**Barron's Top Institutional Consultants Summit 2015 bios – Wolcott Wheeler**

**Gary DeMoss**

**Invesco Consulting**

Gary is a Director with Invesco Consulting. In 1998, he co-founded Van Kampen Consulting (now known as Invesco Consulting) to support financial advisors seeking to build their affluent client base, becoming Van Kampen’s National Sales Director and National Marketing Director. Prior to his 30-plus year career in financial services, he worked in sales management with Procter and Gamble. He is the co-author of multiple books, including *The Language of Trust: Selling Ideas in a World of Skeptics*, written to help advisors thrive in an age of client skepticism. His books *The Top Performer’s Guide to Speeches and Presentations: Essential Skills that Put You on Top* and *The Top Performer’s Guide to Attitude: Essential Skills that Put You on Top* are designed to assist advisors learnthe science and art of effective client interactions. He holds a degree in business from Miami University in Oxford, Ohio.

**Kendrick Ashton**

**The St. James Group**

Kendrick is the co-founder and Managing Partner of The St. James Group, a leading developer of sports and wellness complexes and producer of mass-participation sporting events. Previously he was a founding member and Managing Director of Perella Weinberg Partners, a boutique financial services firm founded in 2006 by Joseph Perella and Peter Weinberg. From 2009 to 2011, he served as Chief Operating Officer of the firm’s Corporate Advisory Business. Earlier he was an investment banker at Goldman, Sachs & Co. and gained legal experience at Cravath, Swaine & Moore and Wachtell, Lipton, Rosen & Katz. After receiving his A.B. from the College of William and Mary, he earned a Juris Doctorate from the University of Chicago Law School and an M.B.A. from the University of Chicago Graduate School of Business.

**Ashvin Chhabra**

**Merrill Lynch Wealth Management**

Ashvinis the Chief Investment Officer of Merrill Lynch Wealth Management and head of Investment Management & Guidance (IMG), where he oversees the delivery of actionable investment ideas, investment advice and strategy to Financial Advisors to use with clients. He also leads IMG’s manager due diligence, investment analytics, investment guidance teams, and the Ultra-High-Net-Worth Investment Office. Previously, he was the Chief Investment Officer at the Institute for Advanced Study for six years. He first worked at Merrill Lynch from 2001-2007 as Managing Director and head of Wealth Management Strategies and Analytics for the Global Private Client Group. Earlier he was head of Quantitative Research at J.P. Morgan Private Bank. He holds a Ph.D in Applied Physics from Yale.

**Anne Loehr**

**Safaris for the Soul**

Anne is the co-founder of Safaris for the Soul, international leadership retreats that help senior managers find their organizational values and purpose. After graduating from Cornell University, she managed and eventually owned international, eco-friendly hotels and safari companies for over 13 years. Later she created her own leadership and management development programs. working with Facebook, the U.S. Air Force, Morgan Stanley Smith Barney, American Red Cross, Booz Allen Hamilton, John Hancock, Coca-Cola and the MD Anderson Cancer Center. She is the author of A *Manager’s Guide to Coaching: Simple and Effective Ways to Get the Best Out of Your Employees* and *Managing the Unmanageable: How to Motivate Even the Most Unruly Employee*. A member of the National Speakers Association, she is a faculty member of the American Management Association, teaching leadership courses around the country.

**Phil Shaffer**

**Morgan Stanley**

Phil is a Managing Director of Morgan Stanley and a founder Graystone Consulting, a national leader in providing investment consulting advice to institutional investors, family offices and private clients. He oversees the Graystone office in Columbus, Ohio, where he plays an integral role in strategic portfolio construction, asset allocation research, and investment manager due diligence. He entered the investment field in 1980. From 2011 to 2014, *Barron’s* named him one of the Top 100 Financial Advisors in America. He is a member of the Investment Management Consultants Association and is a Certified Investment Management Analyst. An original member of the Association of Professional Investment Consultants, he is a graduate with honors from The College of Wooster.

**Brad Friedlander**

**Angel Oak Capital**

Brad is a Managing Partner, co-founder and Head Portfolio Manager of Angel Oak Capital’s family of funds. Since 1999, he has been involved in capital markets and asset management across the fixed income product spectrum. Prior to Angel Oak, he spent five years as a Portfolio Manager with Washington Mutual Bank in Seattle, where he managed over $8 billion in RMBS, ABS, and U.S. government and agency portfolios. He spent four years on JP Morgan’s trading desks in New York. *Fund Industry Intelligence* named him one of the 2013 Rising Stars of Mutual Funds. Featured in *Barron’s* and quoted in *The Wall Street Journal*, Bloomberg and Reuters, he has appeared numerous times as a guest on CNBC and Fox Business. He has been a visiting Lecturer at Emory University Goizueta Business School and earned his bachelor’s degree in economics from the University of Rochester.

