

# October 2009

## QS World MBA Tour: Los Angeles

An MBA: Takes You from Where You Are to Where You Want to Go  
Saturday, October 3, 2009  
2 pm - 5 pm

An MBA will give you the knowledge and skills to advance your career. Meet the world's leading business schools this fall 2009 at the QS World MBA tour.

QS World MBA tour offers you immense benefits: the opportunity to win \$1.6m worth of exclusive scholarships, meet prestigious national and international business school admissions officers, attend GMAT seminars, and participate in sample MBA classes. This fall 2009, the QS World MBA Tour brings you Wharton, Chicago GSB, NYU, London School of Business and many others.

So, why not jumpstart your career and gain a competitive advantage?  
Join us at the QS World MBA Tour 2009 this fall!

**Register now at:** [www.topmba.com](http://www.topmba.com)  
**Free Admission for CFALA members**  
**Time:** 2 pm - 5 pm  
**Location:** Wilshire Grand Los Angeles  
930 Wilshire Boulevard  
Los Angeles, CA 90017

## Private Equity and Venture Capital Funds' Best Practices in Deal Origination

Tuesday, October 6, 2009  
12:00pm – 1:30pm

***The quality of the deals you originate is one of the greatest drivers of your success as an investor. What are you doing to improve your deal flow?***

**David Teten**, our keynote speaker, will discuss:

- How can you position yourself to become your target's preferred investor?
- In the current tough climate, how can you lower your deal origination costs?

- What does research on deal-origination indicate are the primary sources of deal flow for institutional investors?
- What can you do to identify companies that might be interested in being approached?
- What are the earmarks of a potential investment opportunity?
- How can you increase your inflow of useful referrals?
- How can you best affiliate with operating executives who want to be owner-operators, with backing from private equity?
- What is the best way to make warm cold calls?

### **Speaker Biography:**

**David Teten** is CEO of Teten Advisors, which specializes in advising private equity and venture capital funds on accelerating deal flow, portfolio company executive optimization and recruiting, and due diligence. In 2009, he will release the results of the first study of best practices in venture capital and private equity deal origination, based on interviews with over 125 professional investors, his work with a range of institutional investor clients, and research he conducted in writing his book, *The Virtual Handshake: Opening Doors and Closing Deals Online*. The Virtual Handshake is the first business book about how you can originate investment opportunities, raise capital, and win new clients with online networks, blogs, and other Web 2.0 technologies. The deal origination study will be published in the Journal of Private Equity (an Institutional Investor publication).

David was most recently a Managing Director with Evalueserve, a global research and analytics company. Founded in 2000, Evalueserve has over 2,500 employees. Among its 1,100 clients are 6 of the top 10 investment banking entities and 10 of the top 15 strategy consulting firms. David was previously Founder and CEO of Circle of Experts, an investment research firm acquired by Evalueserve.

David was formerly Founder and CEO of Teten Recruiting, an executive recruiting firm acquired by Accolo, #42 on the 2007 Inc. 500 list. He was also formerly Founder and CEO of an investment bank focusing on serving the internet domain name asset class, which he built to 450 customers. He worked with Bear Stearns' Investment Banking division as a member of their technology/defense mergers and acquisitions team, and was a strategy consultant with Mars & Co. David holds a Harvard MBA and a Yale BA, both with honors.

David is a frequent keynote speaker to audiences such as Franklin Templeton; CEO Trust; Association for Corporate Growth; the Vistage CEO Community; Alliance of Merger & Acquisition Advisors; Kauffman Fellows program; CFA Institute; and IRC Alternative Investment Summit. He has twice received the highest ratings of any speaker at a conference. David sits on the Advisory Boards of Accolo, Grouply, Dancetime Publications, and the Word of Mouth Marketing Association.

**Registration** ([click here](#))

Members: \$20.00

Non-members: \$35.00

**Time:** 12:00pm – 1:30pm, boxed lunch and refreshments to be provided.

**Location:** California Plaza 2  
350 S. Grand Ave, **ETC Room**  
Los Angeles, CA 90071

## Fixed Income Series

Thursday, October 8, 2009 (date of 1st class)

5:00pm – 7:00pm

**This course is appropriate for those seeking to gain a broader understanding of fixed income products. A sound understanding of fixed income is essential for all serious finance and investment professionals.**

This course provides information to acquire that understanding. Because the course is taught by professionals from prominent local investment firms and bond dealers, students will also obtain the unique perspectives of actual market participants.

