

# AIMSE Mentorship Program

Whether you are a seasoned veteran in investment sales and marketing, brand new to AIMSE or completely brand-new to the field, being a mentor or mentee will help you build meaningful relationships to meet your professional development goals, bolster your career, and make lasting connections with fellow members and peers.

The AIMSE Mentor Program connects mentors, experienced leaders in investment management sales and marketing, with mentees, who are new to AIMSE or up-and-coming professionals in the field, for career coaching and advice.



## Benefits for Mentees



Your AIMSE Mentor will introduce you to the organization and the education and networking opportunities available. Through this program, mentees will:

- ✓ Learn first-hand what it takes to be successful from industry veterans
- ✓ Gain real-time marketing and sales knowledge raising the quality of their interactions
- ✓ Broaden their professional network among AIMSE membership, as well as other consultants and investors, as appropriate
- ✓ Have greater insight and access to AIMSE committee and leadership opportunities

## Benefits for Mentors



- ✓ An opportunity to give back to their profession by helping others who need support and coaching to succeed in their careers
- ✓ Add mentoring to your own professional development goals
- ✓ Make new connections and friends
- ✓ Be recognized as a leader and volunteer within your profession and AIMSE

## Program Features

Mentoring program is included in the cost of annual membership — no additional charge

One-year pairing with an AIMSE member:

- Selected to meet your needs, with similar firm, coverage and asset attributes
- Experienced, and senior in the industry
- Has been an AIMSE member for two or more years and well connected within the AIMSE network

## About AIMSE

The Association of Investment Management Sales Executives (AIMSE) is the only professional organization dedicated to serving the needs of investment management sales and marketing professionals through knowledge sharing, education, and networking. AIMSE fosters high ethical and professional standards regarding the representation of investment strategies and services, and actively promotes diversity and inclusion throughout the investment management industry. AIMSE has more than 800 members in 13 countries.



*"I've benefitted directly from the AIMSE members I've met through the mentorship program, and the healthy comradery within the industry that AIMSE has fostered. I'd strongly recommend that seasoned industry veterans and those new to the industry consider enlisting as a mentor or mentee. I'm thankful for the insight that my mentor has shared with me and for the industry professionals who have volunteered their time to build such an impactful and highly regarded professional organization within our industry."*

**ANTHONY MONRAZ**, CAIA, Arrowmark Partners

To sign up as a mentee or mentor, download and complete the form:  
<https://aimse.org/mentorship-program-application/>  
or contact the Membership Chairs: [tbuscemi@gallatincapital.com](mailto:tbuscemi@gallatincapital.com), or [dtubbs@cornercap.com](mailto:dtubbs@cornercap.com)

