Investment Management Institute

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Receive $200 Discount off
Registration fee

29th Annual Spring

Consultants Congress

April 4-5, 2012 Sheraton Fisherman's Wharf Hotel * San Francisco, CA

Featuring "One-On-One" Meeting with the Consultant of your choice an important first step in building consultant relationships. Use this time to introduce your firm and learn about the consultants priorities in the selection of managers.

Participating Consultant Firms

One-On-One Consulting Firms have an ASTERISK*

Morgan Stanley Consulting*
Kamp Consulting Solutions*
Chartwell Consulting*
Galaxy Family Resources
SageView Advisory Group
Buck Consultants*
RV Kuhns & Associates*
RDK Strategies
Gray & Company*
Aon Investment Consulting*
Margolis Advisory Group
Wilshire Associates*

Rogerscasey*
API Asset Performance, Inc.
Capital Innovations, LLC
AK Advisory Partners, LLC
Alan Biller & Associates*
Mercer*
Collins Capital Family Office
Dynasty Financial Partners
Segal Advisers*
Meketa Consulting*
Merrill Lynch Consultants
Beacon Pointe Advisors*

Cambridge Financial Svc.*
Lyndhurst Investment Consulting*
Towers Watson*
Market Shares International
UN Consulting
NEPC*
IPEX Consulting*
UBS Financial Consulting
Canterbury Consulting*
Strategic Investment Solutions*
Northpoint Advisors*
Milliman Consultants*

Investment Management Institute

29th Fall Annual Consultants Congress
April 4-5, 2012, Sheraton Fisherman's Wharf Hotel
San Francisco, CA

Day One: Wednesday, April 4, 2012

8:00 AM

REGISTRATIONS OPENS WITH CONTINENTAL BREAKFAST

8:15 AM

OPENING REMARKS

GAINING THE COMPETITIVE ADVANTAGE

Russell Mason
President
INVESTMENT MANAGEMENT INSTITUTE

8:30 AM

ASSET ALLOCATION CHALLENGES

No longer can consultants rely solely on asset allocation to achieve client goals. With the markets moving at the speed of light institutions are matching up their liabilities to assets. Consultants are also focusing on the risk clients are willing to assume to restore their funds to pre 2008. Probably the biggest challenge is the ability to sort through the thousands of investment products and strategies that few consultants have the resources. Hear from leading consultants how they are working with clients to manage their assets in these unchartered waters.

- Structuring a value-added portfolio
- Protecting client assets yet enhancing returns
- Achieving funded status through diversification
- Quantifying risk in dollar terms
- Bringing alternatives into the new model
- Why consultants are moving clients away from nominal returns
- How aggressive or conservative should portfolio management be in 2012?
- Instituting a re-balancing program

Speakers:

Paul Harte
Vice President & Senior Consultant
STRATEGIC INVESTMENT SOLUTIONS

Ron Kruschen
Partner & Senior Consultant
API ASSET PERFORMANCE, INC.

Dorothy Weaver
Chairman, Chief Investment Officer
COLLINS CAPITAL FAMILY OFFICE

9:30 AM

BUILDING RELATIONS AND TRUST

Institutional investors have still not recovered from 2007 losses. Many have unfunded liabilities and committed spending policies which have created a drag on their viability. In a word they were shaken by the events which caught them by surprise. With so many managers and thousands of products to choose from its creating a marketing logjam. Discover how consultants can help your firm build trust which can often create lasting relationships.

