



**AIMSE**

# ASSOCIATION OF INVESTMENT MANAGEMENT SALES EXECUTIVES

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ENGAGE

GROW

SUCCEED

MEMBERSHIP  
INFORMATION



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## 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. Founded in 1977 with a total of 125 members, AIMSE today has more than 900 members, each with access to a wide array of AIMSE services.

- AIMSE's U.S. and Canadian members manage in excess of \$12 trillion, U.S., in investment management assets.
- 23 of the top 25 largest managers ranked by U.S. institutional tax-exempt assets under management are AIMSE members.
- AIMSE Europe has members in the UK, Netherlands, Sweden, Denmark, France, Germany, Italy, Switzerland, Spain, Greece and Australia.

## AIMSE Mission

The AIMSE mission is to provide an educational forum for those employed in the investment management sales and marketing services profession worldwide. AIMSE fosters high ethical and professional standards among our members regarding representation of investment products and services, with an educational emphasis on improving skills, enabling members to adapt to the changing needs of the marketplace.

## Our Objectives

- To foster professionalism of the investment management sales industry.
- To educate membership to improve skills to enable membership to adapt to change in the marketplace.
- To provide information to membership.
- To encourage membership to be more representative of the investment management sales industry.

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## AIMSE Leadership

### 2017-2018 Officers

**Carolyn Patton, CFA**

President, AIMSE  
First State Investments

**Christopher Paoella**

Vice President, AIMSE  
Liquid Strategies, LLC

**Michael R. Gillis**

Treasurer, AIMSE  
Greystone Managed Investments, Inc.

**Christopher D. Rae**

President Emeritus, AIMSE  
Elevation Marketing Advisory

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### 2017-2018 Board of Directors

**Alejandra Argüello**

Caspian Capital LP

**Gregory Bauer, CFA, CAIA**

Parametric Portfolio Associates

**Heather Conforto Beatty**

First Eagle Investment Management, LLC

**Gus Catsavis, CFA**

Pinnacle Asset Management, L.P.

**Brian Crowell, CFA**

Millennium Management LLC

**Jack Ebenreiter, CFA**

Federated Investors, Inc.

**Adam Gerentine**

Trinity Street Asset Management

**Timothy P. Hill**

Q-Emerging Markets Corp.

**Tasleem Jamal, CFA**

Sprucegrove Investment Management Ltd.

**Kevin A. Joy**

**John Mirante, CFA, CPA**

BMO Global Asset Management

**Mark Robertson**

Proprietary Capital, LLC

**Christine Sasse, CFA**

AB

**Rodrigo Soto**

Eaton Vance Management

**Miriam Tai, CFA, CAIA**

Franklin Templeton Investments

**Kurt P. Terrien**

Clarkston Capital Partners

**Holly Verdeyen**

Russell Investments

**Greg Weissman**

Putnam Investments

**Kimberley Woolverton, CFA**

Aberdeen Standard Investments

# ENGAGE

Network with colleagues, investment professionals and mentors in collegial environs. With membership across 1000 finance professionals, AIMSE allows dialogues for educational purposes, knowledge sharing, professional development, advancement and visibility. Engagement at national and regional events will foster communication and offer palpable opportunities to enhance your business development efforts.



## Upcoming Conferences

### **AIMSE 2018 Fall Conference**

October 10-11, 2018

The Westin New York at Times Square  
New York, NY

### **AIMSE 26th Annual Canadian Conference**

January 16-17, 2019

Intercontinental Toronto Centre  
Toronto, ON, Canada

### **AIMSE 41st Annual Marketing & Sales Conference**

April 29 - May 1, 2018

National Doral Miami  
Miami, FL

### **Regional Events**

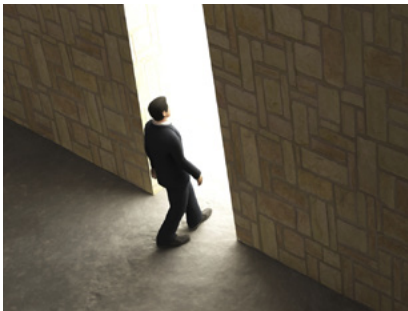
Visit the AIMSE Website at:

**[www.aimse.org/engage/regional.cfm](http://www.aimse.org/engage/regional.cfm)**

for upcoming regional events.

# GROW

The asset management community operates in an ever-changing challenging global landscape and is no longer a simple business. Through membership with AIMSE, you can gain access to industry wide contacts and key market trends impacting plan sponsors, consultants, third party sales channels and investment product to positively affect revenue growth, while expanding your contact base.



