Aaron M. Spelker, CFA

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SUMMARY

Institutional Portfolio Advisor (CFA, MBA) with strong expertise in investments, management reporting, strategic planning, financial modeling and extensive experience in the insurance and financial services industries.

EXPERIENCE

BOSTON WEALTH MANAGEMENT - WAYLAND, MA (2015 – 2019)

Director of Qualified Plans *(2015 – 2019)*

Provided investment advisory services to small and mid-sized companies related to their company sponsored retirement plans (401k, 403b, pension plans, etc.).

- Oversaw the Boston Wealth Management Qualified Plans Department with a retirement plan portfolio of over $500 million assets under management.
- Developed all department policies and procedures related to servicing company sponsored retirement plans
- Provided plan sponsor and participant education to related parties.
- Conducted annual Fiduciary Wrap Up meetings with plan sponsors explaining all related services conducted on behalf of the plan.

MARATHON RETIREMENT & PENSION CONSULTING - NATICK, MA (2013 – 2015)

Owner & Portfolio Advisor *(2013 – 2015)*

Founded Marathon Retirement & Pension Consulting (Marathon RPC) to provide investment advisory services to small and mid-sized pension plan.

- Drafted customized strategic and tactical portfolio allocations for institutional sponsors of defined benefit pension plans.
- Met with current and prospective clients to discuss plan liabilities, funding status and investment goals.
- Brought in new business and cultivated existing relationships. Assets under management totaled approximately $140 million.
- Evaluated economic and capital markets and distributed a quarterly Capital Markets Outlook to clients, prospects and investment partners.

METLIFE - BOSTON, MA (1998 – 2013)

Institutional Portfolio Advisor: Investment Strategies Group *(2010 – 2013)*

Develop strategic asset allocation recommendations for mid-sized pension plan sponsors based on plan characteristics with tactical tilts based on the current economic and capital markets outlook.

- Draft customized strategic and tactical portfolio allocations for institutional sponsors of defined benefit pension plans.
- Meet with current and prospective clients to discuss plan liabilities, funding status and investment goals.
- Increase assets under management (20% over the past two years) by bringing in new business and cultivating existing relationships. Total asset under management equaled $500 million.
- Evaluate economic and capital markets and distribute a quarterly Capital Markets Outlook to clients, prospects and investment partners.
- Researched, evaluated, tested, documented and implemented new investment analytical software (FactSet). Reviewed RFIs, conducted a vendor trial, negotiated contracts and pricing (resulting in a 17% discount in the annual fee), and coordinated the transition and implementation effort.

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Director of Finance: Profitability & Analytics Department *(2003 – 2010)*

Established a department to make strategic business recommendations based on profitability of various corporate initiatives.

- Created and implemented a reorganization plan to streamline MetLife agencies, resulting in $50M in improved earnings.
- Created financial models to evaluate projected expenses and expected incremental revenue over the life of various MetLife initiatives. These models considered capital investment, sales persistency, agent retention, product mix, product margins, revenue timing and expense timing to develop an estimated cash flow projection.
- Managed team of 6 individuals who had 2 – 25 years of experience.

Manager of Finance: Financial Reporting Department *(2000 – 2003)*

Managed financial reporting of New England Financial's (subsidiary of MetLife) quarterly financial results and provided explanations to be included in MetLife's quarterly reporting to investors.

- Provided in-depth analysis for financial variances on the quarterly GAAP and STAT income statements and balance sheet for senior management and external auditors.
- Researched and wrote the management discussion and analysis (MD&A) and business strategy for 10Q and 10K filings for the sections covering the New England Financial subsidiary.
- Managed team of 5 individuals who had 2 – 15 years of experience.

Senior Consultant: Internal Audit Department *(1998 – 2000)*

Joined section of New England Financial's Audit department focused on process redesign and product development audits.

- Conducted financial audits of new insurance product offerings.
- Evaluated product duration and investment matching to support the product offering.
- Evaluated the earned rate on the expected supporting assets and validated the product pricing to ensure achievement of target product yields.
- Created process & workflow redesigns that streamlined operations and bolstered controls in various departments.
- Supervised staff members while working on projects for strategic business units.

OLDE DISCOUNT STOCKBROKERS - WELLESLEY, MA

Registered Representative *(1997 – 1998)*

Worked directly with clients to set up investment portfolios to meet specified financial objectives.

- Assessed and evaluated clients' financial situation and goals. Worked towards meeting those financial goals through purchases of equities, bonds and mutual funds.
- Managed one million dollars in assets.
- Acquired Series 7, 52 and 63 licenses.

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EDUCATION

1999-2003 Babson College Wellesley, MA
- M.B.A., Summa Cum Laude GPA: 3.8 / 4.0

1993-1997 University of Illinois Urbana-Champaign, IL
- B.S., Finance, Cum Laude GPA: 3.6 / 4.0

1995-1996 London School of Economics London, England
- International Study

LICENSES & CERTIFICATES

- Passed CFA Level III in June 2009, CFA Level II in June 2008, CFA Level I in June 2007
- Passed Certified Internal Auditor exam in 1999
- Fellow, Life Management Institute in 1999
- Series 7: General Securities Representative and Series 63: Uniform Securities Agent

SKILLS

- Bloomberg, FactSet, eVestment, MS Office, MS Access, Lotus Notes