- Creating a partnership relationship
- Having a first-class client service firm
- Illustrating the firm's culture which symbolizes your superior organization structure
- Offering complete portfolio and decision-making transparency
- Insuring consultants are informed on all key portfolio manager changes.
- Having a best practice and risk management organization
- Avoiding conflicts of interest through informal meetings

Speakers:

Ernest Liebre
Managing Director, President & CEO
CAMBRIDGE FINANCIAL SERVICES GROUP

Mika Buffington
Senior Vice President & Consultant
MEKETA CONSULTING

Timothy R. Barron
President & Chief Executive Officer
ROGERSCASEY

10:30 AM

MORNING RECEPTION

10:45 AM

DIFFERENTIATING AN ASSET MANAGEMENT FIRM

With more than 15,000 asset managers marketing some 200,000 investment products it doesn't take a wise man long to realize the market for clients has been saturated. In fact, it's gridlock for many managers when it comes time for consultants to review the best for their investor clients. Managers need to distinguish themselves through people, culture, style and process. Managers have an opportunity when meeting with consultants to show what makes your firm special and superior to others.

- Prioritizing your firm's objectives and goals
- Understanding the consultants clients, organization and culture
- Understanding what to market beyond performance and people
- Unique ways for having your firm out in front of other products
- Articulating your management and decision-making process
- Measuring the sales and marketing strategies effectiveness with consultants
- Having the consultant as a resource
- What to emphasize of your client service discipline
- Raising the marketing bar to achieve success

Speakers:
Natalka Bukalo
President & Senior Consultant
CHARTWELL CONSULTING
Garth K. Flint
Chief Executive Officer
BEACON POINTE ADVISORS
Mark Dundee
Principal & National Practice Leader
TOWERS WATSON

11:45 AM

OUTSOURCING ASSET MANAGEMENT

The world capital markets are moving so fast today that many institutions do not possess the knowledge, staff or experience to make the best decisions. In fact, many investment committees have come down with "fiduciary fatigue" as they battle with overseeing their investments. While outsourcing is not new, having been around for twenty years it is only recently that we have witnessed a spike in outsource providers of consultants and managers. IMI research has projected that the number of outsource firms could double in eighteen months to one hundred and thirty firms, Why? Institutions are fearful of effectively being able to manage their funds in an unpredictable and volatile market.

- Protecting and building assets
- Taking advantage of investment opportunities in a timely fashion
- Reducing worries and fiduciary fatigue
- The investment committee structure is broken
- Getting access to expertise not available to the investor
- Educating the institutions on the various options available under outsourcing
- Knowing when CIO outsourcing is appropriate
- Enabling the institution to take advantage of new ideas, new thinking and new products.

Speakers:
Andrea Malagoli, PhD
Director & Senior Consultant
BUCK CONSULTANTS
Michael D. Underhill
Chief Investment Officer
CAPITAL INNOVATIONS, LLC
Ronald L. Klotter, CFA
Director of Mid-West Consulting
RV KUHNS & ASSOCIATES, INC.

12:45 PM

LUNCHEON WITH CONSULTANTS &DELEGATES

2:00 PM

CONCURRENT WORKSHOPS

WORKSHOP A

MARKETING ALTERNATIVES

Institutions are continuing to diversify their portfolios to not only protect their assets but to take advantage of the investment opportunities available in the global markets. Today, there are three times as many alternative managers as traditional managers which most likely will widen in the coming years. Clearly for consultants it is a nightmare as they sift through over 12,000 alternative managers for clients. To get into searches managers are developing experienced professional teams to educate consultants on their strategies. While fees are critical, transparency and due diligence are important to the allocation of alternative funds. Hear how consultants are working with managers.

- Alternative strategies and asset classes where consultants are focusing clients
- What makes hedge funds attractive to absolute returns?
- Where can emerging markets offer unique opportunities?
- Managing risk in a volatile market
- The ability to build alpha for clients
- Inflation and liquidity investment strategies
- How lockups can often be helpful to investors
- Building investors' appetite for risk with performance.

