as an analyst at Goldman Sachs in the Quantitative Investment Strategies group. She received a Bachelor of Science degree in Mathematics from the Massachusetts Institute of Technology. In 2017, Adri was named as one of Institutional Investor's Hedge Fund Rising Stars.



James J. Challen
Senior Vice President, Principal
LCG

Mr. Challen joined LCG Associates in 2009 and is a Senior Vice President. His client relationships include corporations, utilities, endowments, and foundations. In addition, to lead consultant responsibilities, James conducts capital market and asset class research, investment manager due diligence, and special topical studies. Before joining LCG, James was with Morgan Keegan & Company as First Vice President of the Manager Due Diligence Group. He was responsible for managing a team that made investment recommendations for institutional and private clients. Concurrently, James was a Portfolio Manager for Morgan Keegan & Company's Private Client Discretionary Program. He previously held several positions with Morgan Keegan & Company including Research Specialist and Research Associate. James began his career as a Financial Analyst at Remtech Services Inc. James is a CFA charter holder and a member of the CFA Society of Atlanta. He is also a Chartered Alternative Investment Analyst (CAIA) Charterholder. James graduated with a B.S. in Finance from the Leeds School of Business at the University of Colorado.



Keith Chambers, CFA
Managing Director
Cardinal Investment Advisors, LLC

Keith joined Cardinal in 2007. He serves insurance and retirement clients, and leads the firm's domestic equity manager research team. Prior to Cardinal he was at Bank of America, where he worked on the trading desk supporting the Bank's credit derivatives business. Keith holds a B.S. in Finance from Bradley University. He is a CFA Charterholder and member of CFA Society of St Louis. Keith became a member-owner in 2017.



Deborah Christie
Managing Director
Cambridge Associates

Deborah has more than 25 years of experience as an investor. She is a Managing Director specializing in manager research covering US and Canadian equities as well as women portfolio managers and gender lens investing. Deborah's most recent paper was titled: Gender Lens Investing – Impact Opportunities Through Gender Equity. Deborah is a frequent speaker at gender and impact conferences. Deborah is a member of the Public Investments rating committee and the Best Execution committee. Prior to rejoining Cambridge Associates in 2011, Deborah co-founded Great Oak Investment Management. As Director of Research and Chief Compliance Officer, Deborah oversaw the firm's research efforts on small-cap equities and managed the firm's compliance program. Before starting her own firm, she was a research consultant at Cambridge Associates. Prior to her first turn at Cambridge Associates, Deborah was an associate at Willamette Management Associates, where she valued closely held businesses. Education and Professional Credentials: CFA Charterholder, MBA, Georgetown University, BA in Economics and International Relations, University of California at Davis. Community Involvement: Ambassador, Girls Who Invest, Member, Gender Lens Working Group at Global Impact Investing Network as well as GenderSmart Investing network



Sean Clark, CFA*

*Senior Vice President, Institutional Sales & Consultant Relations
Westwood Holdings Group*

Mr. Clark joined Westwood in 2019 and serves as Senior Vice President, Institutional Sales & Consultant Relations. He has over 25 years of experience in asset management and investment consulting. Prior to joining Westwood, Mr. Clark spent over seven years as Senior Vice President, Consultant Relations with OFI Global Asset Management, an OppenheimerFunds company, covering global and regional consultants and assisting with the firm's institutional sales efforts. His experience also includes roles as Managing Director, Consultant Relations at John Hancock Funds, Head of Consultant Relations at Deutsche Bank/DWS Investments, Director of Institutional Sales & Marketing at High Pointe Capital Management, Regional Sales Director with Safeco Asset Management, and VP, Senior Investment Consultant, with the Northern Trust Company. Mr. Clark holds a B.A. degree in English from the College of the Holy Cross and an MBA in Finance from DePaul University's Kellstadt Graduate School of Business. He is also a CFA charter holder and is a member of the CFA Institute and the CFA Society of Chicago. Mr. Clark is a current board member with the Association of Investment Management Sales Executives (AIMSE) and has served as a board member with Snow City Arts in Chicago and as a volunteer and fundraiser with Children's Miracle Network Hospitals.



Janet Cowell

*Corporate Director, Former CEO
Girls Who Invest*

Janet Cowell serves on the boards of James River Group Insurance, Channel Advisor and IFM Infrastructure Investors. Janet was North Carolina State Treasurer from 2009-2016. The first woman elected to the post, she managed over \$100bn in assets, and health and retirement benefits, for over 900,000 members. More recently, Janet was CEO of Girls Who Invest, a non-profit working to increase the number of women in asset management and leadership within financial services.



Taylor L. Covey

*Vice President, Co-Director of Private Investments
LCG*

Mr. Covey joined LCG in 2007 and is a Consultant and Co-Director of Private Investments. His consultant responsibilities include investment strategy development, manager due diligence, special research projects, and providing investment advice to clients. In his role as Co-Director of Private Investments, Taylor co-leads LCG's private investments research as well as due diligence and collaborating with clients to implement their private investment allocations. He is a Chartered Alternative Investment Analyst ("CAIA") Charterholder. Taylor graduated from the University of Tennessee with a B.S. in Finance where he was on the Dean's List several times. He also received the Sigma Phi Epsilon Academic Scholarship multiple semesters. As a Sigma Phi Epsilon Fraternity member, Taylor volunteered for various fundraising projects such as the March of Dimes and Ronald McDonald House. Taylor resides in Atlanta with his wife Ashley and their son Maverick. They are involved with their church, Atlanta Christian Church. In addition, they are active in their local community and with the UT Alumni Club of Atlanta.



Nicola da Roza, CFA, CAIA

*Vice President, Consultant
FEG*

Nicola da Roza is an investment professional with over a decade of institutional investing experience. She is a Vice President at FEG Investment Advisors, a leading institutional consultant, and OCIO advisor, where she is currently a consultant. Prior to joining FEG, Nicola was an investment officer for an OCIO advisor and a research analyst at an institutional consulting firm in New York City. Nicola graduated from Tufts University and has an MBA from the Johnson Graduate School of Management at Cornell University. She is a member of the CFA Institute and CAIA Association.



Michael Dziadus, CFA
Managing Director
Cardinal Investment Advisors, LLC

Mike joined the Cardinal team in 2005 from Bank of America. His primary responsibility is client service and his secondary responsibility focuses on fixed income manager research. Mike's client service responsibilities include leading relationships through asset allocation, investment policy development, and other ad hoc research. Mike holds a B.S. in Finance from the University of Illinois. He received his CFA charter in 2008 and became one of Cardinal's Member Owners in 2012.



Phil Edwards
Principal
Curcio Webb

Phil leads Curcio Webb's Investment Services practice, which has a significant focus on the search, selection and monitoring of investment advisors for asset owners and plan sponsors. Phil brings more than 35 years of investment, strategic planning and managerial knowledge to clients. Having served on both corporate and foundation investment boards, he understands a asset owner's perspective. Phil is a member of Princeton Child Development Institute's Board of Trustees. He is a graduate of the University of Florida, receiving both undergraduate (BSBA) and graduate (MBA) degrees in finance.



David Eisenberg
Managing Director-Pensions
Cambridge Associates

David Eisenberg is a Managing Director at Cambridge Associates. Based in Boston, he serves as an Outsourced Chief Investment Officer (OCIO). David serves pension clients in both fully discretionary and non-discretionary assignments. With over 35 years of investment experience, David has worked with corporate, public, union, and not-for-profit pension plan sponsors, and other multi-asset investors. His investment experience includes both defined benefit and defined contribution investment programs. Previously, David served as North America Director of Client Consulting and as Senior Portfolio Manager at Mercer, as well as Chief Equity Officer at John Hancock Advisors and Portfolio Manager at Trinity Investment Management. He has also held leadership roles at Meketa Investment Group and NEPC. David is a regular speaker at investment industry conferences. His recent speaking topics have included evaluating, selecting, and managing sub-advisors, investment governance, the integration of environmental, social and governance (ESG) investment factors with decision making, and other topics directly impacting the pension industry. David received his BA in Economics from Beloit College and an MBA from the Harvard Business School. He is a New England Board Member, Jewish National Fund Trustee, and Friends of the Arava Institute member.



Alexander S. Farquhar, CFA
Managing Director, Senior Consultant
Ellwood

Alex Farquhar is a managing director at Ellwood and joined our firm in 2000. As managing director of manager research, Alex is a member of the firm's management committee and oversees the firm's investment manager research process. Alex serves as the primary consultant to several Ellwood clients with a focus on corporate retirement plans, endowments, foundations, healthcare institutions, and family offices. Additionally, he is a member of Ellwood's OCIO committee. He holds the Chartered Financial Analyst designation and is a member of the CFA Institute and the CFA Society of Chicago. Alex received his Bachelor of Science in finance from University of Arizona in Tucson, Arizona.



Greg Fox
Associate Partner
Aon

Greg is an Associate Partner at Aon Investments, based in the Norwalk, CT office. In addition to consulting to numerous public and corporate defined benefit and defined contribution plan sponsors, he is a key contributor, nationally, to a variety of Aon's research efforts. Greg leads Aon's Retirement Income Solutions group, helping defined contribution plan sponsors transform their plans to support retiree objectives. He is also a senior

member of the firm's stable value research team. He is a subject matter expert on pension risk transfer transactions, a voting member of Aon's Settlement Annuity Placement Oversight Committee, and leads the firm's efforts on investment management fee benchmarking and analysis. Greg has over 12 years of experience advising clients, including ongoing consulting relationships with large financial services institutions, national defense contractors, global pharmaceutical and multi-national food and beverage corporations. Greg graduated from Seton Hall University's Stillman School of Business with a B.A. degree in finance and economics and holds the Chartered Financial Analyst designation.



Sam Gallo, CPA, CAIA

CIO

University System of Maryland

As the Chief Investment Officer of the University System of Maryland Foundation, Sam is responsible for the investment of endowment and operating fund assets for the benefit of 23 higher education institutions within the State of Maryland. Sam's prior experience includes leadership roles with financial service provider PricewaterhouseCoopers (PwC), investment consulting firm Ennis Knupp & Associates, and as a senior portfolio manager/trader Goldenberg Hehmeyer & Company. Sam is a current Governor-appointed board member of the Maryland 529 College Savings plan, former board member of the Managed Funds Association (MFA) and its Center for Alternative Investment Education, the former investment committee chairman and board member of the Bender JCC of Greater Washington, founder and past president of the Chartered Alternative Investment Analyst (CAIA) Association Washington D.C. Chapter, past board member of Bethesda, Maryland's Suburban Hospital Foundation, and an advisory board member to several investment industry forums, including the Milken Institute Global Capital Markets Advisory Council. Sam earned a Masters in Business Administration with Honors from the University of Chicago's Booth School of Business and two Bachelor of Science degrees with High Honors in both Accounting and Finance from the University of Illinois at Urbana Champaign.



Michael Gillis

VP and Director

TD Asset Management

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 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 (IFEBC). Michael serves on the board of two charities, MAGICANA and Georgetown Walk for Wishes (Ontario).



Jamie Gnall, CFA, SVP

Alternatives Research

Wilshire Associates

Jamie Gnall is a Senior Vice President with Wilshire Associates. Mr. Gnall works in Wilshire's Santa Monica headquarters and provides investment research, advisory, and discretionary services related to alternative investment strategies. Mr. Gnall joined Wilshire in 2015 and brings over 13 years of experience related to alternative investment research, selection, and portfolio construction. Before joining Wilshire, Mr. Gnall worked at Royal Bank of Canada where he contributed to the strategy selection and management of a diversified portfolio of hedge funds, as well as customized investment advisory solutions to clients of RBC Global Asset Management. Before that, he worked at Morgan Stanley where he was part of a six-person team responsible for the research and investment management of commodity trading advisors and global macro hedge funds on Morgan Stanley's wealth management platform. Mr. Gnall is a CFA charterholder and received a BA in economics from Vanderbilt University.



Steve Gordon
Executive Director
AndCo

Steve is a Partner at AndCo Consulting. He works extensively with Plan Sponsors, supporting their defined benefit, defined contribution, and nonqualified plans by designing customized solutions in the areas of administration, fiduciary oversight, investment policy and design, investment monitoring, evaluation, provider searches, and total plan cost analysis. Steve has 28 years of experience in benefits plan administration for both public and ERISA qualified retirement plans. Prior to joining AndCo Consulting, he was responsible for all areas of retirement, health and benefits administration for the Southeast and Mid Atlantic as a Principal at Mercer. He has also held leadership positions with Wachovia (Wells Fargo) and STI Capital Management (SunTrust), including Managing Director roles in both retirement and investment management. Steve is a frequent speaker at educational and industry conferences and has held several Committee and Board positions. Earned a Bachelor of Science, Finance, University of South Florida Graduate Trust Degree in Employee Benefits, American Bankers Association Master of Business Administration, Rollins College Crummer Graduate School of Business



Maureen Kennedy Hays*
Managing Director
Principal Global Investors

Maureen is a managing director, consultant relations at Principal Global Investors. She most recently was at AXA-IM as a Director of Consultant Relations and prior to that was the director of institutional sales for the E&F Channel at AXA Rosenberg. Previously, she spent over 5 years as a senior member of MSIM's Global Consultant Relations team. She also held positions in sales, and as a product specialist and senior relationship manager while at Scudder, Stevens, & Clark. Maureen began her career as an investment analyst at GTE Investment Management and then as a senior investment specialist at Buck Consultants. She earned her bachelor's degree from Trinity College and MBA from university of Connecticut. Maureen is a Registered Representative of Principal Securities, Inc. and has passed the FINRA series 7 and 63 examinations.



Kelly Henson
Partner and East Market DC Segment Leader
Mercer

Kelly Henson is a Partner in the Atlanta office of Mercer Investment Consulting and the DC segment leader for the east market. Kelly consults primarily to corporate pension plans, defined contribution plans and other institutional pools on projects relating to asset allocation studies, investment manager selection, investment policy reviews, due diligence reports and fund operations and governance. In addition to working with clients, Kelly is a member of Mercer's Strategic Research Team for Stable Value and the National DC Investment Committee responsible for developing Mercer's best thinking for defined contribution plans nationally. Prior to joining Mercer Investment Consulting in 2004, Mrs. Henson was an analyst with LCG Associates in Atlanta. She worked with clients, custodians and money managers to support consultant and client relationships. Additionally, Mrs. Henson was responsible for conducting manager due diligence research. She also aided with performance reconciliation, manager searches and asset allocation studies. Mrs. Henson holds a BA in Finance from Terry College of Business at the University of Georgia.



Joanne Hickman Dodd

Joanne "Jo" Hickman Dodd was most recently Senior Vice President, Relationship Manager at Capital Group. With over 36 years of experience, Jo is a sales and marketing veteran of the investment industry. She has extensive expertise leading consultant relations teams and servicing the needs of consultants and investors on a global basis. Prior to joining Capital Group in 2014, she was Managing Director and Global Head of Consultant Relations at Northern Trust Asset Management, and Managing Director and Head of Consultant Relations, Americas, at UBS Global Asset Management. Jo holds an MBA from Loyola University Chicago Quinlan School of Business and a bachelor's degree in finance and economics from Elmhurst University. Jo has a deep commitment to fostering the growth of young women. Throughout her career, Jo has been a strong advocate of women and has worked diligently to sponsor and ensure their promotion and success. She is co-founder of Women Investment Professionals (WIP). This Chicago based organization, founded in 1996, was established to offer women in the financial services industry a means to build relationships that inspire and enrich their professional lives.



John Holton, CAIA

*Senior Associate, Alternatives Research
Wilshire Associates*

John Holton is an Associate of Wilshire Associates and a member of Wilshire Funds Management. He works in Wilshire's Santa Monica headquarters as a part of the Alternatives Research team with a focus on diversifying strategies. Prior to joining Wilshire Associates in 2015, Mr. Holton earned his bachelor's degree in economics from Pepperdine University in Malibu, California, and is a Chartered Alternative Investment Analyst (CAIA).



Eric T. Huff

*Vice President, Manager Research, Senior Consultant
LCG*

Mr. Huff joined LCG in 2006 and is Vice President, Manager Research, Senior Consultant. He directs the effort on sourcing investment strategies and conducting qualitative as well as quantitative manager due diligence. He covers traditional and alternative asset classes. Eric also assists with asset allocation modeling and capital market research. In addition, he leads several clients. Eric joined LCG as a Consultant. Eric was previously with Hewitt Investment Group (now Aon) as a Senior Investment Analyst. He was responsible for providing investment education, conducting qualitative and quantitative due diligence with a focus on private real estate investments, and analyzing performance. Eric started his career as a Business Analyst for Hewitt. He is a CFA Charterholder, and an active member of the CFA Institute and CFA Society of Atlanta. He is also a Chartered Alternative Investment Analyst ("CAIA") Charterholder. Eric graduated from the University of Georgia ("UGA") with a B.B.A. in Finance. He was on the Dean's List several times. While at UGA, Eric was an active member of the Delta Sigma Pi business fraternity and served as class Treasurer. Currently, Eric serves on the Board of UGA's Student Managed Investment Fund. In his free time, he enjoys spending time with his family along with playing golf.



Russ Ivinjack

*Head of Funds Management
Aon Investments*

Russ leads Aon's Fund Management Team. As the leader of Fund Management, Russ manages the investment manager research teams in equities, fixed income, liquid alternatives, private equity, and debt; the Global Asset Allocation Team and our discretionary client portfolio management teams. Russ also serves as the lead strategist for several of the firm's largest retainer clients and has advised on over \$1 trillion in client assets over the course of his career. He previously led the development of our alternatives investment capabilities and headed our global manager research teams. Prior to joining the firm in 1994, he spent nearly two years in SEI Corporation's performance evaluation area. Russ holds a B.S. degree in Finance from Northern Illinois University and an M.B.A. degree from DePaul University's Kellstadt Graduate School of Business.



Thomas Jeppesen, CFA

*Deputy CIO
Novant Health*

Thomas is Deputy Chief Investment Officer and Vice President at Novant Health. In this role he helps lead Novant's \$2.5 billion capital reserve with oversight over all aspects of the portfolio from asset allocation through manager selection, implementation and risk assessment/monitoring. Prior to joining Novant as Deputy CIO in 2017, Mr. Jeppesen was a Managing Director at Cambridge Associates where he served Novant as its lead investment consultant while also working with a number of other non-profit clients. Mr. Jeppesen is originally Danish and worked as an attorney in Copenhagen before moving to the US in 2002. Mr. Jeppesen has law master degrees from Copenhagen University and Université de Paris II as well as an MBA from Georgetown University where he graduated with honors. He is a member of the CFA institute and the Beta Gamma Sigma National Business Honor Society. Mr. Jeppesen is on the investment committee of Randolph-Macon College and is a frequent speaker at various investment industry conferences and events.



Dana S. Johns
Senior Portfolio Manager
Maryland State Retirement and Pension System

Ms. Johns joined the Maryland State Retirement and Pension System in June 2011 and is a Senior Portfolio Manager in the Private Equity Group. Ms. Johns has over 15 years of investment experience and managing a global portfolio of institutional alternative investment assets. Ms. Johns has expertise and highly developed personal networks with top performing private equity and venture funds. Ms. Johns was recently included on Trusted Insight's 2020 list of Top 30 Pension Private Equity Investors. Ms. Johns is co-President of the Private Equity Women Investor Network (PEWIN), and a member of both ILPA's Diversity & Inclusion Advisory Council and the SEO Alternative Investments Limited Partner Advisory Council. PEWIN awarded Maryland with the 2020 Limited Partner of the Year award highlighting Ms. Johns' work in transforming the private equity industry with a focus on diversity and inclusion. Continuously invited to key note at conferences including the AIF Institute Global Investor Series, Big Path Impact Capitalism Summit, Women's Private Equity Summit, Women's Alternative Investment Summit, GCM Grosvenor Consortium, Markets Group Private Equity US Forum, Kayo Private Equity Conference, Pension Bridge, Emerging Manager Connect, Equity Summit, Hispanic Heritage Foundation Investor Group, Institutional Investor Private Equity Summit, SEO and NVCA. Most recent panel topics included private equity terms & trends, portfolio construction, developing fund managers, diverse fund managers, diversity and inclusion, and venture capital. Ms. Johns has both a B.A. in Comparative Literature from Indiana University Bloomington and a B.S. in Computer Info Systems, Magna Cum Laude from Stevenson University. She graduated from Loyola University Maryland with a master's in finance while working full time as an associate at Camden Private Capital, a private equity fund of funds. She has completed the ILPA Institute's Private Equity Executive Education program.



Amy Jones, SVP
Co-Manager, Global Research Group
Callan

Amy Jones is a senior vice president and co-manager of Callan's Global Manager Research (GMR) group, which provides fundamental and statistical research on investment managers. She is responsible for the group's operational functions and oversees the quantitative and qualitative analysis of investment managers. Amy is a member of Callan's Institute Advisory committee as well as Callan's Inclusion Committee. She is a shareholder of the firm. Amy began her career at Callan in 1990 and remained as a research specialist until 1997 when she departed to pursue her MBA. She returned to Callan in 2010 following several years at Charles Schwab and Wetherby Asset Management. Amy earned her MBA from the Haas School of Business at the University of California, Berkeley, and graduated from the University of California, Los Angeles with a BA in history.



Pete Kelliutis, EVP
Head of Alternatives
Callan

Pete is an Executive Vice President and the head of Callan's Alternatives Consulting group, which includes the Private Equity and Hedge Fund Consulting teams. In addition to leading these teams, he performs research and advises clients' alternative investment portfolios. Pete is a member of Callan's Alternatives Review and Management Committees. Previously, he was a senior managing director of Cliffwater LLC and a senior member of their Portfolio Advisory team, specializing in alternative investing for institutional clients. Prior to joining Cliffwater, Pete was a Senior Managing Director and CEO of Strategic Investment Solutions ("SIS"), where he led the General and Private Markets Consulting teams and advised several large institutional investors. Previous experience includes Mercer Investment Consulting, where Pete was a principal and senior consultant, Hotchkis and Wiley in Los Angeles and Northern Trust Company in Chicago. Pete earned a BS in economics from the University of Illinois at Urbana-Champaign, his MBA in analytic finance from the University of Chicago Booth School of Business, and he is a holder of the right to use the Chartered Financial Analyst® designation.



Paul Kenney

Partner

NEPC

Paul joined NEPC in April of 2002, with investment experience dating back to 1984. Paul heads NEPC's Detroit office and has served as a consulting team leader twice during his tenure leading both NEPC's Corporate DB and Healthcare teams; his consulting responsibilities include servicing private wealth clients, healthcare systems, corporate pension plans, and endowments & foundations. Paul is also NEPC's lead researcher on strategic investments through private equity fund and direct investments and has written a number of white papers on this subject. Prior to joining NEPC, Paul was employed for eight years by Ford Motor Company. As a member of Ford's Pension Asset Management Department, Paul was the manager of Ford's \$37 billion U.S. Defined Benefit Plan. His responsibilities included investment policy formulation, developing and implementing asset allocation strategies, and monitoring and evaluating the investment performance of the plan and its managers. Additionally, Paul was a member of the Ford 401(k) Investment and Administration Committees and had oversight responsibility of Ford's externally managed corporate cash and insurance assets. Prior to joining the Pension Asset Management Department, Paul was the portfolio manager for Ford's \$3 billion international cash portfolio. Paul started his career at Ford as the portfolio manager for Ford Life Insurance Company, where he managed the assets and liabilities associated with a \$3 billion annuity portfolio. He was also involved in the asset allocation and oversight of Ford Credit's property and casualty insurance companies. Prior to working at Ford, Paul was employed for four years by John Hancock Financial Services where he worked in a variety of positions within treasury, insurance and investment areas of the company. Paul has an M.S.F. degree from Bentley College (1988) and a B.A. from Saint Michael's College in Vermont (1983). He is a CFA charter holder and is a member of the CFA Institute. He has also taught investments at the graduate level at Oakland University in Michigan (1999). Paul has served as a Board and Executive Committee member of Eton Academy, a school in Birmingham, Michigan that helps children who are different learners.



Dan Kim*

Director, Global Research Group

IFM Investors

Dan Kim joined IFM Investors as a Director in September 2016. Dan is a senior business development member with a responsibility to develop and manage senior level accounts in North America across all asset classes. Previously, Dan was Associate Partner at Aon Hewitt, Inc. where he was a senior member of the firm's global private equity investment management research group as a generalist and specialized in infrastructure funds. In addition, he served as a member of the group's Private Equity and Infrastructure Investment Committee. Dan brings nearly 20 years of experience in the finance sector to IFM. Prior to joining Aon Hewitt in 2007, Dan served as a Manager of Research and Analysis for a private equity firm, Vice President of Research and Analysis for a venture capital firm, and Research Analyst for a portfolio manager and long-short hedge fund. Dan received a Bachelor of Arts in Economics from the University of Illinois.



Chris Krein

Head of Global Distribution

Artisan Partners

Christopher J. Krein is a managing director and Artisan Partners' Head of Global Distribution. Prior to his current role, Mr. Krein was responsible for institutional marketing and client service for the Artisan Developing World team. Prior to joining Artisan Partners in September 2015, Mr. Krein was head of institutional distribution at WisdomTree Asset Management where he was responsible for marketplace research, product placement and formulating a distribution strategy. Before that, he was a managing director at ACCI, LLC. Mr. Krein holds a bachelor's degree in finance (magna cum laude) from DeSales University.



John Larson*

Managing Director, Head of Institutional

Syntax Advisors

John leads the institutional business development and consultant relations aspects of Syntax Advisors, LLC. John has over 25 years of experience developing and servicing institutional relationships in North America and abroad. His expertise with many of the world's well-known institutions and consultants serves Syntax clients and represent Syntax Indices. Prior to joining Syntax, John held Senior Institutional leadership positions with

asset management firms in the greater New York and Philadelphia area including Gardner Lewis, Cooke & Bieler, and began his investment management career with Penn Capital Management in 1995. John received a B.A. from the University of Virginia as well as completed course work at The University of California Berkeley. John serves as Chairman of the Investment Committee and Trustee for the Delaware Museum of Natural History and previously served as a Board Member for the Association of Investment Management Sales Executives (AIMSE).



Jordan Loh*

*Vice President, Institutional Sales and Consultant Relations
Carillon Tower*

Jordan Loh serves as Vice President of Institutional Sales and Consultant Relations for Carillon Tower Advisers. He leads the firm's sales engagement with asset owners in the eastern United States. Prior to joining Carillon Tower, Jordan worked as an analyst in the investment banking and corporate banking divisions of Carillon's parent company, Raymond James. He earned a Bachelor of Arts in economics from the University of Florida.



Brad Long, CFA

*Partner, Research Director-Global Public Markets
DiMeo Schneider*

Brad joined DiMeo Schneider in 2012. As Partner and Research Director, he oversees the firm's Global Public Markets research efforts with responsibility for global equity, global fixed income and global real assets. He is also a voting member of the firm's Investment Committee, member of the firm's Discretionary Committee, Research Forum, Capital Markets Team and Mission-Aligned Investing® Team. In 2019, Brad was named a "Rising Star" in City Wire's annual Professional Buyer publication for his contributions in the investment manager research industry. Prior to joining the firm, Brad worked in various research capacities at Citigroup and Wells Fargo in New York. He received a BA in Finance and Minor in Economics from The University of Colorado and is a CFA® charterholder and member of the CFA Society of Chicago and CFA Institute. Additionally, he is active with Greenhouse Scholars, a nonprofit providing financial and personal support to under resourced college students. In his free time, Brad loves cooking and spending time with his wife and young sons.