- **AIMSE Resource Library**
- **AIMSE Partners**



# SUCCEED



Competition across traditional or alternative segments will become even fiercer and investment professionals will need to be increasingly strategic in their efforts to build relationships. Whether you are seeking a mentor for a specific opportunity or seeking the rewards of imparting your knowledge

as a mentor, AIMSE offers a vibrant community to interact and discuss pertinent information. Best Practices across the industry are shared and partnerships are forged to allow for future successes.

- **Newsletters**
- **Discussion Forum**
- **Mentorship Program**





Please check one of the following options:  **New**  **Renew**

Membership Type

**Active Membership | \$350**

AIMSE Active Membership is open ONLY to those who devote all or a major portion of their time to the marketing or selling of investment management products/services. Membership is by individual only.

**Associate Membership | \$450**

AIMSE Associate Membership is open ONLY to those who are regularly engaged in and devote a significant portion of his/her time to business activities directly relating to or involving the provision of goods and educational information and services to further enhance and promote the profession of investment management marketing and sales. Membership is by individual only.

**NOTE:** In the case where a company will be exhibiting at the current year AIMSE Annual Conference, the Exhibitor's Fee entitles four members of the exhibiting company to become Associate Members for that year only. The Associate Member has no voting rights and the number of Associate Memberships is limited. Consultants, representatives of executive search firms, and members of the "working press" are not eligible for AIMSE Membership.

*Membership is based upon the calendar year and expires 12/31 annually.*

**Demographic Information:**

**For what type of investment management firm do you currently work?**

- Traditional  Alternative
- Combination  Other (please describe):

**What is your investor channel focus?**

- Public  Corporate
- Taft Hartley  Consultant
- Combination  Endowment/Foundation
- Other (please describe):

**What is your firm AUM?**

- \$1-\$500 mm  \$500mm-\$1bn
- \$1bn-\$10bn  \$10bn-\$50bn
- \$50bn-\$100bn  \$100bn+

**Please tell us more about your responsibilities:**  
(check all that apply)

- Director or Head of Group
- Direct Sales  Client Service
- Consultant Relations
- Other (please describe):

**Please list any professional designations:**  
(check all that apply)

- CFA  CAIA  MBA
- Other (please describe):

**Committee Opportunities:**

If you are interested in helping to shape your organization and further the mission of AIMSE, please become a part of one of the AIMSE committees in need of volunteers. Please indicate below the committee(s) on which you would be willing to serve and the committee chair will contact you about opportunities to participate.

- Alternatives Committee
- Canadian Committee
- Communications Committee
- Education Committee
- Membership Committee
- Fall Conference Committee
- Annual Conference Committee
- Regional Events Committee
- Areas of Expertise (please list):

**AIMSE Mentorship Program:**

In order to facilitate the merging of experienced members with those new to the industry or changing positions, AIMSE is offering a mentorship program. If you would like a qualified AIMSE member to share his/her insight on the industry, please indicate by checking the appropriate box. If you would like to serve as a mentor to a fellow AIMSE member, please indicate by checking the appropriate box. This is a program that involves time commitment on both ends and will require the mentee to drive communication between the mentor and mentee. After your membership form has been processed, you will be sent a questionnaire so that we can properly place you with a mentor or a mentee.

- I would like to have an AIMSE mentor contact me**
- I would like to be an AIMSE mentor**

**AIMSE**

11130 Sunrise Valley Drive | Suite 350 | Reston, Virginia 20191  
703.234.4098 | Fax 703.435.4390 | www.aimse.org



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 PREFIX                      FIRST NAME                      MIDDLE NAME                      LAST NAME

\_\_\_\_\_  
 BADGE NAME

\_\_\_\_\_  
 JOB TITLE                      COMPANY NAME

\_\_\_\_\_  
 MAILING ADDRESS

\_\_\_\_\_  
 CITY                      STATE      ZIP CODE                      COUNTRY

\_\_\_\_\_  
 TELEPHONE                      FAX

\_\_\_\_\_  
 EMAIL

Payment Info

**Remittance Accepted ONLY in US Currency**

- Enclosed is my check, payable to AIMSE
- Please charge my membership dues to:
  - Visa     MasterCard     American Express

\_\_\_\_\_  
 CARD NO.                      EXP DATE                      CVC

\_\_\_\_\_  
 NAME ON CARD

\_\_\_\_\_  
 SIGNATURE

Send To

Please Complete and Send to:

**AIMSE**  
**11130 Sunrise Valley Drive | Suite 350**  
**Reston, VA 20191**

**Fax: 703.435.4390 | OR | Email: info@aimse.org**