Speakers:
Michael P. Gayner
Senior Vice President & Consultant
UBS FINANCIAL CONSULTING
Ulf Nofelt
President & Senior Consultant
UN CONSULTING
Daniel Bott
Senior Consultant
MERRILL LYNCH CONSULTANTS

WORKSHOP B

STRATEGIES FOR ADDING VALUE

With the markets ever so slowly appearing to be recovering from the credit crisis of 2007-08, investors, including pension funds are beginning to weigh the benefits of going out on the risk spectrum. For some it's a liability-driven investing strategy. In fact, many pension administrators are turning to this strategy for addressing their pension unfunded liabilities. While consultants want to bring clients new ideas they want to be sure managers investment skills in managing risk is substantiated for clients don't want surprises. A firm's culture is often a deciding factor along with transparency. Learn from leading consultants how your firm can be positioned toward a value-added proposition.

- Demonstrating how your firm can manage a client's expectations
- Stressing firm ethics and due diligence process as a high priority
- De-risking portfolios as funded status improves
- Educating consultants on firm's philosophy and portfolio strategy during unexpected performance
- Utilizing white papers and research studies to explain your firm's understanding of markets
- Ability to manage risk in turbulent times

Speakers:
Nancy Kazdan
Managing Partner
MARKET SHARES INTERNATIONAL
Kai Petersen
Principal & Senior Consultant
BUCK CONSULTANTS
Todd J. Peters
President
LYNDHURST INVESTMENT CONSULTING

3:00 PM

AFTERNOON RECEPTION

3:15 PM

CONCURRENT WORKSHOPS

WORKSHOP A

COMPETING IN THE WEALTHY FAMILY MARKET

The wealthy families are clearly multiplying at the expense of the middle class. For four years IMI has been hosting and educating the $100 million plus families throughout the U.S. These families are often a combination of inherited and earned wealth. They realize they are privileged people and a group that want to preserve their financial accumulation for their families. Unlike institutions though who are interested primary in top quartile managers, 5 years performance with substantial assets, this group puts a higher value on trust. They were early investors in alternatives from private equity to hedge funds. Today they are investors in gold, commodities and collectibles as well as equities and fixed income. Learn from these family offices how they are directing their investments.

- Reaching this illusive group of investors
- Building relationships and trust
- Understanding the family dynamics
- Creating strategies which preserve wealth
- Providing insurance and tax expertise
- Working with family offices
- Having a first class client service
- Educating the families on generational issues

Speakers:
Michael Collins
President
COLLINS CAPITAL FAMILY OFFICE
Eugene T. Miller
President
GALAXY FAMILY RESOURCES
T. Patrick Mulvey
Partner, Managing Director
DYNASTY FINANCIAL PARTNERS

WORKSHOP B

REVIEWING MANAGERS WHICH DON'T FIT INTO STYLE BOXES

While consultants are not about to abandon style box managers, the emergence of alternative management strategies is propelling consultants to seek out these new ideas as they fulfill clients growing financial needs. In a recent IMI consultant survey consultants indicated that as many as half of their searches are now outside traditional searches. In fact, this growth is propelling consultants to often assist managers with their product introductions. Why this shift? Consultants are searching for alpha as their clients diversify into out-of-the-box products and strategies. In fact, many consultants are coming to believe they can often better serve their clients objectives by moving away from styles boxes.

- How investors are benefiting from non-traditional products and strategies
- The benefits of allowing style drift in uncertain markets
- Why databases night be declining in importance as consultants seek new management ideas
- Why past performance might be losing some of its credibility with consultants
- How managers can use the consultant research departments for new product introductions

Speakers:
Richard Shaffer, CFA
Principal & Senior Consultant
CHARTWELL CONSULTING
William McVay
Managing Director & Senior Consultant
RDK STRATEGIES
Adrian Anderson
President & Senior Consultant
NORTHPOINT ADVISORS CONSULTING

4:15 PM

GENERAL SESSION
STANDING OUT IN A CROWDED MARKET

The changes which are taking place in the global markets are having profound impact on the way consultants are positioning many of their clients portfolios. With information impacting trading at lightning speed investors have to have risk management strategies in place which enables them to sleep at night. Managers have an opportunity and challenge to offer programs which can serve the investors needs within their risk parameters. Learn from these distinguished consultants how you can position your firm to appear huge in the eyes of their clients. Hear what it takes to get your RFP into the finals along with what should be avoided.

