



## AIMSE CONSULTANTS CONFERENCE

Thursday 21 February 2008

# THE ABC FOR SUCCESS WITH CONSULTANTS

This is your unique opportunity to:

- ACCESS** • insights into the leading consultants' business, manager research operations and product focus
- BENEFIT** • by learning what works well (and not so well) when interacting with consultants
- COMPETE** • by understanding their decision-making process, how managers get rated, what influences a 'sell' ... and what drives research/clients' priorities

### **PLUS**

#### **Special feature: What's hot, What's not?**

Consultants and delegates will share their tips for institutional investment 'diamonds' and 'duds' in the coming months and years.

#### **SPEAKERS INCLUDE representatives from:**

Cardano, Greenwich Associates, Hewitt, Hymans Robertson, Lane Clark and Peacock, Mercer

**PLUS** the chance to meet-up with these and a host of others from this key community at the post-conference networking session

**Venue:** The Law Society  
113 Chancery Lane  
London  
WC2A 1PL



## THE ABC FOR SUCCESS WITH CONSULTANTS

1.00 - 1.30 **Registration and coffee**

1.30 - 2.00 **The changing shape of the consultancy marketplace**  
Tobias Miarka, *Greenwich Associates*

**Consultant business models and Q&A:**

2.00 - 2.30 Andrew Kirton, *Mercer*

2.30 - 3.00 Lennox Hartman, *Hewitt*

3.00 - 3.30 James Trask, *Lane Clark & Peacock*

3.30 - 4.00 **Tea/coffee break**

**Consultant business models and Q&A continued:**

4.00 - 4.30 Stephen Birch, *Hymans Robertson*

4.30 - 5.00 Richard Dowell, *Cardano*

5.00 - 6.00 **What's hot, What's not?**

A summary of consultants' and fund managers' views, including an open forum discussion with a consultant panel. To include a summary from the US consultant community presented at a recent AIMSE event. Chaired by: John Gee Grant, *BlackRock*

From 6.00 **Drinks and networking reception  
with delegates and consultants**



# REGISTRATION

## 3 EASY WAYS TO REGISTER

- (1) Post: AIMSE International  
First Floor, 7 Holyrood Street  
London SE1 2EL
- (2) Fax: +44 20 7357 0124
- (3) Email: aimse@grcomms.co.uk

## TERMS & CONDITIONS ARE YOU REGISTERED?

If you have not received a confirmation before the event please telephone **+44 (0)20 7378 7016** to confirm. With variable postal conditions your booking may be held up on its way to us, or your confirmation delayed in a similar way.

### VAT

Under EU Customs & Excise regulations delegates from all countries are required to pay VAT on any event taking place in the EU.

### CANCELLATION

All cancellations must be received in writing. Cancellations received 14 or more working days before the event will be issued with a refund less a **10% (+VAT)** service charge. Cancellations received between 14 and seven working days before the event will be issued with a refund less a **50% (+VAT)** service charge. It is regretted that no refunds will be made or invoices cancelled after this date. Substitutions are welcome at any time.

### DISCLAIMER

It may be necessary for reasons beyond the control of AIMSE International to alter the content and timing of the programme or the identity of the speakers.

### CONTACT INFORMATION

AIMSE International  
First Floor  
7 Holyrood Street  
London SE1 2EL  
**Tel:** +44 (0)20 7378 7016  
**Fax:** +44 (0)20 7357 0124

## AIMSE INTERNATIONAL CONSULTANTS CONFERENCE THURSDAY 21 FEBRUARY 2008 THE ABC FOR SUCCESS WITH CONSULTANTS

Please include all details below in BLOCK CAPITALS

(Dr/Mr/Mrs/Miss/Ms) Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City/Post Code: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### FEES

Member Delegate Fee: £587.50 (£500.00 + £87.50 VAT)

Non-Member Delegate Fee: £881.25 (£750.00 + £131.25 VAT)

Enclosed is my cheque for £..... payable to AIMSE International.

Bank Transfer: To pay via bank transfer, please tell your bank to include the event code **A050** and the delegate's name in the transfer instructions.

Transfers should be made to: Lloyds Bank TSB, Knightsbridge Branch  
Po Box 633, 79/81 Brompton Road,  
London, SW3 1DD

**Account Name:** AIMSE International

**Account Number:** 00950527

**Sort Code:** 30-94-81

**BIC/SWIFT Code:** LOYDGB21024

**IBAN:** GB80 LOYD 3094 8100 9505 27

**Please fax a confirmation of your bank transfer to AIMSE International  
on +44 (0)20 7357 0124**

I wish to pay by credit card, my details are:

Card Number:

Expiry Date:     Please note we do not accept Diners Card and a 3.5% administration fee will be added to all Credit Card payments.

Signature: \_\_\_\_\_

