



**100 women in
hedge funds®**

Five Steps to Build a Successful Asset Management Firm

July 24, 2013 at 6 PM
San Francisco, CA

What does it take to build an asset management firm? Five women-owned asset managers will share their insights on how to build and grow it. Come hear the five important steps to launching a firm, keys to successful growth, and lessons learned along the way .

Participants

Elaine Hahn, Hahn Capital Management
Kjerstin Hatch, Lapis Advisors
Pooja Malik, Nipun Capital
Nadine Terman, Solstein Capital
Cynthia Tusan, Strategic Global Advisors
Mona Williams, ***Moderator***, Progress Investment Management

Event Details

Date: July 24, 2013

Time: 5 PM Registration.

We will begin *promptly* at 6 PM; please arrive early. Since it is disruptive to everyone when latecomers enter the session, those arriving after an education session has begun will only be admitted at the discretion of 100WHF and the host. Please note the start time on this invite and plan to arrive early.

Networking and cocktails prior to session.

Host: NASP

Location: Infinity Club Lounge

333 Main Street 3rd Floor, **San Francisco**, CA 94105

RSVP: [RSVP Now](#)

If you have any questions about this event, please contact the [California, North](#) committee.

This event is NOT FOR ATTRIBUTION. All 100WHF events are private events and we require that no one reports publicly on any aspect of them.

Admission is free, but there is a \$25 charge if you register and do not attend, even if you cancel in advance. No-show proceeds will be donated to Best Buddies, the 2013 beneficiary of 100WHF's US philanthropic initiatives.

If you have no-show fees in arrears, the system cannot register you for an event. You can view and pay for any outstanding no-show fees online from your [Member Profile](#)

Space is limited. No walk-ins will be permitted.

Biographies

Elaine Hahn, President and CIO, Hahn Capital Management

As President and Chief Investment Officer, Ms. Hahn leads the portfolio management and client communication efforts at the firm. Ms. Hahn has over 20 years investment experience. Prior to founding Hahn Capital Management in 1988, Ms. Hahn was a Senior Investment Officer with Jurika & Voyles, an Oakland, CA-based value investment firm. From 1984 to 1987, Ms. Hahn was a Senior Research Analyst with Transamerica Corporation. Ms. Hahn's investment experience has been enhanced by her 6-year tenure from 1979-1984 as a Management Consultant with Arthur D. Little in Boston. In this capacity, Ms. Hahn was responsible for assisting major corporations in the valuation, acquisition and disposition of businesses in the energy sector, and for constructing the economic rationale for international energy project financing. Ms. Hahn has an MBA in Corporate Finance from Columbia University and a BS in Marketing from Oklahoma State University.

Kjerstin Hatch, Founder and Principal, Lapis Advisors

Mrs. Hatch is a Managing Principal and Founder of Lapis Advisers. Mrs. Hatch has focused her career in special situation securities serving as a portfolio manager and acquisitions specialist in alternative investments for over fifteen years. She has been responsible for managing over 750 investments in illiquid real estate and other non-traded equity vehicles and over 120 distressed and bankrupt companies totaling in excess of \$1 billion.

Mrs. Hatch founded Lapis Advisers in 2009 to focus on distressed and defaulted private loans, equity interests and municipal securities. Lapis is an SEC registered Investment Adviser and has enjoyed substantial growth in assets under management since inception.

Mrs. Hatch earned a BA in the Political Economy of Industrialized Societies from the University of California, Berkeley.

Pooja Malik, Founder, Nipun Capital

Ms. Malik, CFA is a General Partner at Nipun Capital LLC. She has over 10 years of investing experience and most recently, was a Managing Director at Barclays Global Investors (BGI)/BlackRock, where she managed long-only and long-short portfolios for institutional investors. She joined BGI in 2001 and has held several roles over her career there; including Head of US Small Cap Active Equity, Co-Head of US and Global Equities and Head of Canadian Active Equity. At BGI, Ms. Malik was responsible for active equity portfolios ranging from \$1B to \$100B in assets. She left BGI in December 2010 to set up Nipun Capital LLC, a boutique asset management firm focused on Asian equities. Nipun believes that investment success is based on applying fundamental insights within a systematic and disciplined investment process.

Prior to BGI, Ms. Malik worked at ICICI Bank, India's largest private bank where she was a credit officer and responsible for a loan portfolio. Ms. Malik has an MBA from Indian Institute of Management, Bangalore and is a CFA charter holder.