- Providing transparency for the entire investment process
- Fresh ideas for getting your firm out in front of the competition
- Positioning your firm as a consultant resource
- Educating consultant on your firm's risk management skills
- Offering clients solutions to their investment needs
- Matching the consultant's clients to your firm's management style
- Going beyond performance and management style
- Illustrating the importance of having the consultant's is support and recommendation

Speakers:
Glenn Ezard
Senior Consultant
SEGAL ADVISORS, INC.
Robert I. Helliesen, CFA
Principal & Senior Consultant
MILLIMAN CONSULTANTS
Donald Stracke, CFA
Senior Consultant
NEPC
Mark Kordonsky
Principal & Senior Consultant
SAGEVIEW ADVISORY GROUP
Emilie Cortes, CFA
Senior Consultant
ALAN BILLER & ASSOCIATES

5:30 PM

COCKTAIL RECEPTION WITH CONSULTANTS AND DELEGATES

Day Two: Thursday, April 5, 2012

7:30 AM

REGISTRATION RE-OPENS WITH CONTINENTAL BREAKFAST

8:00 AM

BUILDING VALUE AT THE FIRST MEETING

With consultants having to spend increasingly more time with clients manager meetings need to be organized and timely. Certainly the consultant wants to learn about the manager to determine a fit with clients. Managers too in these often short introductory meetings want to interest the consultant to take a second meeting. Chemistry also plays a factor in building these relationships. Hear from this distinguished panel how you can build the consultant's interest for future meetings. Discover what's important and what should be avoided. Learn how you can enhance your firm with the consultant as they fulfill their clients' needs in these challenging times.

- Prioritizing the get acquainted meeting
- Winning the consultants over

- Use of materials which moves the process to the next meeting
- Establishing trust with the consultants
- What issues to cover with the consultant vs the research team
- Serving the consultant as an information resource
- The best ways for achieving the first meeting

Speakers:

Mike Breller
Senior Consultant
BEACON POINTE ADVISORS

Janie Kass
Partner
MARGOLIS ADVISORY GROUP

Leonard A. Yerkes, III
Managing Director & Senior Consultant
CANTERBURY CONSULTING

8:45 AM

THE NEW ASSET MANAGEMENT FIRM

Since the 2007 financial crisis many asset managers have reorganized their firms to better serve plan sponsors, endowments and foundations. Managers are more solutions-oriented and focused to be able to accommodate investor changes and challenges. Consultants too are more open to meetings with managers whom they believe can customize and adapt to client changes for no one wants to return to the financial crisis of 2007. Investors are pushing consultants for products and strategies to serve for the 21st century. Asset managers must offer products and strategies which appeal to generational change and adapt to different client concerns and needs. Hear from consultants the factors which are driving them in their manager selections.

- Solutions-oriented management team
- A firm culture which is adaptable to change
- Greater emphasis on research and analytic skills
- A back office second to none
- Ability to serve as an outsource firm
- A relationship-oriented management focus
- Portfolio managers who can adapt quickly to market changes
- Client service staffed with senior management

Speakers:

Roger Levy, Esq.
Executive Vice President
CAMBRIDGE FINANCIAL SERVICES GROUP

Jerry Woodham
Principal Consultant
MERCER

Josh McFerron
Vice President & Senior Consultant
MORGAN STANLEY CONSULTING

9:30 AM

MAXIMIZING THE CONSULTANT'S MEETINGS

With global markets becoming more complex and uncertain, consultants are often challenged to preserve and grow their clients' assets. To meet investor investment objectives manager meetings need to be informative yet focus on client's needs and priorities. Consultant meetings also offer a time to introduce new ideas and products. Learn from consultants how these meetings can be productive for both parties, especially for building relationships so critical for the process to move along.