Matt Lui, CFA, CAIA

*Vice President Investment Research
Canterbury Consulting*

As a member of Canterbury's Research Group, Mr. Lui is responsible for sourcing, evaluating, and monitoring traditional, long-only equity managers. Mr. Lui serves as the chair of Canterbury's Global Equity Manager Research Committee and the vice chair of the Hedge Funds Committee. He also sits on the Capital Markets Committee. Prior to joining Canterbury, Mr. Lui was a trader and research analyst at Knightsbridge Asset Management. He received his Bachelor of Arts in economics from University of California, Berkeley. Mr. Lui is a CFA® charterholder and a Chartered Alternative Investment Analyst.



Chris Lyon

*Principal
Rocaton Investment Advisors*

Chris is head of Defined Contribution at Rocaton Investment Advisors, a business unit within Goldman Sachs Asset Management. He joined Goldman Sachs in 2019 through the acquisition of Rocaton and was named a managing director in 2019. Prior to joining Goldman Sachs, Chris was a founding partner at Rocaton Investment Advisors and led defined contribution initiatives and a variety of client relationships. Earlier in his career, he worked at Barra RogersCasey from 1996 until 2002, where he served as a director on the investment consulting team and led the firm's defined contribution research efforts. Chris is vice chair and a member of the Executive Committee and the Operating Committee of the Defined Contribution Institutional Investment Association. He is a member of the CFA Institute and the CFA Society New York. Chris earned an AB in Economics, summa cum laude, phi beta kappa, in 1996 from Muhlenberg College and an MBA in Finance and Marketing in 2004 from the Stern School of Business at New York University. He is a CFA charterholder.



Jeff MacLean
CEO
Verus

Mr. MacLean joined Verus in 1992 and is primarily responsible for managing the firm and providing investment advice to several clients. He has over 30 years of investment and consulting experience, working with all asset classes for a range of clients including corporate defined benefit plans, public institutions, multi employer trusts, endowments, and foundations. He chairs the firm's management committee, as well as the investment committee, which provides strategic guidance on research initiatives and vets investment manager recommendations. Mr. MacLean often speaks at investment forums regarding the macroeconomic environment, asset allocation, risk management, alternative investments, and industry trends. Prior to joining Verus, Mr. MacLean was Vice President of Shurgard Realty Group, a real estate advisory firm, and a consultant for Arthur Andersen & Company. Mr. MacLean currently volunteers for Children's Hospital of Los Angeles and he serves on the advisory board for the University of Washington Foster School of Business. He holds a master's degree in business administration (MBA) from the Darden School of Business and a bachelor's degree in business administration (BBA) from the University of Washington, where he served as student body president in his senior year.



Liana Magner
Partner, US Defined Contribution and Financial Wellness Leader
Mercer

Liana Magner is a Partner in Mercer's Boston, MA office and serves as the Defined Contribution and Financial Wellness Leader in the US. Liana has overall responsibility for strategy, development, management and growth of our defined contribution and financial wellness business within the US. Liana continues to be responsible, since 2013, for the ongoing development of Mercer's DC Outsourced CIO unit on a national basis. Her client responsibilities include working with our largest defined contribution plans on both an advisory and delegated basis. Liana has over 20 years of investment consulting experience, with a specialty in consulting to large DC plan sponsors. Additionally, Liana is a member of our Wealth Leadership Team, Target Date Fund Strategic Research Team, our DC Discretionary Governance Committee, and our National Defined Contribution Investment Committee. Previously, she served on the manager research ratings review committee for nearly ten years. Prior to joining Mercer in 1998, Liana worked in the investment management industry as a marketing analyst at Quadra Capital Partners, and previously in operations at Boston Investor Services. Liana has a BA, cum laude, in economics from the University of New Hampshire. She is a CFA® charterholder and a member of the CFA Institute and the Boston Society of Security Analysts.



Lew Minsky
President and CEO
DCIIA

Lew Minsky is the President and Chief Executive Officer of the Defined Contribution Institutional Investment Association (DCIIA). Before helping launch DCIIA in 2010, Lew was the owner and managing member of Minsky Consulting through which he advised plan sponsors, service providers and fiduciary committees on governance, public policy and compliance issues. Earlier in his career, Lew served as the senior in-house counsel for a Fortune 200 company, where he had primary responsibility for governance and compliance issues relating to employee benefit plans and executive compensation arrangements. He has also worked as an attorney at major law firms and began his legal career working in the General Counsel's office at the US Department of Commerce. Lew is a recognized thought leader on retirement plan issues and has provided expert testimony to the federal regulatory agencies as well as both the House Education and Labor Committee and the House Ways & Means Committee. Lew received a bachelor's degree in management (BSM) from Tulane University, a juris doctor (JD) from the University of Florida and a master of laws (LLM) with a certificate in employee benefits law from Georgetown University.



Chris Moore, CFA, CAIA

CIO

Mercer, Not-for-Profit Practice

Chris is the Chief Investment Officer for the firm's Not-for-Profit segment. He is responsible for investment activities in the NFP segment, including overseeing asset allocation, manager selection, and strategy implementation for both advisory and delegated clients. Prior to its acquisition by Mercer 2018, Chris was with Summit Strategies Group for 11 years and was a Managing Director and Chief Investment Officer of the firm. His experience includes working with multiple client types including: endowments, foundations, health care systems, and insurance funds. He was responsible for leading the firm's strategic and tactical asset allocation recommendations and managing Summit's risk management infrastructure. In his early days with Summit Strategies Group, Chris co-led the hedge fund group where he had co-responsibility for manager selection and portfolio construction. Prior to joining Summit in 2007, Chris worked for NISA Investment Advisors where he was a fixed income portfolio manager and trader. Chris holds a BS in Biochemical Engineering from the University of Missouri and an MBA from Washington University's John M. Olin School of Business. He is a CFA and CAIA charter holder and a member of the CFA Society of St. Louis.



Doug Newsome, CFA*

Managing Director, Director of Research

Perkins Fund Marketing, LLC

Mr. Newsome, CFA, Managing Director and Director of Research is responsible for sales within various regions in the U.S. He also is the firm's Director of New Manager Research and selection. Mr. Newsome joined Perkins in 2012 with over 25 years of industry experience working with hedge funds, private equity funds and traditional investment strategies. Previously, he was a Managing Director with Babson Capital Management, where he marketed multiple strategies to pension funds, foundations, endowments, financial institutions and family offices. Prior to Babson Capital, he was a Managing Director at PricewaterhouseCoopers Corporate Finance LLC. Prior to PWC, he was founder and Chief Executive Officer of GMS Technologies, Inc., a financial technology firm. Prior to GMS, Mr. Newsome headed debt capital markets including syndicated loans, debt private placements and corporate bond businesses at Santander Investment. Mr. Newsome graduated from Muhlenberg College and earned an MBA from Lehigh University. He has earned a certificate from the AIMSE/Wharton Institute for Investment Management Sales Executives. He holds the Series 7, 24, 50 and 63 securities licenses.



Ellen Ogan Martel, AIF®

Senior Consultant, Defined Contribution Practice Leader

Ellwood

Ellen Martel is a senior consultant at Ellwood and joined our firm in 2000. As the practice leader for defined contribution plans, Ellen is responsible for overseeing services and improving the firm's best strategic thinking regarding the evolution of defined contribution plans and the regulatory changes affecting them. Ellen serves as the primary consultant to several Ellwood clients with a focus on corporate retirement plans, endowments, foundations, and healthcare institutions. Prior to joining Ellwood, Ellen worked as a high-yield fixed income securities analyst at Lincoln Capital Management, a Chicago-based investment firm. Ellen earned the Accredited Investment Fiduciary (AIF®) designation. She received her Bachelor of Science with a double major in finance and marketing from Creighton University in Omaha, Nebraska. Ellen serves on the board of the Defined Contribution Institutional Investment Association (DCIIA) and Leaders Investing for Tomorrow (LIFT). She is a past board member and current member of the Women Investment Professionals (WIP) – Chicago and a member of Plan Sponsor Council of America (PSCA).