Nadine Terman, Managing Member and Co-Founder, Solstein Capital

Ms. Terman is a Managing Member and Co-Founder of Solstein Capital, a global, value investment firm that manages a concentrated, opportunistic hedge fund. Previously, Ms. Terman was a Partner with Blum Capital where she invested in both public and private companies. She has worked extensively with portfolio companies' management teams and Boards of Directors on business, financial and governance initiatives. Previously, Ms. Terman was an Associate with Behrman Capital, and an Analyst at both Merrill Lynch and Goldman Sachs. Ms. Terman has an M.B.A. from the Stanford Graduate School of Business, where she was an Arjay Miller Scholar. In addition, Ms. Terman has a B.A. with Honors and with Distinction from Stanford University, where she was awarded the Firestone Medal for Excellence in Research. Ms. Terman resides in the Bay Area with her husband and three children.

Cynthia Tusan, President, Strategic Global Advisors

Ms. Tusan is the President of SGA. Ms. Tusan leads the portfolio management team for the firm, as well as, serves an active role in the research and model development process. Her investment career spans more than 20 years, including 16 years with Wells Fargo where she began in 1989 as a Senior Portfolio Manager. In 1996, Ms. Tusan started the Risk Management Group for Wells Capital Management, and eventually led their international equity team in running over \$1 billion in international equity assets, and served as a Senior Global Analyst for a team managing over \$2 billion in domestic and international equities. Ms. Tusan earned her BA in Economics from Bryn Mawr College and her MBA from the Anderson School at UCLA. She is a CFA charterholder, and a member of the CFA Society of Los Angeles and the CFA Society of Orange County.

Mona Williams, Executive VP and Partner, Progress Investment Management

Ms. Williams is Executive Vice President and since 2004, a Partner, at Progress Investment Management Company in San Francisco. Progress, a Manager-of-Managers, invests \$7.5 billion in assets for some of the largest and most sophisticated corporations, public funds, endowments, and Taft-Hartley plans in the country, employing a variety of equity, fixed income, international, private equity and hedge fund investment strategies. Progress is unique in that it was and remains at the forefront of identifying, supporting, funding and advocating for emerging investment managers, defined as high alpha-potential firms and strategies that are not identified through traditional manager search processes. Emerging managers are often, but not always, women- and minority-owned firms. At Progress Ms. Williams holds a number of key roles in governance, management and investments. She is a voting member of the firm's Investment Committee, serves on the firm's Management Committee and also serves on its Board of Directors. Functionally she and her team are responsible for new business development and related strategies, strategic client and consultant relationship management, and product development and distribution. She personally manages the firm's largest and most complex client relationships. Prior to joining Progress she was a Principal and Director of Marketing for Albriond Capital Management in New York. She also served as the Director of Marketing for Capital Insight, heading up national sales and distribution. She began her career in the institutional equities department of Bear Stearns and in the retail division of Merrill Lynch. In addition to serving on the Progress board, she is a board member of the National Association of Securities Professionals where she has served on the Legislative and Program Committees. Mona received a BA from the University of California, Berkeley.



About NASP

National Association of Securities Professionals - NASP

The National Association of Securities Professionals (NASP) is a non-profit trade association of professionals in the financial services industry. The organization serves as a resource for the minority community at large and for the minority and women professionals within the financial services industry.

NASP brings together the nation's investment professionals who advocate for the inclusion of minorities and women in the financial services industry. Our members include professionals from the following disciplines:

Asset Managers, Brokers, Bond Counsel, Investment Bankers, Investors, Plan Sponsors, Public Finance Advisors and Underwriters, Consultants, Retail Advisors, Commercial Bank Underwriters, Other Finance Professionals.

We provide opportunities to share information about the securities markets, including functioning as a repository for information regarding current trends, facilitating fundamental educational seminars, creating networking opportunities, and expanding the arenas where our members can participate.

About 100 Women in Hedge Funds (www.100womeninhedgefunds.org)

100 Women in Hedge Funds is a global, practitioner-driven non-profit organization serving over 12,000 alternative investment management investors and professionals through educational, professional leverage and philanthropic initiatives. Formed in 2001, 100 Women in Hedge Funds has hosted close to 400 events globally, connected more than 250 senior women through Peer Advisory Groups and raised nearly \$30 million for philanthropic causes in the areas of women's health, education and mentoring.