**Courtney Moore**

**Senior Vice President - Investments, Global Institutional Consultant**

Courtney is a Senior Vice President - Investments at Merrill Lynch, which she joined in 1992. She has extensive experience in investment consulting, asset allocation modeling, hedging and diversifying concentrated stock strategies, and liability management. *Barron’s* recognized her as one of the Top 100 Women Financial Advisors and one of the Top 1,000 Financial Advisors in the country. She graduated from the College of the Holy Cross and earned a Certified Investment Management Analyst designation from Wharton. An Accredited Institutional Consultant, she received her CFP designation from the NYU Stern School of Business. As a Certified Financial Planner, she works with clients’ attorneys, accountants and family office personnel in non-investment matters such as wealth transfer strategies and philanthropic planning.

**Lieutenant General Michael Flynn**

**Former Director of the Defense Intelligence Agency and Cyber Security Expert**

Michael is considered one of the nation’s foremost cyber security experts; he is a 33-year veteran of the U.S. Army who has led a long and distinguished intelligence career. As the head of the Defense Intelligence Agency, the U.S.’s main foreign military espionage organization in the United States, he was the top military intelligence officer in the Department of Defense. Now he helps businesses safeguard their interests by advising on our nation’s growing cyber threats. After 9/11, he was a key player in dismantling insurgent networks in Iraq and Afghanistan, where he served as General Stanley McChrystal’s top intelligence advisor. In 2010, he published the influential report, *Fixing Intel: A Blueprint for Making Intelligence Relevant in Afghanistan*, which emphasized the importance of socio-cultural understanding in furthering effective intelligence operations. He holds three masters degrees and two honorary doctorates, along with numerous other awards and honors.

**Greg Fedorinchik**

**Mesirow Advanced Strategies**

Gregor is a senior managing director for Mesirow Advanced Strategies, head of the Client Portfolio Management Team, and a member of the executive committee. He and his team are responsible for designing, constructing and implementing highly-customized multi-manager hedge fund portfolios for the firm’s institutional clients. Prior to joining the firm in 2008, he spent 13 years with UBS Global Asset Management, where he was an executive director and manager in the Global Investment Solutions team. He received a B.A. from the University of Michigan and an M.B.A from Northwestern University. In addition, he is a CFA charterholder and co-author of the book *Investment Leadership and Portfolio Management.*

**John Barrett**

**Merrill Lynch Wealth Management**

John is a Managing Director at Merrill Lynch Wealth Management, as well as a Wealth Management Advisor and a Global Institutional Consultant. He joined Merrill in 1986. He develops disciplined long-term investment strategies and recommendations for high-net-worth corporate executives, entrepreneurs and philanthropic organizations, while offering philanthropic consulting through the Institutional Investments & Philanthropic Solutions group. As a member of Merrill Lynch's Institutional Consulting Group, he focuses on providing clients (both individuals and organizations) with effective and satisfying results. He has been recognized frequently for his efforts and ability to contribute to client achievements. Since 1996, he has been a featured speaker at the Securities Industry Association's conference at The Wharton School. In addition, he actively serves many charitable organizations in his community.

**John Nersesian**

**Nuveen Investments Wealth Management Services**

John is the Managing Director of Wealth Management Services at Nuveen Investments, where he leads a team of consultants that work in concert with leading financial advisors nationally to build, grow, and competitively enhance their advisory practice. Prior to joining Nuveen in 2000, he was a First Vice President of Merrill Lynch Private Client Group. While at Merrill Lynch, he was a leader of Advanced Training for Financial Consultants, providing training in comprehensive wealth management strategies and business development practices. He is a frequent contributor to *The Wall Street Journal*, Bloomberg and CNN. He received a B.S. in Business and Economics from Lehigh University. A Certified Financial Planner, Certified Investment Management Analyst, Certified Investment Strategist, and Certified Private Wealth Advisor, he is the Chair of the Investment Management Consultants Association Board of Directors and a faculty member for the IMCA Certified Private Wealth Advisor program.

**Lori Van Dusen**

**LVW Advisors**

Lori is the founder of LVW Advisors, a local registered investment advisor, where she has established an independent model. She began her career in the investment industry in 1987. By 2004, she became Managing Director with Citigroup/Smith Barney Institutional Consulting, a group she helped to create. She left to co-lead Convergent Wealth Advisors’ Institutional Group. *Barron’s* has repeatedly listed her as one of the top 100 Financial Advisors in America; in 2014, she was ranked #29. She is regularly listed in the top ten of *Barron’s* Top 100 Women Financial Advisors, ranking #7 in 2014. In 2014, she was named to the *Financial Times’* list of the top 100 Women Financial Advisors. A Certified Investment Management Analyst, she received her Masters of Education degree from Harvard University and graduated *magna cum laude* with a Bachelor of Arts degree from Ithaca College.

**Marc Brookman**

**Morgan Stanley Wealth Management**

Marc is a Managing Director and Director of Institutional Wealth Solutions at Graystone Consulting, which operates Morgan Stanley Wealth Management’s institutional business. Graystone Consulting advises over $200 billion in institutional assets, corporate cash management, government entity business and institutional wealth solutions. Marc works with all institutional relationships across Wealth Management to deliver Morgan Stanley’s comprehensive resources and capabilities. Previously he was the Associate Director of the Consulting Group, responsible for all distribution and sales and the products and platforms for the largest advisory platform in the world. Prior to joining Morgan Stanley Wealth Management in 2006, he spent 20 years in the asset management business at firms such as Citigroup Asset Management, New York Life Investment Management and Oppenheimer Capital.

**Marten Hoekstra**

**Emerging Global Advisors**

Marten is the Chief Executive Officer of Emerging Global Advisors, which hejoined in 2011. Previously, he was CEO of UBS Wealth Management Americas and a member of the Group Executive Board. He worked 26 years at UBS, including a predecessor firm, PaineWebber. After 2001, he held various management roles in Zurich and the United States on the executive committee of the firm’s Global Wealth Management & Business Banking unit, including Deputy CEO. He was also Head of Market Strategy and Development for UBS’ wealth management businesses outside North America. In July 2002, he became a member of UBS’ Group Managing Board. He previously served as a Director of the Securities Industry and Financial Markets Association. A graduate of the University of North Dakota and the Kellogg School of Management at Northwestern University, he is a registered representative of ALPS Distributors Inc.

**Mindy Alpert**

**National Multiple Sclerosis Society**

Mandy has been the Chairman of the Investment Committee of the National Multiple Sclerosis Society since 2009. She has served many volunteer roles within the Society: on the Long Island Chapter board since 1998 (including as its current Chairman of the Board) and on the national board since 2009.  In 2013, she was appointed the U.S. delegate to the People with Multiple Sclerosis committee of the MS International Federation, where she also serves on the Finance and Audit Committee.  She is a volunteer coach for Girls Varsity Tennis and Girls Varsity Badminton teams at her alma mater, Great Neck North High School. She was an Olympic Torch Bearer for the 2002 Winter Olympics in Salt Lake City.  Prior to leaving her career due to the effects of MS, she was a Senior Vice President- Investments at Smith Barney.

**Paula Polito**

**UBS Wealth Management**

Paula is the Client Strategy Officer of UBS Wealth Management Americas (WMA) and is the Group Managing Director. As a member of the WMA Executive Committee responsible for overseeing the wealth management business, she is responsible for WMA's specialized businesses, including Institutional Consulting and Defined Contribution and Retirement businesses, Equity Plan Advisory Services, and the UBS Wealth Advice Center. She oversees the development of client strategy and all aspects of marketing, including data analytics and market research. From 2009 to 2011, she was Chief Marketing Officer of WMA. Previously she was the Senior Vice President and Head of Strategic Marketing and Brand Management at Merrill Lynch and a member of the Global Wealth Management business’ Executive Committee. Earlier she was Executive Vice President of Corporate Marketing and Retail Marketing at Fidelity Investments. Prior to that, she pursued highly successful careers in advertising and journalism.

**Tim Pawlenty**

**Financial Services Roundtable**

Tim is the CEO of the Financial Services Roundtable. He was a two-term governor of Minnesota and is one of the leading voices in the Republican Party. He was a candidate for the 2012 Republican nomination for president and co-chair of Mitt Romney for President. When he was governor, Minnesota had nation-leading health care, high school test scores, and a prosperous economy. He balanced the state budget every year—erasing a deficit of $4.3 billion—and cut taxes by nearly $800 million. This moved Minnesota out of the top 10 highest-taxed states—a goal of every Minnesota governor for more than 30 years. He championed innovative education and health care reforms that later became national models. As chair of the State Board of Investment, he provided oversight of $60 billion in investments. After his governorship, he authored *Courage to Stand*, offering his reflections on leadership, public service, and policy.

**Phil Orlando**

**Federated**

Phil is Federated’s chief equity strategist, a senior vice president, and a senior portfolio manager. He joined Federated in 2003, and with more than 30 years of industry experience, he is responsible for formulating Federated’s opinions about the equity market, and he positions strategies for the firm’s investment products. The chairman of the Macro Economic Policy and the PRISM Asset Allocation committees, he is the group head of the Balanced/Macro and Growth/Income teams within Federated’s equity division. For the last 20 years, he has been a regular contributor to several CNBC programs, including “Squawk Box,” “Squawk on the Street,” “Power Lunch,” “Closing Bell” and “Nightly Business Report,” as well as Fox Business News, Bloomberg, Reuters, *The Wall Street Journal* and *The New York Time*s, among many others. A CFA charterholder, he received his M.B.A. and bachelor’s degree from New York University.

**Richard Van Kuren**

**LVW Advisors**

Rick is one of the founders of LVW Advisors and a Senior Partner. With a focus on foundations, endowments, pension plans, and ultra-affluent families and more than 20 years of experience in the investment industry, he works with client investment programs to establish appropriate risk tolerance, develops strategic asset allocation, selects managers, and implements portfolios. Previously he worked at Elias Asset Management and spent more than a decade with Citigroup Institutional Consulting, coming to LVW from Convergent Wealth Advisors. Twice he has been the recipient of the Association of Professional Investment Consultants’ Award for excellence in the field of Investment Analysis. He earned his undergraduate degree from the State University of New York at Fredonia and received his Financial Analyst Charter in 2001. A member of the CFA Institute and the Rochester Society of Security Analysts, he has passed the FINRA Series 7 and 65 exams.

**Sean Walters**

**Investment Management Consultants Association**

Sean is executive director and chief executive officer of Investment Management Consultants Association (IMCA). Founded in 1985, IMCA is a not-for-profit professional association for advanced investment advisors, consultants and private wealth advisors. It administers the Certified Investment Management Analyst (CIMA) and Certified Private Wealth Advisor (CPWA) certifications. After Sean was named CEO in 2010, in 2011, IMCA’s CIMA certification became the first financial services credential to meet an international standard for personnel certification (ANSI/ISO/IEC 17024). Prior to joining the IMCA staff in 2007, Sean served as Managing Director at the Financial Planning Association and was Director of Membership at the International Association for Financial Planning. He is a Certified Association Executive (CAE) and has been active in association management for more than 20 years. He is a graduate of the University of Arizona with a B.A. in history and earned an M.B.A. from the University of Indianapolis.

**Stephen Brundage**

**QMA**

Stephen is a managing director and product specialist for QMA (the Quantitative Management Association), responsible for managing client relationships for QMA’s asset allocation team. Before joining QMA in 2008, he a client advisor at J.P. Morgan, dealing with large endowments and foundations. While managing the investment research and client servicing function for the company’s 401(k) business, he ran J.P. Morgan Asset Management’s Global Product Development group, spending three years in London. He earned a bachelor’s degree in English from Clemson University and an M.B.A. in finance from Fordham University. A member of the New York Society of Security Analysts and the CFA Institute, he holds the Chartered Financial Analyst (CFA) designation.

**Kevin Collins**

**T. Rowe Price**

Kevin is a vice president of T. Rowe Price Group, Inc., T. Rowe Price Retirement Plan Services, Inc., and T. Rowe Price Trust Company. He is the head of sales for the Retirement Plan Services division. Prior to that, he was the chief administrative officer for Global Investment Services, the division responsible for the firm's institutional business worldwide, and Global Asset Management, the investment management organization responsible for assets sourced in Japan. He holds a B.S. in accounting from the University of Scranton and an M.B.A. from the University of Maryland and is a Series 7 registered representative.

**Mark Barnum**

**UBS**

Mark Barnum is a Managing Director – Investments and Business Development Director at UBS Financial Services. He has recently been promoted to a new role reporting to Jim Hausmann, Head of Corporate Solutions & Retirement Services. His team currently consults to $20B in assets for over 150 clients. In his new role, he will advise Senior Retirement Plan Consultants, Retirement Plan Consultants and Core Institutional Consultants to drive incremental business and revenue to the firm. Also he will engage with Field Leadership to identify partnering opportunities and work with Wealth Management Advisors who have meaningful relationships that could benefit from consulting services. While he is currently West Coast-based, his role is national in scope. Earlier in his career, he spent two years with Merrill Lynch and worked at Pfizer Pharmaceuticals. A graduate of Lewis and Clark College, he graduated from the College of Certified Financial Planning.

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**Joel Gershon**

**Bank of America Merrill Lynch Global Institutional Consulting**

Joel is a Senior Vice President and Global Institutional Consultant with Bank of America Merrill Lynch Global Institutional Consulting. He joined Merrill Lynch in 1998 after gaining in-depth experience at two other Fortune 500 corporations. He focuses on client relationship management and providing investment strategies and consulting services for corporations, nonprofit organizations and individual investors. His team was named as one of PLANADVISER's Top 100 Retirement Plan Advisers each year from 2011 to 2015. In 2014, he was named as one of the National Association of Plan Advisors’ Top 50 Retirement Plan Advisors Under 40. He holds a bachelor’s degree in Economics from the University of Illinois at Urbana-Champaign and has earned his Certified Investment Management Analyst and Chartered Retirement Planning Counselor designations.

**Kenneth Catanella**

**UBS Institutional Consulting Group**

Kenneth is a Managing Director – Wealth Management at the UBS Institutional Consulting Group. A Certified Investment Management Analyst, he has over 30 years of investment industry experience, with 23 years at UBS. With his son Brian, he heads up the Catanella Institutional Team in Philadelphia, consulting to over $1.5 billion in retirement plan assets. In 2014, the team was selected as one of PlanAdviser Magazine's Top 100 Retirement Plan Adviser Teams. In 2011, he was named by the 401kWire as the Number One 401k Plan Advisor for Mid-Market Retirement Plans in America. In 2013, he was selected to the Institutional Consulting Advisory Board of UBS, which sets policies and procedures for all Institutional Consultants at the firm. In 2008 during the financial crisis, he was chosen to be one of two Institutional Consultants to join the UBS Financial Services Investment Committee of the Americas overseeing the investment of assets of the firm's Pension and 401k Retirement Plans covering over 17,000 participants. He holds an undergraduate degree from Butler University.

**Kristina Van Liew**

**Graystone Consulting**

Kristina is Managing Director at Graystone Consulting’s Stephans Van Liew & Oiler Group. As the lead partner in charge of investment innovation, she serves the specialized needs of institutional and complex private wealth clients and multi-generational families at her Chicago-based consulting practice. Prior to joining the firm, she was the Chair of the Merrill Lynch Global Institutional Consulting Group Advisory Board to Management. Previously, she worked at The Northern Trust Company, where she was Director of Institutional Investments. Every year since 2010, *Barron’s* has included her on its list of the Top 100 Women Financial Advisors in the United States and been included in *Barron’s* state-by-state listing of the Top 1,000 Financial Advisors. A Certified Investment Management Analyst, she earned a Bachelor’s degree in Finance with a minor in French at the University of Iowa and an M. B.A. with a concentration in Marketing and Finance from The J.L. Kellogg Graduate School of Management at Northwestern University.

**William Peragine III**

**Wells Fargo Advisors**

Bill is a Managing Director - Investments and Senior Institutional Consultant at Wells Fargo Advisor, responsible for all aspects of investment consulting, employee education and business development for the JWL Retirement Group. His aegis includes the servicing, organization him review of over 50 corporate retirement plans. Wells Fargo Advisors has recognized him as a Senior Institutional Consultant for contributions in business development and asset consulting. He has been recognized by *PlanSponsor* Magazine as the 2007 Retirement Plan Adviser of the Year; 401kwire has cited him as one of the Top 100 Retirement Plan Advisers and one of the 300 Most Influential retirement plan advisors. With over 20 years of experience in the financial services industry, he holds the Series 7,63,3 and 65 and is a Registered Investment Advisor. An Accredited Investment Fiduciary-AIF, he has completed his studies at the Center for Fiduciary Studies. He received his BSBA in Finance and Decision Sciences from Rider University.