- Organizing and prioritizing topics for discussion
- Offering consultants a transparent view of your firm
- Building on the firm's exceptional skills and culture
- Taking advantage of the opportunity to build strong bonds and credibility
- Quantitative vs Qualitative meeting
- Prioritizing support materials for each meeting
- Researching the consultant and clients before the meeting
- The keys which enable your firm to shine at all meetings

Speakers:

Scott Fisher, CFA
Vice President & Senior Consultant
AON INVESTMENT CONSULTING

Deborah Gallegos
Director of Manager Research
STRATEGIC INVESTMENT SOLUTIONS

Vaino Keelmann, CFA
Partner & Senior Consultant
API ASSET PERFORMANCE, INC.

10:15 AM

MORNING RECEPTION

10:30 AM

GETTING YOUR FIRM RECOGNIZED IN SEARCHES

Consultants have been altering the review process as the demand for their time is shifting toward clients. We all know the RFP process unfortunately is not allowing for all managers to be considered. We see investors are putting up screening fences from assets under management to experience. Additionally, many consultants are reviewing fewer managers in the RFP process even though there have been more than 15,000 searches these past twelve months and more are projected in 2012. Hear from consultant what your firm needs to reach the finals.

- How online RFP providers can often fail the manager
- Answering the question over selling the answer
- Getting the RFP in on time
- Insuring the RFP is complete
- Key areas the consultant wants to review in the process
- Making sure your firm has a fit with the search
- Tips on what to include
- Having senior management give final check on all searches

Speakers:

Timothy Price, CFA
Senior Investment Consultant
MILLIMAN CONSULTANTS

Russell Kamp, CFA
Managing Partner & Senior Consultant
KAMP CONSULTING SOLUTIONS

Ivory Day
Senior Consultant
GRAY & CO.CONSULTANTS

Who Should Attend

Marketing Executives
Sales Executives
Client Servicing Officers
Managing Directors
Portfolio Managers
Partners
Principals
Chief Investment Officers with Asset Management Firms
Banks
Insurance Companies
Hedge Funds
Fund-of-Funds

11:15 AM

WINNING THE SOLUTIONS-ORIENTED FINALS

Here is your opportunity to shine. This is where consultants are a valuable resource for maximizing your firm's success. Their ideas and counsel in the finals presentations can often make the difference between winning and loosing. In any finals consultants also want you to look good for their credibility with clients is a reflection of their advisory skills. They want you to win, so take advantage of this extraordinary resource in maximizing your success. Hear from this distinguished panel on what it takes to win over their investment committees.

- Why organization of the finals is critical to success
- Presenting value in a short finals
- Matching your firm's strengths to the clients objectives
- Getting the most out of support materials
- Standing out in a room full of winners
- Keys to winning over the investment committee
- Looking special with a customized presentation
- Professionally asking for the business

Speakers:

Shale Lapping
President & Senior Consultant
IPEX CONSULTING

Andrew Klausner, CIMA, CIS
Founder & Principal
AK ADVISORY PARTNERS, LLC

Ted Hermann
Managing Director & Senior Consultant
WILSHIRE ASSOCIATES, INC.

12:30 PM
THE CONGRESS CLOSES

Bonus!

FOR EARLY REGISTRANTS:

Bonus!

SPEND 15 MINUTES WITH THE CONSULTANT OF YOUR CHOICE

An important first step in building consultant relationships. Use this time to introduce your firm and learn the consultant's priorities in the selection of managers.

With demands and all-time high, One-On-Ones will need to be assigned on a first-come basis.

Please mark your preferences on the registration form. It is unlikely that more than one 15-minutes session can be assigned, so make your choice early.

