

Stephen D. Gresham

Steve Gresham is managing principal of The Gresham Company, LLC, a global financial services consulting firm specializing in wealth management and investment products. He is also Visiting Instructor at the A. Alfred Taubman Center for Public Policy and American Institutions at Brown University, and is business chair of Brown's Retirement Readiness Project.

He began his career in 1980 as a security analyst and portfolio manager for the US advisor to The Central Group of Canada, Ltd. (ASE – CEF). After building a successful investment advisory practice at Advest, Inc., during 1983-87, he managed Advest's mutual fund and managed account businesses through 1991, developing some of the industry's first fee-based accounts, including separately managed accounts, advisor-managed portfolios and non-discretionary, fee-based brokerage. He then returned to Wall Street to lead retail asset management distribution for Systematic Financial Management, Inc. (1991-94) and Weiss, Peck & Greer, LLC (1994-97). In 1995 at WPG, he created and launched The Tomorrow Funds, a lifecycle mutual fund series offering target maturities.

During 1997-2001, Mr. Gresham led several successful projects across the financial service industry in the US, Canada, Western Europe and Asia. Clients included Merrill Lynch International, where Mr. Gresham helped develop the Private Wealth Advisory program, as well as Schwab Institutional, National Financial, Citibank Private Bank, Prudential Investments, Goldman Sachs Funds, Phoenix Investment Partners, AGF Funds and AIM Distributors. He has worked with over 50 domestic and international financial services firms.

In July 2001, Mr. Gresham joined Phoenix Investment Partners, Ltd., the asset management division of The Phoenix Companies, Inc. (NYSE – PNK), as executive vice president responsible at various times for retail distribution, marketing, product management and product development. His team was named Fund Marketer of the Year in March 2007 by Institutional Investor's Fund Action publication. Phoenix Investment Partners will be spun off by The Phoenix Companies in late 2008 as Virtus Investment Partners, Inc.

Mr. Gresham is active in industry media having appeared on CNN, CNNfn, Bloomberg Radio and Television, USA Network and PBS, and in Business Week, Fortune and The New York Times. He is the author of four books about the financial advice business: The Managed Account Handbook (Connecticut River Press, 2002 and in Japan by Nikko Cordial Advisors, 2006) and (with Evan Cooper) Attract and Retain the Affluent Investor (Dearborn Trade, 2001), His most recent books are Advisor for Life, released March 2007 by John Wiley & Sons, Inc., and (with Arlen Oransky) The New Managed Account Solutions Handbook, released in October 2007. A new book, The Gen-X Advisor, will be published in early 2009.

Mr. Gresham has authored more than 100 articles and regular columns, including "Wealth Manager" for On Wall Street magazine, 2001-2005, and "Managed Accounts", for Registered Rep magazine, 2004-2005. In 2006 through 2007, he co-authored another RR monthly column, entitled "Retirement Doctor", with his father, Glen E. Gresham, MD, retired physician and Professor Emeritus of Rehabilitation Medicine, University at Buffalo School of Medicine and Biomedical Sciences, Buffalo, NY. His current monthly column in Registered Rep is "Advisor for Life."

Mr. Gresham is a member of the board of governors of the Money Management Institute (<http://www.moneyinstitute.com>), a founding board member of the International Money Management Institute, and an independent director of Chase Investment Counsel Corporation in Charlottesville, Virginia and Essex Financial Services, Essex, CT.

Mr. Gresham is a graduate of Brown University.