The course examines the structure and characteristics of the various bond markets and their particular instruments, including a look at the international bond markets. Instructors are also able to share their insights into asset management and trading strategies.

<b>Date</b>	<b>Class</b>
8-Oct	Fixed Income Fundamentals
15-Oct	Treasuries and Agencies
22-Oct	Mortgages
29-Oct	Corporates
5-Nov	Municipals
12-Nov	International Bonds
19-Nov	Fixed Income Derivatives
3-Dec	Individual Portfolio Construction
10-Dec	Pension Portfolio Construction

**Registration** ([click here](#))

Members: \$375.00

Non-members \$425.00

**Time:**

5:00pm – 7:00pm

**Location:** California Plaza 2  
350 S. Grand Ave, **ETC Room**  
Los Angeles, CA 90071

## **CFA Review Orientation October 2009**

CFA Program Information Session

*So, you want to become a CFA Charterholder?*

Wednesday, October 28, 2009

5:00pm - 6:30pm

**Location:** University of Southern California - Building and Room TBD [USC Map](#) coordinate 7F

**Parking:** University Parking Structures \$8, Gate 3 Parking Structure "X" off of Figueroa is the closest.

***Learn more about:***

- The value of the CFA Charter to your professional development and career
- CFA Institute and CFA Society of Los Angeles, Inc.
- Enrolling in the CFA Program
- Strategies for successfully completing the CFA Program
- Study Guides and CFA Curriculum
- USC/CFALA CFA Review Program
- Scholarships

**Chair(s):** William Krantz, CFA and Lawrence Harris, Ph.D.

Open to all CFA Candidates and others interested in learning more about the CFA Program.

**Other Info:** No charge to attend/No membership required

**Registration** ([click here](#))

**Cost Members:** \$00

**Cost Non-Members:** \$00

## Career Development Expo

Thursday, November 5, 2009

2:30pm – 6:30pm

***Join us for a day of learning, networking and investing in your career!***

The CFA Society of Los Angeles, Inc. is pleased to present the Annual Career Development Expo. This year's Expo features informative panel sessions and individual resume reviews useful for those seeking their first entry into the financial services industry as well as for experienced professionals interested in transitioning in the field. Whether you are a student considering the many career paths in the industry, or someone who is looking to leverage existing experience, this Expo has something for you! Plus, you will have a chance to meet and mingle with local company representatives and Society members.

What types of careers are available in the financial services industry? What do I need to remain competitive in the future? How do I effectively market myself to financial services companies? Our panelists will use the knowledge gained from their career paths to discuss skillset requirements, job responsibilities and lifestyle issues you may encounter in today's job markets.

Agenda:

2:30 pm	<b>Registration, Exhibit Hall</b>
3:00 - 3:10 pm	<b>Welcome</b>
3:10 - 3:30 pm	<b>Benefits of the CFA, CIPM Designations in the Investment Field USC/CFALA CFA Review Program</b>
3:30 pm	<b>Career Options in Financial Services/Search Tips and Strategies</b>
4:15 pm	<b>Communication Skills Presentation</b>
4:40 pm	<b>Resume Review Sessions, Networking Reception, Exhibit Hall</b>

**Registration Fee**

Individual Pre-Registration

**Register by November 3 . . . . . \$35.00** *(CFALA members are not hosted)*

Individual Pre-Registration After November 3 . . . . . **\$40.00**

Walk-In Registration . . . . . **\$45.00**

**REGISTER IN ONE OF THREE WAYS:**

1. Make check payable to *CFA Society of Los Angeles* and mail with registration form (obtained from the CFALA website) to:

***CFA Society of Los Angeles  
350 S. Grand Ave., Ste. 1680,  
Los Angeles, CA 90071***

2. Groups must fax form (obtained from the CFALA website) with credit card information.

**SPECIAL STUDENT GROUP RATE:** Register by November 3 and for every 5 students registering together, pay only **\$30 each!**

**All registrants must register together by fax or mail to receive this special rate.**

No group walk-ins will be allowed.

