# Preview the Topics and Meet the Speakers

## *PAPERS Hybrid Fall Workshop*

## <u>Tuesday, November 9, 2021 – 8 a.m.</u>

### *Discount Rates & Investments – Three Different Views*

Speakers ........................................................................ **Rich Hazzouri** – *Morgan Stanley*
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***An actuary, an investment consultant and a fixed income money manager will share the lens through which they look at pension plan discount rates and the implications their perspectives have on the decisions fiduciaries make.***

**Richard J. Hazzouri** is a Senior Vice President and an Institutional Consulting Director of The Hazzouri Group at Morgan Stanley. Joining Morgan Stanley in 2004, he brings more than 20 years of financial services experience to the diverse clientele of institutional investors and affluent individuals and their families that he and his team serve.

A graduate of Scranton Preparatory School, Richard earned a Bachelor of Science degree from Loyola University, Baltimore, Maryland. Over the years, he has earned a number of industry designations that have added to his credentials - he is a holder of the Chartered Financial Analyst (CFA) designation as well as the Accredited Investment Fiduciary (AIF) designation from Center for Fiduciary Studies. He serves on the Board of Directors APIC, an independent organization made up of Morgan Stanley Financial Advisors dedicated towards professionalism within the investment advisory industry. In the past he has served as the organizations President and chaired the organization's Investment Strategies Committee. In 2013 the APIC awarded Richard with the Sandee Smith Leadership Award for his consistent commitment and leadership to the organization. In addition, Rich has been named to the Forbes Best-In-State Wealth Advisor List in each of the last two years.

Outside the office, Rich is an active member of the community where he has lived for most of his life. He serves on the Board of Directors for Boys and Girls Club of Northeastern PA and is a member of the Corporate Advisory Committee for the Pennsylvania Association of Public Employee Retirement Systems (PAPERS). In the past, he has served on the Board of Directors for The Volunteers in Medicine of Wilkes-Barre and the West Pittston Public Library. Rich and his wife Kimberly reside in West Pittston with their sons Adrien and Declan, and their daughter Maeve.

**Sean F. McShea** serves as Executive Vice President and Director of Institutional Business for Sage Advisory Services . In his role, Sean works with Sage investment professionals to provide investment management and liability advisory services. Sean has more than 25 years of demonstrated success and a broad-based leadership background that encompasses portfolio management, business development, and quantitative research.

He began his career in 1987 as a Management Consultant at Accenture in their financial services practice. In 1993 he joined Ryan Labs, where he eventually served as the company's President.

He earned his Master's in Business Administration from Columbia Business School with concentrations in finance and accounting, as well as a Bachelor of Science Degree with Distinction in Industrial Engineering from Worcester

**Gregory M. Stump, FSA, EA, MAAA, FCA** is Chief Actuary and Vice President at Boomershine Consulting Group and specializes in public sector defined benefit and retiree healthcare plans in the Mid-Atlantic region. He is a Fellow of the Society of Actuaries, and a member/fellow of several other major actuarial organizations.

Greg is an expert on pension cost and funding projections and benefit design, centering on the risks faced by public pension and retiree healthcare systems. Over the past two decades, he has worked with over 100 governmental plans in their efforts to manage retirement benefit costs and associated risks. Currently serving as actuary to over 30 county and municipal pension and retiree healthcare systems, his focus is on funding policy development and benefit design.

Greg has worked with a variety of systems, both public and private, in Pennsylvania and sixteen other states throughout the U.S. He has provided advice and service to some of the largest and most complex public plans in the nation, and has also served on a number of national and regional committees and educational groups, providing continuing education for pension trustees and other governmental groups.

# Tuesday, November 9, 2021 – 9 a.m.

## *Understanding Investment Management Fees*

Speaker ............................................................ **Alison Berman** – *Palisade Capital Management*

***A basic understanding of the different types of fees that could be used in your portfolio.***

**Alison Berman,** Esq. serves as Palisade Capital Management's President and Chief Executive Officer. She is responsible for overseeing all of the firm's operational groups, including finance, operations, compliance, risk management, client service, sales and marketing, and human resources. Alison is also Chairperson of the Firm's Operating Committee and Co-Chairman of Palisade's Board of Directors, where she leads the development and implementation of the Firm's overall strategic plan. Prior to her promotion to President and Chief Executive Officer in 2018, Alison worked as Associate General Counsel where she served on the board of directors of several of the firm's private equity portfolio companies. Prior to joining Palisade in 2011, Alison was an attorney in the mergers and acquisitions group at Skadden, Arps, Slate, Meagher & Flom LLP, where she represented a variety of corporate and private equity clients in buy-side and sell-side transactions. Alison was involved in both contested and negotiated transactions and worked on deals ranging from small private equity acquisitions to $50 billion public company sales. Alison received her Juris Doctor from the Benjamin N. Cardozo School of Law and her undergraduate degree from Brown University.