



| Business Development For Exceptional Asset Managers |

## **James L. Tovey, Founder and Managing Principal**

Jim founded JLT Capital Partners in 2011 and is responsible for overall management of the firm. He has over 25 years professional experience, with 18 years in various senior roles in the investment business.

Jim began his career in the investment management industry in 1993 as a Portfolio Manager with State Street Global Advisors where he co-managed \$1.3 billion in global fixed income assets. He co-founded Pacific Capital Fixed Income Advisors (PCFIA) in 1995, where he managed accounts (\$200 million AUM) and developed proprietary derivatives-based overlay strategies for currency, volatility and duration management. In 1997, PCFIA merged with Independence Investments, where Jim managed over \$400 million in international fixed income assets and contributed to the management of an additional \$4.5 billion in U.S.-based assets. In addition to his asset management responsibilities, Jim was also responsible for marketing Independence's fixed income capabilities and was the primary investment presenter to investors and intermediaries.

In 2000, Jim transitioned fully to sales and marketing when he was named Head of Consultant Relations at Independence, then a \$30+ billion AUM multi-product institutional money manager. Jim later assumed additional responsibility for all Sales and Client Relations as well as the support functions for each of these groups, and managed a team of 17 professionals. Jim worked closely with the investment teams at Independence positioning products and creating sales, marketing and client materials. As a player-coach, Jim also worked directly with investors, consultants and clients, and during his tenure in this role, oversaw inflows exceeding \$4 billion.

In 2008 Jim led the development and formation of Convergent Capital Institutional LLC (CCI), a sales and marketing platform representing the institutional-quality affiliates of Convergent Capital Management LLC, a multi-boutique asset management holding company and subsidiary of City National Corporation (NYSE: CYN), and majority owner of Independence Investments. CCI represented Convergent Wealth Advisors LLC, AMBS Investment Counsel LLC, SKBA Capital Management LLC, Independence Investments LLC and City National Asset Management, with combined assets under management of \$31 billion. Jim managed the overall relationship with each firm and had responsibility for distribution strategy and implementation in addition to his direct work with institutional investors, consultants and other intermediaries.

Jim left CCI in 2009 and co-founded Greenside Capital, a registered Broker-Dealer focused on business development for alternative asset managers, and in mid-2011 he decided to launch his own firm - JLT Capital Partners.

Jim earned a MPPM (Master's Degree in Public and Private Management) from the Yale School of Management in 1993 where he majored in Finance. He was awarded a full Research Fellowship and earned a Master of Science in Aerospace Engineering from University of Michigan in 1985, and he earned a Bachelor of Science in Mechanical Engineering from Northeastern University in 1983 when he graduated Summa Cum Laude. Jim holds FINRA Series 7, 24, 63 and 99 securities registrations.