



## AIMSE ANNUAL CONFERENCE

Monday 20 October 2008

### WHERE ARE WE NOW?

THE CURRENT CHALLENGES FACING FUND MANAGERS, PENSION SCHEMES AND CONSULTANTS

#### REGISTER NOW

Don't miss this important conference on the challenges in the institutional market

- Key speakers from Mercer, Hewitt, Lane Clark & Peacock and Watson Wyatt.
- Capital Cranfield give their thoughts as to what's keeping trustees awake at night.
- Mike Samuel, Chairman of Rank Group Pension Plan talks about the pensions buyout market.
- 20 tips to make you a better negotiator.
- Hot tabling lunch with senior trustees and consultants.
- Followed by a drinks and canapés reception.

Venue: Inmarsat Conference Centre

Association of Investment Management Sales Executives

## WHERE ARE WE NOW?

### THE CURRENT CHALLENGES FACING FUND MANAGERS, PENSION SCHEMES AND CONSULTANTS

08:30 - 09:00	<b>Registration and coffee</b>
09:00 - 09:15	<b>Welcome</b>
09:15 - 10.15	<p><b>“What’s on Trustees’ minds?” The independent trustee view</b>            Martin Jones, <i>Capital Cranfield</i>            Martin will give a valuable insight into the world of the trustee - the challenges they face and the issues that keep them awake at night.</p>
10.15 - 10.45	<p><b>The snowball effect - the Pensions Buyout Market</b>            Clive Wellsted, <i>Partner, Lane Clark &amp; Peacock</i>            Lane Clark &amp; Peacock’s view on the rapidly growing pensions buyout market. Clive will discuss the key drivers, the types of transactions on offer and their implication for investment managers</p>
10.45 - 11:15	<b>Coffee/tea break</b>
11.15 - 11.45	<p><b>The Pensions Buyout Market continued - a Pension Fund’s view</b>            Mike Samuel, <i>Chairman, Rank Group Pension Plan</i>            A continuation of the earlier session but from the perspective of a UK Pension Fund.</p>
11.45 - 12.30	<p><b>Running the half Marathon</b>            Tim Currell, <i>Hewitt</i>            In 2003 the Marathon Club was set up to promote the principles of Long-Term, Long-Only investment. Tim Currell will talk about the aims and objectives of the Marathon Club and how long term investing is being adopted by the pension fund industry.</p>
12:30 - 14:30	<b>Lunch - Hot tabling with senior trustees and consultants</b>
14:30 - 15.15	<p><b>Top 20 tips to make you a better negotiator</b>            Andrew Farquhar, <i>Scotworks</i>            Whether you are agreeing terms on a multi-billion pound mandate, or just aiming to get a few extra quid in your bonus, Andrew will give you 20 top tips to make you a better negotiator.</p>
15:15 - 16:00	<p><b>“The future for client and manager interaction”            A Watson Wyatt view</b>            Margaret Frost, <i>Watson Wyatt</i>            Increasing regulation, greater investment choice and more sophisticated strategies are changing the relationship between asset managers, consultants and pension funds. Margaret Frost gives Watson Wyatt’s view on how this dynamic is evolving and tips for doing better in a selection exercise.</p>
16:00 - 16:30	<b>Coffee/tea break</b>
16.30 - 17:30	<p><b>Beyond DC, developing investment strategies to meet evolving ‘lifestyle’ needs</b>            Pat Race, <i>Mercer Investment Consulting</i>            Pension Fund tbc            Pat Race, Principal at Mercer and a Pension Fund will discuss important trends in DC and what investment vehicles, options and choices might be offered to meet evolving ‘lifestyle’ needs.</p>
17:30 - 17:45	<b>Round up and Close</b>
From 18.00	<b>Drinks Reception</b>



# REGISTRATION

AIMSE ANNUAL CONFERENCE - 20 OCTOBER 2008

## 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

## DISCOUNTS

For firms that send more than three people, a 25% discount is available on additional delegates (ie 25% discount on four, five, six or more delegates). Please complete the form for the full amount and AIMSE will contact you if your company has exceeded three full paying delegates.

## 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 more than 14 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 **20% (+VAT)** service charge. It is regretted that no refunds will be made or invoices cancelled after this date. Substitutions will incur a £50 fee.

### 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 AND FOR DETAILS ON CORPORATE MEMBERSHIP

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

Please complete in BLOCK CAPITALS using black ink

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

Position:

Company:

Address:

City/Post Code:

Country:

Telephone:

Fax:

Email:

### FEES

Member Delegate Fee: £700.00 (+ VAT)

Non-Member Delegate Fee: £1,000.00 (+ VAT)

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

I wish to pay by Bank Transfer  
(We will arrange for your company to be invoiced for payment)

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% administrative fee will be added to all Credit Card payments.

Signature:

