

IMCA[®]

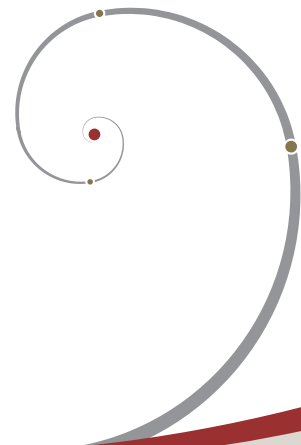
Advanced Education for
Investment & Wealth Professionals



2017

PRESS KIT

CERTIFICATIONS
ADVANCED EDUCATION
MEMBERSHIP
BOARD OF DIRECTORS





Advanced Education for
Investment & Wealth Professionals



ABOUT IMCA

INVESTMENT MANAGEMENT CONSULTANTS ASSOCIATION® (IMCA®)

Established in 1985, IMCA is a nonprofit professional association and credentialing organization with more than 11,190 individual members and certificants in the United States, Canada and Australia, including 400 international affiliate members. IMCA members collectively manage more than \$2.477 trillion, providing investment consulting and wealth management services to individual and institutional clients.

Since 1988, IMCA has offered the Certified Investment Management Analyst® (CIMA®) certification, which earned accreditation by the American National Standards Institute (ANSI) in April 2011, making it the first financial services credential in the United States to meet international standards (ISO 17024) for personnel certification. IMCA's Certified Private Wealth Advisor® (CPWA®) certification provides advanced education for wealth management professionals working with high-net-worth clients. In 2016, IMCA's conferences, workshops, and online learning opportunities hosted more than 5,500 participants.

CERTIFICATIONS

CERTIFIED INVESTMENT MANAGEMENT ANALYST® (CIMA®)



The CIMA® certification, which reflects experience, education, examination, and ethical standards, integrates a complex body of investment knowledge to provide objective investment advice to individuals and institutions. That knowledge is applied systematically and ethically to assist clients in making prudent investment decisions.

In April 2011, CIMA certification earned accreditation by American National Standards Institute (ANSI), making it the only financial services designation in the U.S. to be accredited under an international personnel certification standard (ISO 17024). In September 2016, IMCA was granted reaccreditation after being evaluated by ANSI on a range of activities set forth in ANSI's standards. ANSI is a private non-profit organization that facilitates standardization and conformity assessment activities in the United States. Advanced expertise, integrity, and now attainment of international accreditation sets CIMA certification apart among hundreds of financial services certifications.



CERTIFIED PRIVATE WEALTH ADVISOR® (CPWA®)

The CPWA® certification facilitates an advanced expertise in the life cycle of wealth: accumulation, preservation, and distribution. This program offers advanced financial education designed for experienced private wealth advisors who work with high-net-worth clients.

IMCA's certification programs are offered in conjunction with top business schools in the United States.



IMCA® and INVESTMENT MANAGEMENT CONSULTANTS ASSOCIATION® are registered trademarks of Investment Management Consultants Association Inc. CIMA®, CERTIFIED INVESTMENT MANAGEMENT ANALYST®, CIMC®, CPWA®, and CERTIFIED PRIVATE WEALTH ADVISOR® are registered certification marks of Investment Management Consultants Association Inc. Investment Management Consultants Association Inc. does not discriminate in educational opportunities or practices on the basis of race, color, religion, gender, national origin, age, disability, or any other characteristic protected by law. 08.150121.05.537 ©2016 Investment Management Consultants Association Inc.





ADVANCED EDUCATION

CONFERENCES



To further distinguish its members, IMCA is dedicated to the advanced education of investment professionals. IMCA conferences host more than 4,000 attendees annually. The IMCA Annual Conference Experience offers headline general sessions and leading-edge workshops covering topics such as practice management, technology, international investments, and wealth management. The 2017 specialty conference calendar delivers focused-topic agendas including an Investment Advisor Forum, an Advanced Business Strategist Conference, and a Private Wealth Advisor Conference.



PUBLICATIONS

IMCA's publications are *Investments & Wealth Monitor*, a bi-monthly educational magazine featuring professional contributors addressing everyday issues, the *Journal of Investment Consulting*, which delves into the research and theory of investments, and *IMCA Research Quarterly*, a proprietary, in-depth research report detailing how IMCA members deliver best practices.



CERTIFICATE PROGRAMS

In addition to these conferences and publications, IMCA offers three advanced certificate programs:

- The Applied Behavioral Finance certificate program, designed to help advisors address common financial decisions that trip up investors when they're not at their rational best. Content is delivered by noted behavioral finance experts from leading business schools.
- The Fundamentals of Alternative Investments certificate program, created in collaboration with the CAIA Association, provides advisors with a working knowledge of alternative investments, which represent a rapidly growing asset class.
- The Essentials of Investment Consulting certificate program, often used as a starting point for the CIMA® certification process, provides fundamental knowledge of investment consulting topics.

For more information about IMCA, visit www.IMCA.org.

CONNECT

FOR MORE INFORMATION

For more information about IMCA, visit www.IMCA.org.

Contact Greta Gloven at ggloven@IMCA.org or 303.850.3079 with media inquiries. Social media:



@IMCA



Search: *Investment Management Consultants Association*





GOVERNANCE

BOARD OF DIRECTORS

A 14-member board of directors, including four officers, governs IMCA. Volunteer committees, such as certification, conferences, membership, and wealth management, provide input to the board and assist in directing the activities of the association.

CHAIR: SCOTT G. THAYER, CIMA®, GRAYSTONE CONSULTING AT MORGAN STANLEY SMITH BARNEY



Scott Thayer began serving on IMCA's Board of Directors in 2008. He has also served on IMCA's Endowments and Foundations Committee and Practice Management Committee. Mr. Thayer also taught in the Endowments and Foundations Certificate Program and CIMA Level II Program. He has contributed regularly to *Investments & Wealth Monitor* and the *Journal of Investment Consulting*. Mr. Thayer's career began at E.F.

Hutton in 1983. In his current role as Institutional Consulting Director at Graystone Consulting, he runs a large-scale institutional consulting team that specializes in investment policy, portfolio construction, and risk management issues for foundation and endowment clients in the United States and abroad. He was previously senior vice president—Investments and Institutional Consulting director for Citi Institutional Consulting in Santa Rosa, CA. Mr. Thayer earned a BS in finance from California State University, Los Angeles, and a MBA in finance from California State University, Chico. He is a member of the Board of Directors of the Association of Professional Investment Consultants (APIC) and is a frequent lecturer and speaker. In 2015, he was named one of Barron's "Top 30 Institutional Consultants."

VICE-CHAIR: KEVIN SÁNCHEZ, CIMA®, CPWA®, CFP®, MBA, UBS INSTITUTIONAL CONSULTING



Kevin Sánchez has served as chair of the IMCA Annual Conference Committee and board liaison to the Membership Committee. He joined the IMCA Board of Directors in 2012. He is a senior institutional consultant with UBS Institutional Consulting in Walnut Creek, Calif. He works with boards of nonprofit organizations, foundations, and endowments on prudent investment policies, portfolio design and implementation,

and fiduciary liability review. His experience includes comprehensive wealth management for affluent families, and he lectures frequently on this topic.

TREASURER: DAVID KOULISH, CPWA®, CFP®, NORTHERN TRUST



David Koulish serves on IMCA's Wealth Management Committee, and is the chair of the Editorial Advisory Board of *Investments and Wealth Monitor*. He is Senior Vice President and Manager—Wealth Management Investment Risk and Compliance at Northern Trust in Miami, FL. Mr. Koulish has more than 30 years of experience in portfolio and wealth management focusing on the development and implementation of strategies to help clients achieve their goals of transferring,

preserving and growing wealth. Prior to joining Northern Trust in 1993, David was a Senior Vice President and Portfolio Manager at Key Trust Company of Florida in Orlando. Mr. Koulish has a bachelor of science degree in business administration and an MBA, both from the University of Central Florida. He is a member of the CFA Institute and the Financial Planning Association.

SECRETARY: STEWART KOESTEN, CIMA®, M.S.F.S., CFP®, KHC WEALTH MANAGEMENT



Stewart Koesten currently serves on several IMCA committees, has chaired the IMCA Membership Committee, and has been an IMCA member for 13 years. He is executive chairman at KHC Wealth Management in Overland Park, Kan. He oversees investment management, including creation of investment policy statements, auditing client accounts, monitoring performance and recommending investments. Mr. Koesten

also serves as the chief compliance officer, and has more than 25 years of experience as a wealth management advisor. In addition to his IMCA participation, he has served on the board of directors of the International Association for Financial Planning/Financial Planning Association.



PAST-CHAIR: JOHN A. NERSESIAN, CIMA®, CPWA®, CIS, CFP®, NUVEEN INVESTMENTS



John Nersesian is IMCA's chair for the 2014–2016 term. He served previously as vice-chair, and joined the Board of Directors in 2006. He is a member of and Board Liaison to the IMCA Advanced Wealth Management committee. Mr. Nersesian is managing director of wealth management services at Nuveen Investments, where his group provides wealth management and practice development education and consulting support to advisors.

His experience includes work as a financial advisor to corporate executives, affluent families, and nonprofit organizations. Mr. Nersesian previously was a first vice president at Merrill Lynch Private Client Group, where he was a leader in comprehensive wealth management strategies and business development practices training. Mr. Nersesian earned a BS in business and economics from Lehigh University. He frequently contributes to the *Wall Street Journal*, *Bloomberg*, and other media outlets.

DIRECTOR: DOROTHY BOSSUNG, CIMA®, CPWA®, CFP®, LOWERY ASSET CONSULTING



Dorothy Bossung joined the IMCA board of directors in 2014. She serves on IMCA's CIMA Certification Commission and Wealth Management Committee. Ms. Bossung is executive vice president at Lowery Asset Consulting, a Chicago-based registered investment advisory firm. She provides consulting services to Lowery's institutional and family office clients and is active in manager research, tactical and strategic allocation decisions, and is a member of the firm's Investment Committee. Prior to joining Lowery, she served as a managing director of a boutique financial services firm following 10 years of leadership roles within the investment practices of three multinational accounting firms, and 18 years with multinational brokerage firms.

DIRECTOR: KEITH CLEMENS, CIMA®, CPWA®, MERRILL LYNCH WEALTH MANAGEMENT



Keith Clemens joined IMCA's board of directors in 2015. He is also chair of the CPWA® exam committee and a member of the wealth management committee. Mr. Clemens is a First Vice President at Merrill Lynch Wealth Management, where he has worked since 1985. Working directly with clients, his expertise ranges from tax planning to behavioral finance and risk management. He earned his bachelor's degree from Florida State University.

DIRECTOR: CHRISTINE GAZE, CIMA®, PURPOSE CONSULTING GROUP



Christine Gaze is a member of IMCA's Specialty Conference Committee and earned the CIMA certification in 2005. Ms. Gaze and her team at Purpose Consulting Group work with asset managers and wealth-management firms to develop thought leadership and training programs that deliver results. She has held a variety of leadership positions at Merrill Lynch, Morgan Stanley, AllianceBernstein, and TD Ameritrade during her career. She earned her bachelor's

degree in business administration and psychology from the State University of New York College at Brockport.

DIRECTOR: BRIAN ULLSPERGER, CIMA®, AIF®, AAMS®, CMFC®, ANDERSEN INVESTMENT ADVISORY SERVICES



Brian Ullsperger has been an IMCA member and CIMA professional since 2004. He served as chair of the IMCA Annual Conference Committee and serves on IMCA's Government Relations Committee. In his role at Andersen Investment Advisory Services, Mr. Ullsperger manages a registered investment advisory practice that provides investment, tax, and wealth advisory services.



DIRECTOR: TODD WAGENBERG, CIMA®, INTEGRATED INVESTMENT CONSULTANTS, LLC



Todd Wagenberg joined the IMCA board of directors in 2015. He also serves on IMCA's certification committee and technical advisory board, and previously served on the admissions committee. He is currently Managing Director at Integrated Investment Consultants, LLC. He served previously as Managing Director – Investments and Senior Institutional Consultant at Wells Fargo Advisors, where he provided investment counsel to affluent families, non-profit organizations and institutions. Prior to joining Wells Fargo Advisors, Todd traded currencies for Chemical Bank and National Australia Bank in New York. Mr. Wagenberg earned his bachelor's degree from University of Michigan and his MBA from Wayne State University.

DIRECTOR: KELLY WALSH, CIMA®, RCC®, CREDENTIAL FINANCIAL



Kelly Walsh serves as chair of IMCA's Membership Committee, and has been an active IMCA member since 2006. In her role at Credential Financial, Ms. Walsh currently works with top Canadian advisors to help them enhance their books of business and offer full wealth-management services to their clients. She earned a bachelor's degree and business administration certificate from the University of Victoria in British Columbia.

DIRECTOR: SCOTT WELCH, CIMA®, DYNASTY FINANCIAL PARTNERS



Scott Welch has been an IMCA member and CIMA professional since 2004. A frequent conference speaker and active member of the Investments & Wealth Monitor Editorial Advisory Board, he joined IMCA's board of directors in 2017. Mr. Welch is the chief investment officer of Dynasty Financial Partners, a provider of outsourced investment research, portfolio management, technology, and practice management solutions to RIAs and advisory teams making the move to independence. He was the founder of UnconstrainedThought, a macro-economic, investment, and wealth management consultancy. He was also a co-founder and former chief investment officer of Fortigent, LLC, a provider of outsourced investment research and technology solutions to RIAs and banks that served high-net-worth investors. Prior to joining Fortigent and its predecessor firm in 1998, he spent more than 12 years on Wall Street, where he focused on capital markets, corporate finance, and derivatives.

DIRECTOR: BRETT WRIGHT, CIMA®, DELAWARE INVESTMENTS



Brett Wright began his service on IMCA's Board of Directors in 2013. He also works as the program advisor for the Best of IMCA seminar series, and served formerly as chair of the Specialty Conference Committee and as a board member for IMCA's New York Chapter. Mr. Wright brings 20 years of industry experience and is currently the Western Division Sales Manager for Delaware Investments, a member of the Macquarie Group. He earned his bachelor's degree from Pennsylvania State University, where he served as the captain of the football team in 1992.