**(\*NOTE: Students must submit paper registration to receive special rate)**

3. Individuals may pre-register and pay online ([click here](#))

**Location:** Omni Los Angeles

251 South Olive Street

Los Angeles, CA 90012

For directions call: (213) 617-3300

\*For Sponsor and Exhibit information, please ([click here](#))

***\*Save the Date:***

**2009 Charter Recognition Dinner on Thursday, December 10<sup>th</sup>, with special guest speaker, John Rogers, CFA Institute President and Chief Executive Officer**

## ***Non-Sponsored Financial Events of Interest:***

### **The Journal of Investment Management Fall 2009 Conference: Future of Risk Management**

Sunday, Monday and Tuesday, October 4-6, 2009 (Boston, Massachusetts)

The Journal of Investment Management (JOIM) is pleased to present the JOIM Conference Series. Each conference consists of a Sunday banquet with a keynote speaker and two days of presentations and discussions with experts in the field. Conferences are held twice a year. The mandate of the Conference Series is to showcase the highest quality presentations which provide practical insights on important issues of investment management.

The Fall 2009 Conference will be held in Boston, Massachusetts, **October 4 – 6**, at the Ritz Carlton. The program emphasis will be the **Future of Risk Management** and focus on the issues raised by the recent turmoil, the prospective directions and changes that are anticipated. We will learn from practitioners, academics and regulators as they sort through the challenges going forward. Please visit: [www.joimconference.com](http://www.joimconference.com)

Remember, your members have the courtesy of free ongoing electronic access to the current issue of JOIM. Please visit [www.joim.com](http://www.joim.com) for a list of featured speakers and registration information.

### **Education Registration Policies**

#### **INFORMATION**

Specific questions on course content should be directed to the course coordinator and education chair. General questions should be directed to Laura Carney at the CFALA administration office at 213-341-1164 x701 or e-mail: [info@cfala.org](mailto:info@cfala.org).

#### **CONFIRMATIONS**

The Society will only send confirmations of enrollment by e-mail. You will be notified if a course has been oversubscribed or canceled. If applicable: grades and/or certificates of completion will be made available only if requested from the course coordinator or instructor at the conclusion of the course.

#### **CANCELLATIONS**

Cancellations must be made in writing and received at least 5 business days before the first day of class. Please fax or e-mail cancellations to: (213) 341-1164 or [info@cfala.org](mailto:info@cfala.org). All cancellations will incur a \$30.00 processing fee. If canceled after the 5-day deadline, a 50%

cancellation fee will be charged. The Society reserves the right to cancel any course for any reason. Society cancellation will usually occur because of insufficient preliminary enrollment. The Society will call registrants to notify them of any course cancellations. All prepaid fees will be refunded. The Society also reserves the right to change the location, date and/or time of a course, in which case prior notification will be given to students.

### **PAYMENTS**

Make all checks payable and send to: CFA Society of Los Angeles, Inc., 350 S. Grand, Ste 1680, Los Angeles, CA 90071. Returned checks will incur a \$35 returned check fee. You may also pay by credit card through our online registration at: <http://www.cfala.org/cfmfiles/cal/eventlist1.cfm?t=g>

## **Event Registration Policies**

### **CFALA MEMBER REGISTRATION GUIDELINES**

All reservations must be made via website. In order to assure quality and service to our members, please make reservations in advance.

Please make your reservation online. Reservation deadline: 12 noon, two business days prior to an event. Limited space may be available after this deadline. No confirmations are made. You will only be contacted at the phone number provided on your RSVP if space is not available.

### **CANCELLATIONS**

Cancellations must be received in writing by 9:00 am the day prior to the event. No phone cancellations are accepted. Please fax to the CFALA office at (213) 341-1164 or e-mail [info@cfala.org](mailto:info@cfala.org). Member "no-shows" will be billed at \$40 unless otherwise noted. CFALA members will be billed the additional \$20 to meet the \$40 "no-show" fee requirement.

### **GUESTS**

Guest fees are \$50 for CFALA events unless otherwise noted. Payment must be received prior to the event. Returned checks will incur a \$35 charge.