Lori Nishiura Mackenzie

Lead Strategist, Diversity, Equity and Inclusion

Stanford Graduate School of Business and cofounder of the Stanford VMware Women's Leadership Innovation Lab

Lori Nishiura Mackenzie is a speaker, researcher and change agent in diversity, equity and inclusion. She is co-founder of the Stanford VMware Women's Leadership Innovation Lab, which creates impact research to understand the barriers to women's advancement in order to build more inclusive workplaces and empower change agents. Lori is also lead strategist, Diversity, Equity and Inclusion, at the Stanford Graduate School of

Business, where she works to foster a more diverse community, create an inclusive classroom and campus experience, and focus on voices underrepresented in efforts to date. Working with colleagues across GSB, Lori fosters a “small wins” approach to change by supporting colleagues to take bold yet doable actions. This year, they are building momentum to deliver progress on the Action Plan for Racial Equity. Lori is a keynote speaker to a wide range of audiences, from executive teams to women’s summits. Lori was featured as one of the BBC’s 100 Women in 2017, and she was interviewed for the award-winning documentary, *bias*, which premiered in 2018. Her work has been published in the Harvard Business Review, The New York Times, BBC, San Francisco Chronicle, and brand eins. Prior to her current roles, Lori served as the executive director of the Stanford Clayman Institute for Gender Research. Lori brings 20 years of marketing strategy and business management experience at companies including Procter & Gamble, Apple, eBay and PayPal. She is a board member of the Alliance for Girls and Watermark and an advisor to the Center for Institutional Courage and Women’s Startup Lab. She has an MBA from the Wharton School of Business and a BA in Economics from the University of California, Berkeley. She is sheltering in place with her partner, a teenager, and two dogs, while gardening with renewed vigor.



Matt Padberg, CFA
Managing Director & Senior Consultant
Cardinal Investment Advisors, LLC

Matt joined Cardinal in 2006. Matt’s primary responsibilities are Client Service and Research. Prior to joining Cardinal, Matt worked for Transcend Financial Advisors performing turnaround and M&A consulting for small and large clients, as well as at Deloitte in financial consulting and valuation and Procter & Gamble in finance. Matt has served on the Boards or committees of St. Mary’s High School, The College School, De La Salle Middle School, St. Joseph’s Housing Initiative, and Regional Growth Capital. Matt holds a B.A. in Sociology from Wake Forest University and an MBA from the Fuqua School of Business at Duke University. He received his CFA Charter in 2001.



Carolyn Patton, CFA
Director of Business Development
Sustainable Growth Advisers

Carolyn is Director of Business Development at Sustainable Growth Advisers and she is responsible for developing institutional relationships with plan sponsors and intermediaries including consultants. SGA is a growth equity asset manager specializing in managing high quality, high conviction global, international, emerging markets, and U.S. equity portfolios with a singular commitment to sustainable growth investing. Prior to joining in 2020, Carolyn was an entrepreneur and Founder of Belrose Advisors LLC, a consultant firm providing strategic planning and distribution insights. 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. Prior to Deutsche, Carolyn led the global distribution team as Executive Managing Director and Principal at Turner Investments. 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. Carolyn served as President of the Association of Investment Management Sales Executives (AIMSE) where she spearheaded the creation of the AIMSE Scholarship program, in partnership with the Toigo Foundation, to promote diversity and inclusion within the asset management industry. She held FINRA Series 24, 7, 6 and 63 licenses. Carolyn is a CFA® charterholder and a member of the CFA Society of Philadelphia. She received her Bachelor of Arts in Economics from The University of Virginia.



Ron Peyton
Executive Chairman
Callan

Ron Peyton is the executive chairman of Callan, where he provides firm-wide oversight to improve communications, process, service quality, and retention. He regularly meets with clients, associates, and senior industry professionals. He also engages in industry and community events through speaking, writing, and service opportunities. Ron is a Callan shareholder, chairs the Callan Board of Directors, and co-chairs the Callan

Inclusion Committee. From 1981 to 1990, Ron served as president and chief operating office of Callan. He was then chief executive officer through 2017 when he successfully implemented the firm's succession plan, appointing Greg Allen as chief executive officer and others to senior management and board positions. Outside Callan, Ron serves on the governing board of Filoli, a National Historic Trust Preservation site, where he is treasurer and a member of the executive and human resources committees. He was appointed to the Chief Diversity Officer Advisory Council, created in June 2020 by the Defined Contribution Institutional Investment Association (DCIIA). He is also a "counselor" for the Indiana University Kelley School of Business Dean's Council and an advocate for the Vista Center for the Blind and Visually Impaired, which Callan has supported for more than 20 years. From 2008-2018, Ron served on the board of the United Way Bay Area and currently has a leadership position in its Tocqueville Society. He also served on the CFA Institute's Performance Presentation Standards Implementation Committee (now GIPS) and was chairman of the Institute's Asset Manager Code of Conduct Advisory Committee. Prior to joining Callan in 1974, Ron worked with Marathon Oil Company's pension investments while serving as an officer in the U.S. Army Reserve. Ron earned an MBA in finance and a BS in accounting at Indiana University, where he was president of the Indiana Delta Upsilon fraternity chapter his junior and senior years.



Jennifer Pittman

Jennifer manages consultant relations within the US Institutional team at Ninety One. She joined the firm in 2014 from Fiera Asset Management where she was responsible for consultant relations, direct plan sponsor sales and market research. Before joining Fiera, Jennifer spent three years at InterSec Research as a member of the consulting team where she analyzed equity market trends within the institutional business landscape. She has also held the position of investment consulting analyst at RogersCasey, specializing in the Defined Contribution market. Jennifer earned a BA at Dartmouth College and an MBA in Finance and Economics from the NYU Stern School of Business. Jennifer also holds a Series 7 and 63 license.



Chris Rae

*Managing Director
Elevation Marketing Advisory*

Chris is Founder and Managing Director of Elevation Marketing Advisory, an outsourced marketing and client service business. Elevation Marketing Advisory, established in February 2016, is a business division of Elevation LLC, a Charlotte-based broker-dealer. In addition to its marketing advisory and execution businesses, Elevation LLC has an exclusive distribution arrangement with Variant Perception, a leading provider of cross-asset class, data-driven market commentary and research. Elevation Marketing Advisory's first client is Sorin Capital Management, LLC, a Stamford, Connecticut-based management firm focused on CMBS and REITs. Sorin runs hedge fund and liquid alternative strategies within these markets. Sorin currently manages over \$760mm in AUM from institutional investors including pension funds, family offices, and fund of funds. Chris joined Sorin in 2014 as the Managing Director and Head of Business Development. From 2008 to 2013, Chris was a Director of Marketing at S.A.C. Capital Advisors, L.P. focused on covering all investor types across the Americas. Prior to joining S.A.C., from 2006 to 2008 Chris was a Managing Director, Client Relations at Chilton Investment Company. From 2003 to 2006, Chris was a Vice President at Goldman, Sachs & Co. working within the Equities and Fixed Income Divisions as a member of the Pensions Services Group providing institutional sales coverage for pensions, endowments, and foundations. Prior to 2003, Chris was an Associate in Goldman's Investment Banking Division primarily covering natural resources and industrial companies. Chris received both his AM and BA in Philosophy from Stanford University and his JD/MBA from Duke University.



Michelle Riffelmacher*

*Senior Vice President
EnTrust Global*

Michelle Riffelmacher is a Senior Vice President at EnTrust Global in Business Development working on the consultant relations team. She is responsible for developing and maintaining relationships with global, regional and local consultants promoting EnTrust's fund suite. Prior to joining EnTrust Michelle was Vice President at Macquarie, where she worked within the Cash Equities division providing transition management solutions to plan sponsors. Michelle joined Macquarie from Citigroup where she worked in a variety of sales and marketing roles within the Prime Brokerage and Agency Securities Lending businesses servicing hedge funds and asset owners. During her time at Citi, Michelle was recognized with the ICG Corporate Citizenship Award for her work in recruiting and on the Employee Engagement Committee. Prior to Citi, Michelle worked in sales and marketing

at Wells Fargo in their securities lending business, and on the U.S. equity stock loan trading desk at State Street. In addition to her work at EnTrust, Michelle serves on the advisory board and leadership council for the Resolution Project, a New York-based global non-profit that fosters youth leadership development through collaborative social entrepreneurship. She previously served as a mentor and guide leader. Michelle graduated with a B.A. in International Studies from Colby College where she currently serves on the Board of Visitors.



Haley M. Rives, CFA

*Director
ACG*

Haley is a Senior Consultant with significant experience working with both institutional entities and private clients. She collaborates with our clients to develop investment policy, design and construct portfolios, conduct investment manager searches and due diligence, and provide evaluation of investment performance. Haley is the current Chair of ACG's Investment Committee, which establishes the framework for the firm's investment philosophy and oversees the internal processes used to ultimately make investment recommendations to clients. Prior to joining ACG, Haley was an investment analyst at Moneta Group. There she was responsible for due diligence and ongoing monitoring of actively managed equity and fixed income investment alternatives for high-net-worth and institutional clients. Haley holds a Bachelor of Science in Finance from the University of Illinois, and an MBA from Washington University in St. Louis. She is a holder of the Chartered Financial Analyst designation and a member of the CFA Society of St. Louis and the CFA Institute. She is also a member of the St. Louis Women in Investments Network.



Mark Robertson*

*Director of Business Development
Proprietary Capital*

Mr. Robertson serves as the Director of Business Development at Proprietary Capital. Mr. Robertson is responsible for marketing, investor relations, and communications activities. Prior to joining Proprietary Capital, Mr. Robertson was the COO and a founding partner of Silvergate Capital Management, a Denver based health care hedge fund. Prior to Silvergate, Mr. Robertson was a Vice President at Morgan Stanley in New York City where he worked in the Institutional Equity Division. Mr. Robertson started his career in investment management at Paine Webber selling the firm's diversified research products. Mr. Robertson earned a Bachelor's degree in Business Administration, with a concentration in finance, from the University of Vermont. From 2012 through 2018, Mr. Robertson served on the board of the Association of Investment Management Sales Executives (AIMSE).