One-On-One Consultant Firms

MORGAN STANLEY CONSULTING
Josh McFerron, Vice President & Senior Consultant

KAMP CONSULTING SOLUTIONS
Russell Kamp, CFA, Managing Partner & Senior Consultant

CHARTWELL CONSULTING
Richard Shaffer, CFA, Principal & Senior Consultant
Natalka Bukalo, President & Senior Consultant

BUCK CONSULTANTS
Kai Petersen, Principal & Senior Consultant

RV KUHNS & ASSOCIATES
Ronald L. Klotter, CFA, Director of Mid-West Consulting

MILLIMAN CONSULTANTS
Robert I. Helliesen, CFA, Principal & Senior Consultant
Timothy Price, CFA, Senior Investment Consultant

GRAY & COMPANY
Ivory Day, Senior Consultant

AON INVESTMENT CONSULTING
Scott Fisher, CFA, Vice President & Senior Consultant

WILSHIRE ASSOCIATES
Ted Hermann, Managing Director & Senior Consultant

ROGERSCASEY
Timothy R. Barron, President & CEO

ALAN BILLER & ASSOCIATES
Emilie Cortes, CFA, Senior Consultant

MERCER
Jerry Woodham, Principal Consultant

SEGAL ADVISERS
Glenn Ezard, Senior Consultant

MEKETA CONSULTING
Mika Buffington, Senior Vice President & Consultant

BEACON POINTE ADVISORS
Mike Breller, Senior Consultant
Garth Flint, Senior Vice President & Senior Consultant

MERRILL LYNCH CONSULTANTS
Daniel Bott, Senior Consultant

CAMBRIDGE FINANCIAL SERVICES
Roger Levy, Esq., Executive Vice President
Ernest Liebre, Managing Director, President & CEO

LYNDHURST INVESTMENT CONSULTING
Todd J. Peters, President

TOWERS WATSON
Mark Dundee, Principal & National Practice Leader

IPEX CONSULTING
Shale Lapping, President & Senior Consultant

STRATEGIC INVESTMENT COLUTIONS
Deborah Gallegos, Director of Manager Research
Paul Harte, Vice President & Senior Consultant

NORTHPOINT ADVISORS CONSULTANTS
Adrian Anderson, President & Senior Consultant

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Return Registration Form (entire page) to Investment Management Institute
123 Mason Street, Greenwich, CT 06830 by mail or fax (see below)

FOR HOTEL RESERVATIONS **– Please contact Bob Erickson at 978-356-5269 for special rates**

☐ **Regular Registration: $2,495** ☐ **Multiple registrations at 10% discount (first registrant pays full price)**

Name (1)____
Title: ____________________Firm:________________________________
Address:____
City: ____________________________State: _________Zip:__________
Phone: _______________________Fax:_____________________________
E-mail:____

Name (2):____
Title: ________________________Firm:____________________________
Address:____
City: ___________________________State: ______________Zip:__________
Phone: _______________________Fax:_____________________________
E-mail:____

Please register additional registrants by making a photo copy of this registration form and fax to: 203-622-5950

☐ **Yes, please register me for the 2012 Consultants Congress**

☐ Payment enclosed

☐ Please charge my credit card: ☐ **VISA** ☐ **MASTER CARD** ☐ **AMERICAN EXPRESS**

Name on Credit Card: ____
Credit Card No:________________________________ Exp. Date:________

☐***Yes*! I wish to participate in the One-On-One's!**

My preferences are:

1.____
2.____
3.____
4.____

Administrative Details

Location: The Sheraton Fisherman's Wharf Hotel
2500 Mason Street, San Francisco, CA94133
Tel: 415-362-5500

Payment: $2495
Registration fee includes: luncheons, receptions and conference materials. Make Checks payable to: Investment Management Institute. Please take 10% off all additional registrations (1st full fee)

3 Easy Ways To Register:
Fax: 203-622-5950 or 203-622-0437
Phone: 203-622-5851Email: lsmith@iminy.com;

Special Hotel Discount:
Contact: Bob Erickson at 978-356-5269

Fees & Cancellation Policy:
Full registration due in advance with registration form: Cancellation must be made in writing prior to March 5th, enabling you to receive a prompt refund minus $395 Administrative fee. Substitutions may be made up to 24 hour in advance of the conference. IMI is not responsible for airline, hotel or other costs incurred in relations to this conference