Avery Robinson, CAIA, SVP

*Co-Manager, Real Assets
Callan*

Avery A. Robinson, CAIA, is a senior vice president and co-manager of Callan's Real Assets Consulting group. He has overall responsibility for real assets consulting services, and oversees research and implementation of real estate, timber, infrastructure, and agricultural asset classes. He also oversees all investment due diligence for real assets and is a member of Callan's Diversity & Inclusion Committee. He is responsible for strategic planning, implementation, and performance oversight of plan sponsor clients' real assets portfolios. Avery heads research coverage for core open-end funds and emerging managers. He is a member of Callan's Management Committee and Inclusion Committee. He is a shareholder of the firm. Before joining Callan in 2008, he was employed with the Principal Global Investors as an asset manager. Avery received his MBA and BS in engineering from the University of Iowa and has earned the right to use the Chartered Alternative Investment Analyst designation.



Bill Ryan, CAIA, SPHR

*Partner, Head of North America DC Multi-Asset Solutions
Aon*

Bill has over 18 years of Defined Contribution (DC) experience. His DC clients across North America own over \$800 billion in retirement assets invested by over 60 million participant lives. Bill leads Aon's North America DC Multi-Asset Solutions team, which includes four of Aon's DC Subject Matter Expert teams: the DC Multi-Asset Manager Research team who evaluates Target Date Fund, Balanced Fund, and Managed Accounts created by Asset Managers, the Custom DC Solutions team building bespoke solutions for Aon clients, the DC Multi-Asset

Fund Management team providing Aon's best ideas in a packaged product, and the Retirement Income team helping client consider and add retirement income solutions into their DC plans. Prior to joining Aon, Bill was the Director of Client Relation Services for the University of California (UC) Regents' Office of the Chief Investment Officer (OCIO). His responsibility within UC's OCIO included overseeing UC's \$20 billion defined contribution program's investments, which included overseeing and managing a \$5 billion custom target date fund series and multiasset funds which included private equity. Bill is an Executive Committee member for DCIIA and the Chair of DCIIA Investment Policy & Design Committee. Bill holds a B.S. in Management from Rensselaer Polytechnic Institute and a M.B.A. in Corporate Finance from the University of California, Irvine.



Derek Schmidt, CFA, CAIA

*Director of Private Equity
Marquette Associates*

Derek Schmidt is the director of private equity for Marquette Associates and has 16 years of investment experience. He joined Marquette in 2017 and provides thought-leadership on private equity investing. Derek is responsible for leading the due diligence of private equity managers, providing guidance on private equity and private debt product selection, and developing actionable views based on macroeconomic and capital markets outlook. He is a member of the firm's investment committee and alternative investment manager search committee. Prior to joining Marquette, Derek was an equity analyst/vice president at Piper Jaffray. Previously, he worked for William Blair & Company as a global healthcare associate. Derek holds a B.S.B.A. in business finance from The Ohio State University. He is a CFA charterholder and a member of the CFA Institute and the CFA Society of Chicago. Derek is also a CAIA charterholder and a member of the CAIA Association®. Additionally, Derek serves as a finance committee member for the Anixter Center.



Andy Schwark, CFA, CAIA

*Director of Outsourced CIO
Ellwood*

Andy Schwark is a senior consultant at Ellwood and joined our firm in 2011. As director of Ellwood's outsourced chief investment officer (OCIO) consulting, Andy is responsible for overseeing the decisions and implementation of OCIO client portfolios. Andy serves as the primary consultant to several of the firm's clients with a focus on healthcare institutions, corporate retirement plans, family offices, and endowments and foundations. In addition, Andy is a member of the capital markets committee. Prior to joining the consulting team at Ellwood, Andy worked as a senior investment analyst for Ennis Knupp and Associates. Andy holds the Chartered Financial Analyst designation and is a member of the CFA Institute and the CFA Society of Chicago. He also holds the Chartered Alternative Investment Analyst (CAIA) designation and is a member of the Chartered Alternative Investment Analyst Association. Andy received his Bachelor of Science (with highest honors) in economics from Bradley University in Peoria, Illinois.



Evan Scussel, CFA, CAIA

*Research Director
AndCo*

Evan serves client needs by conducting investment manager due diligence within the public and private equity space. 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. At Mercer, Evan researched both U.S and International equity and fixed income strategies, and at various times, held the titles of US Head of Core Equity and Global Head of Convertible and Municipal Bonds. Evan held previous positions at Aeltus Investment Management, Aetna Financial Services, Cigna Retirement, Prudential Retirement, and Securities, Software and Consulting (SS&C). Evan received a Bachelor of Arts, Economics, University of Rhode Island and a Master of Business Administration, Finance, University of Connecticut. He is also a CFA® Charterholder and CAIA® Charterholder.



Ajit Singh, FRM, CAIA

CIO

Houston Firefighter's Relief Retirement Fund

Ajit Singh is the chief investment officer of the \$4B Houston Firefighters' Relief and Retirement Fund. Mr. Singh joined HFRRF from the investment division of the United Nations Joint Staff Pension Fund where he served as chief risk officer and deputy to the chief investment officer. Prior to his work at the UN Mr. Singh worked for State Street as an independent consultant and a director of risk and compliance at EMC, and held various positions in risk and strategy at IBM and Deloitte. Mr. Singh holds a BE from SGSITS and an MBA in Finance from the University of Georgia. He holds the CAIA and FRM designations.



David Smith, CFA

Managing Director

Marquette Associates

David H. Smith is a managing director for Marquette Associates and serves on the firm's executive committee. An owner of the firm, Dave has been with the company since 2009 and has 23 years of investment experience. He serves as the lead investment consultant on key client relationships. Prior to joining Marquette, Dave was a vice president of investor relations at Northern Trust Asset Management where he was responsible for servicing large institutional investors. He began his career at the Chicago Mercantile Exchange with a Eurodollar derivatives trading firm. Dave holds a B.S. in business administration from the University of Richmond and an M.B.A. in finance from the University of Chicago's Booth School of Business. Dave is a CFA charterholder and serves on the board of directors of the CFA Society of Chicago. He is co-chair of the Investment Management Alumni Roundtable at the University of Chicago's Booth School of Business and is a member of the Economic Club of Chicago.



Jimmy Stafford*

Marketing Director, Principal

Atlanta Capital Management

James N. Stafford is a Vice President, Marketing Director and Principal of the firm. Prior to joining the firm in 2007, Mr. Stafford served as a product manager with Bank of America, responsible for product development and marketing of the bank's separately managed account platform for mid-market institutional clients. Previously, Mr. Stafford was an analyst at Summit Strategies Group and served various roles at Morningstar, Inc. Mr. Stafford is a graduate of Indiana University and earned an MBA from the Olin School of Business at Washington University in St. Louis. Mr. Stafford holds a Chartered Financial Analyst designation.



Kurt Terrien*

Managing Director, Institutional Sales

Clarkston Capital

Kurt joined Clarkston Capital Partners in 2013 and oversees the firm's institutional business, including sales, consultant relations and client service. Kurt has over 20 years of industry experience. Most recently, he was the Director of Sales and Consultant Relations for Johnson Institutional Management. Prior to that, he was Vice President of Institutional Asset Management at National City Bank and a Senior Client Services Manager at World Asset Management. Kurt received a Bachelor's degree in Finance from Walsh College and a MBA from Wayne State University. He is a member of MAPERS (Michigan Association of Public Employees Retirement Systems) and serves on the board of AIMSE.



Steve Thieme, CFA, CAIA

Vice President, Research Analyst, Hedged Strategies

FEG

Steve Thieme is an investment professional with over a decade of institutional investing experience. He is a Vice President at FEG Investment Advisors, a leading institutional consultant and OCIO advisor, where he currently leads FEG's hedged and specialty equity research. Prior to joining FEG, Steve was an investment officer for a single-family office in Cincinnati, Ohio. Steve graduated summa cum laude from Morehead State University and has an MBA from the Farmer School of Business at Miami University. He is a member of the CFA Institute and CAIA Association.



Ian Toner
CIO
Verus

Mr. Toner is responsible for the overall investment output at Verus, for both discretionary and non-discretionary clients. His particular focus is on ensuring that the entire investment resources of the firm are applied in the most effective way for each client, and that the asset allocation, portfolio construction, manager selection and capital market insights created by Verus are both directed at real problems that our clients face, and are implementable in client portfolios. Mr. Toner is responsible for the final determination of the firm's overall investment positioning. He is responsible for the portfolio management team, strategic research team, and both the public and private markets teams. He is also a member of the Verus management committee. He joined Verus in 2013 from Russell Investments, where he was most recently Director, Capital Markets Research, with particular responsibility for research and marketing across the trading floor businesses of Russell globally. Before Russell Investments he was an executive director at UBS Investment Bank in London, and a vice president at both Schroder Salomon Smith Barney and InterSec Research Corp. Earlier in his career he worked on the sell-side of the institutional markets in London, covering European equity markets. Mr. Toner has a degree in Law from the University of Oxford in the United Kingdom and is a CFA charterholder (Chartered Financial Analyst). He is a regular author and speaker on a range of investment topics. He is a member of the Audit / Finance Committee of The Medina Foundation in Seattle. He is also a member of the CFA Institute and the CFA Society of Seattle. Mr. Toner is a trustee of Charles Wright Academy, an independent co-educational school based in University Place, WA, where he also chairs the endowment committee. He is also a board member at the Seattle Metropolitan Chamber of Commerce, where he co-chairs the finance & audit committee. He has been happily married to his wife, Heather, for 25 years, and is the proud father of two children.



Tony Waskiewicz, CFA
Former CIO
Mercy Health

As a mission-driven leader, skilled investor, and institutional investment expert, Mr. Waskiewicz has over 25 years of industry experience, including 15 years of experience serving in the capacity as Chief Investment Officer. In his capacity as CIO, Mr. Waskiewicz built a top investment program while setting policies, managing risks, and selecting managers for multi-asset class reserve, foundation and pension portfolios. Motivated by the pursuit of excellence, a desire to make a difference, and passion to serve others, he is known for his ability to build vibrant cultures where employees are valued and appreciated. Tony earned his MBA with a concentration in Finance, from the Sellinger School of Business Management-Loyola College and BS degree in Business Administration from Washington & Lee University. Today, he serves on the investment committees for the Missouri Health Foundation and the Mid-American Transplant Association



Nicole Wellmann Kraus, CFA
Managing Director, Global Head of Client Development
Strategic Investment Group

Nikki Kraus, CFA, is the Managing Director, Global Head of Client Development of Strategic Investment Group. She oversees the development of client relationships and drives the firm's marketing strategy. She also serves as a member of the Strategic's Board of Managers. She has more than 25 years of experience in the OCIO industry, having most recently served as Director of Institutional Business at Hirtle, Callaghan & Co., where she attracted and serviced a broad range of clients. Before that, she held various positions at SEI Investments Company working with OCIO clients. She has extensive experience advising investment committees, to whom she is often asked to provide insights on best practices and governance. Nikki serves on the Investment Advisory Sub-Committee of the John Templeton Foundation. She has also actively collaborated with the National Association of College and University Business Officers (NACUBO) for nearly a decade, including serving as a speaker at multiple NACUBO events. Nikki is the co-author of Endowment Management for Higher Education, a publication released by the Association of Governing Boards of Universities and Colleges (AGB) in June 2017, and is often asked to speak at AGB events. She has published various articles in the areas of investment committee governance and investment management. Additionally, Nikki is a frequent guest speaker and skillful moderator of investor panels at industry conferences. Nikki holds a B.A. in English and Computer Applications from the University of Notre Dame. She is a CFA charterholder and a member of the CFA Society of Washington, D.C.



Roger Willis, CFA
Director of Research
ACG

As Director of Research, Roger oversees the firm's research process. He is also a member of the Asset Consulting Group's Investment Committee, which establishes the framework for the firm's investment philosophy and oversees the internal processes used to ultimately make investment recommendations to clients. Roger also works closely with a variety of clients to develop investment policies and to design and construct portfolios. Originally from South Africa, he has worked in the investment industry since 1993. Prior to joining ACG, Roger held the position of Regional Investment Manager within Wells Fargo's Wealth Management Group where he had responsibility for a team of investment managers overseeing \$4 billion of client assets. Roger previously served as Chief Investment Officer of A.G. Edwards Trust Company. Prior to joining A.G. Edwards in 1999, he gained six years of institutional asset management experience in South Africa, including a role in portfolio management, security analysis, and equity trading. Roger has an Honors Degree in Economics and a Bachelor of Commerce (Finance) from the University of Natal, South Africa. He is a holder of the Chartered Financial Analyst designation and a member of the CFA Society of St. Louis and the CFA Institute.



Diana Winalski
401(k) Plan Management
International Paper

Ms. Winalski is the Director of 401K Product Management at International Paper overseeing all aspects of the \$6 billion 401K Savings Plan covering approximately 49,000 participants. She joined International Paper in August 2016 from Xerox Corporation where she was the Director of 401K Investments responsible for all matters relating to the \$4.5 billion 401K Savings Plan, a plan that served over 34,000 participants. Ms. Winalski has spent her entire career in institutional asset management. Prior to joining Xerox in 2008, Ms. Winalski served as an Investment Consultant at Roca-ton Investment Advisors, LLC (now part of Goldman Sachs) working with large corporate, state, and insurance company defined benefit and defined contribution plans. Ms. Winalski also worked as a Fixed Income Product Manager at Wellington Management and held several roles at Fidelity Investments, with her most recent position working directly with the institutional fixed income portfolio management team in Merrimack, New Hampshire. Ms. Winalski is a thought leader in 401K plan management and design with significant experience launching new funds and products, reporting to the Investment and Steering Committees and developing investor communication. She is a frequent Institutional Investor, Pensions & Investments, Employee Benefits Research Institute (EBRI) and Georgetown Center for Retirement Initiatives conference speaker. Ms. Winalski is currently a member of the Defined Contribution Institutional Investor Association (DCIIA) Plan Sponsor Steering Committee and served as a member of the Vanguard Client Council from 2009-2016. In 2020, Ms. Winalski joined the T. Rowe Price Defined Contribution Advisory Board. In 2018, Ms. Winalski won an Innovation and Excellence award, granted by both Pensions & Investments and DCIIA in recognition of her work launching an innovative retirement income solution to the International Paper retiree population. Additionally, in 2018 the International Paper Defined Contribution Plan won the Innovator of the Year award, an award granted by aiCIO. In 2019, the IP Savings Plan received a platinum award granted by Marcom, in recognition of the plan's creativity and excellence in participant communication. In 2020, International Paper received an Eddy Award, granted by Pensions & Investments, for this same participant communication. Ms. Winalski received an MBA from Boston University and a BA in Finance and Economics from Simmons College. Ms. Winalski lives in Connecticut with her husband and two children.

Schedule at a Glance

WEDNESDAY, NOVEMBER 11, 2020

3:30 PM – 5:00 PM ET

Bootcamp

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:

- Understanding the Investor Sales Cycle
- Building a Team
- Engaging Investors
- Presentation Skills
- Building Relationships
- Due Diligence
- Marketing Resources
- Marketing Tips and Tricks

Michael Gillis, VP and Director, TD Asset Management

Chris Rae, Managing Director, Marketing Advisory

Carolyn Patton, CFA, Director of Business Development, Sustainable Growth Advisers

Maureen Hayes, Managing Director, Principal Global Investors

MONDAY, NOVEMBER 16, 2020

12:00 PM – 12:10 PM ET

President’s Welcome

Kurt Terrien, Managing Director, Institutional Sales, Clarkston Capital

12:10 PM – 1:00 PM ET

Fireside Chat with Ron Peyton, Callan

Ron Peyton, Executive Chairman, Callan, will share his thoughts on the evolution of the investment industry with a vision toward the future. He will discuss the evolving role of the consultant, changing risk dynamics, and the challenges facing investors, consultants and asset managers. He will also address the continued importance of building trust in relationships, firm culture and the value of diversity and inclusion.

Moderated by Joanne Dodd

Ron Peyton, Executive Chairman, Callan

1:00 PM – 1:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

1:15 PM – 2:00 PM ET

Is Your Retirement SECURE? The Future of Retirement and Impact of Legislation and Trends

Sweeping changes are afoot for plan sponsors, consultants and asset managers alike with the recent passage of the Setting Every Community Up for Retirement Enhancement Act (SECURE) in December 2019. What types of provisions does this law introduce and what new investment design/structures/solutions will it allow? What impact will it have on the future of retirement in America and what types of challenges and opportunities for plan sponsors and asset management does it present? Join us for our defined contribution panel comprised of industry experts, consultants and plan sponsors to discuss this transformative legislation (such as the CARES Act) and other topics related to the security of America's retirement.

Moderated by Lew Minsky, President and CEO, DCIIA

Greg Fox, Associate Partner, Aon

Chris Lyon, Principal, Rocaton Investment Advisors

Brian August, 401(k) Investment Committee Member, Southwest Airlines Pilots Association

Diana Winalski, Director, 401(k) Plan Management, International Paper

2:00 PM – 2:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

2:15 PM – 3:00 PM ET

Managed Care: Investment Decision-Making Among Leading Healthcare Organizations

COVID-19 has had an unprecedented impact on the country's healthcare system, and has impacted their outlook, liquidity and risk tolerance as they manage through a second wave and prepare for a Post-Covid environment. Join some of the healthcare industry's leaders in discussing how asset allocation will evolve in this post-COVID world, how they're navigating the uncertainty, and how they're positing for the future.

Moderated by Jeff Blazek, CFA Head of Healthcare Practice, Cambridge Associates

Thomas Jeppesen, CFA, Deputy CIO, Novant Health

Adri Chaikin, Managing Director, NY Presbyterian Hospital

Tony Waskiewicz, CFA, Former CIO, Mercy Health

3:00 PM – 3:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking.

3:15 PM – 3:45 PM ET

Consultant Spotlight #1

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Ellwood Associates

Moderated by Sean Clark, CFA, SVP, Institutional Sales & Consultant Relations, Westwood Holdings Group, Inc.

Ellen Martel, AIF®, Senior Consultant and DC Practice Leader

Alex Farquhar, CFA, Managing Director, Consultant & Head of Research

3:45 PM – 4:00 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

4:00 PM – 4:30 PM ET

Consultant Spotlight #2

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Canterbury Consulting

Moderated by Chelsea Carbonel, Dimensional Fund Advisors

Loren Asmus, CFA, CAIA, Vice President, Investment Research

Matt Lui, CFA, CAIA, Vice President, Investment Research

5:00 PM & 7:00 PM ET

Networking

Chocolate Tasting – Two sessions, one for East Coast at 5 pm ET and one for West Coast at 7 pm ET

WEDNESDAY, NOVEMBER 18, 2020

11:15 AM – 11:45 AM ET

Consultant Spotlight #3

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Fund Evaluation Group (FEG)

Moderated by Gus Catsavis, Managing Director, Pinnacle Asset Management, LP

Nicola da Rosa, CFA, CAIA, Vice President, Consultant

Steve Thieme, CFA, CAIA, Vice President, Research Analyst, Hedged Strategies

11:45 AM – 12:00 PM ET

Sponsor Chat Session/ Virtual Networking Break

Panelist after-session networking and general networking

12:00 PM – 12:45 PM ET

State of the State: The Future of OCIO

Grab Marty, Doc and Einstein because it's Back to the Future! The OCIO channel has been one of fastest growing segments of the institutional marketplace, but what's on the horizon for this business vertical? Did the pandemic serve to confirm the value proposition of the delegated model? What trends are in place to support the use of OCIO in the DB, DC, foundation, endowment and other market segments? Our experienced panel will discuss the current impact and expected long-term ramifications

of COVID-19 on plan sponsors, with a focus on governance models, liquidity management and other key issues. The panel will also examine how asset managers can maximize the OCIO growth opportunity for their respective firms.

Moderated by Phil Edwards, Principal, Curcio Webb

Russ Ivinjack, Head of Funds Management, Aon Investments

Liana Magner, Partner, US Defined Contribution and Financial Wellness Leader, Mercer

Andy Schwark, CFA, CAIA, Director of Outsourced CIO, Ellwood Associates

Nicole Wellmann Kraus, CFA, Managing Director, Global Head of Client Development, Strategic Investment Group

12:45 PM – 1:00 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

1:00 PM – 1:45 PM ET

The Solution Chain – The Next Level of Identifying your Strongest Link

Many are playing the “Solutions” card, but what exactly is Solution-Oriented Selling? Are solutions relegated to the largest, best resourced firms? Are solutions just a complicated investment management accessory, or a critical requirement for success amidst a rapidly changing business? This Solution-Oriented Selling Panel will define the components of solutions offered by managers and highlight approaches that managers can develop and embrace. Hear perspectives from the foremost solution practitioners.

Moderated by John Larson, Managing Director, Head of Institutional, Syntax Advisors

David Eisenberg, Managing Director - Pensions, Cambridge Associates

Chris Krein, Head of Global Distribution, Artisan Partners

Paul Kenney, Partner, NEPC

Kelly Henson, Partner and East Market DC Segment Leader, Mercer

1:45 PM – 2:30 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

2:30 PM – 3:15 PM ET

Movers, Shakers and the Future of Finance

This year’s CIO panel welcomes several movers and shakers from the plan sponsor and consultant community to share their ideas and views on how they’re navigating this unique environment. How has their investment style evolved and what do they see as unique opportunities for their respective plans going forward? With the added disruption of the COVID pandemic how have these CIOs adapted during this difficult and uncertain time? And how has engaging and interacting with marketers been impacted? Please join us for this exciting panel to hear from these key decision makers on how they’re facing today’s challenging investment environment head on.

Moderated by Sam Gallo, CPA, CAIA, CIO, University System of Maryland

Chris Moore, CFA, CAIA, CIO, Mercer Not-for-Profit Practice

Bill Ryan, CAIA, SPHR, Partner, Head of North America DC Multi-Asset Solutions

Elizabeth Burton, CAIA, CIO, Hawaii Employees' Retirement System

Ajit Singh, FRM, CAIA, CIO, Houston Firefighters Relief and Retirement Fund

3:15 PM – 3:30 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

3:30 PM – 4:00 PM ET

Consultant Spotlight #4

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Marquette Associates

Moderator: John Larson, Managing Director, Head of Institutional, Syntax Advisors

David Smith, CFA, Managing Director

Derek Schmidt, CFA, CAIA, Director of Private Equity

4:00 PM – 4:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

4:15 PM – 4:45 PM ET

Consultant Spotlight #5

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Cardinal Investment Advisors, LLC

Moderated by Chelsea Carbonel, CFA, Regional Director, Dimensional Fund Advisors

Matt Padberg, CFA, Managing Director

Mike Dziadus, CFA, Managing Director

Keith Chambers, CFA, Managing Director

FRIDAY, NOVEMBER 20, 2020

10:45 AM – 11:15 AM ET

Consultant Spotlight #6

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

AndCo Consulting

Moderated by Jordan Loh, Vice President, Institutional Sales & Consultant Relations, Carillon Tower Advisers

Evan Scussel, CFA, CAIA, Research Director

Steve Gordon, Executive Director

11:15 AM – 11:30 AM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

11:30 AM – 12:00 PM ET

Consultant Spotlight #7

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

LCG Associates

Moderated by Jordan Loh, Vice President, Institutional Sales & Consultant Relations, Carillon Tower Advisers

Eric Huff, CFA, CAIA, Vice President, Marketable Manager Research, Senior Consultant

James J. Challen, Senior Vice President, Principal, LCG

Taylor L. Covey, Vice President, Co-Director of Private Investments, LCG

12:00 PM – 12:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

12:15 PM – 1:00 PM ET

Diversity and Inclusion Virtual Luncheon

Jocelyn Bell Burnell said, "The more diverse a research group or a business, the more robust it is, the more flexible it is, and the better it succeeds." Join our virtual luncheon and listen to leading experts and practitioners from asset management and academia discuss striving towards diversity and moving toward more inclusivity, equality and justice. What are organizations doing to empower and retain people of all races, genders and religions to achieve their social and economic goals? How can we empower our workforces to better succeed and navigate biases? What are best practices for incorporating more diversity into investment portfolios?

Moderated by Carolyn Patton, CFA, Director of Business Development, Sustainable Growth Advisers

Lori Nishiura Mackenzie, Lead Strategist, Diversity, Equity and Inclusion, Stanford Graduate School of Business and cofounder of the Stanford VMware Women's Leadership Innovation Lab

Deborah Christie, Managing Director, Cambridge Associates

Janet Cowell, Corporate Director, Former CEO, Girls Who Invest

Dana S. Johns, Senior Portfolio Manager, Maryland State Retirement and Pension System

1:00 PM – 1:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

1:15 PM – 1:45 PM ET

Consultant Spotlight #8

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Callan

Moderated by John Larson, Managing Director, Head of Institutional, Syntax Advisors

Amy Jones, SVP, Co-Manager, Global Manager Research Group

Avery Robinson, CAIA, SVP, Co-Manager, Real Assets

Pete Keliuotis, EVP, Head of Alternatives

1:45 PM – 2:00 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

2:00 PM – 2:30 PM ET

Consultant Spotlight #9

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Verus

Moderated by Doug Newsome, Managing Director, Perkins Fund Marketing, LLC

Jeff MacLean, CEO

Ian Toner, CIO

2:30 PM – 2:45 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

2:45 PM – 3:15 PM ET

Consultant Spotlight #10

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Wilshire Associates

Moderated by Gus Catsavis, Managing Director, Pinnacle Asset Management, LP

John Holton, CAIA, Senior Associate, Alternatives Research

Jamie Gnall, CFA, SVP, Alternatives Research

3:15 PM – 3:30 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

3:30 PM – 4:00 PM ET

Consultant Spotlight #11

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

DiMeo Schneider & Associates

Moderated by Dan Kim, Director, Global Relationship Group, IFM Investors.

Brad Long, CFA, Partner, Research Director - Global Public Markets

4:00 PM – 4:15 PM ET

Sponsor Chat Session/Virtual Networking Break

Panelist after-session networking and general networking

4:15 PM – 5:00 PM ET

Consultant Spotlight #12

A hallmark of AIMSE conferences, the virtual consultant roundtables will include a diversified group of field, traditional and alternative research consultants. 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. In this virtual environment, we're bringing consultants from twelve leading consulting firms to the comfort of your own home in impactful 30 minute sessions.

Asset Consulting Group

Moderated by Jimmy Stafford, Marketing Director, Principal at Atlanta Capital Management

Haley Rives, Director

Roger Willis, Director of Research

Registration Policies

Online Registration

Online registration is available at www.aimse.org. You must log into your AIMSE website account or create an account as a non-member to complete registration.

Exhibitor Registration

Please refer to the Sponsor & Exhibitor Prospectus for specific policies.

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 October 30, 2020. An administrative fee of \$250 will be assessed to all refunds. No refunds will be granted after October 30, 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.**

Attendee List

Your registration must be received by November 4, 2020 for your name to appear in the digital list of conference attendees. **AIMSE does not distribute attendee lists prior to the conference.**

Deadlines

Early Bird Deadline: October 30, 2020

Cancellation Refund Request: October 30, 2020

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.