



NASP

**National Association of
Securities Professionals**

PROGRAM PROSPECTUS

2024

NASPHQ.ORG

Dear NASP Colleagues and Partners,

I hope this letter finds you well and filled with enthusiasm for the year ahead. It is with great pleasure and a sense of responsibility that I reach out to you today as the newly appointed Chair of the NASP Board. I am honored to serve in this role and contribute to the mission and vision of our esteemed organization.

First and foremost, I want to express my sincere appreciation for the collective effort and dedication that have made NASP the respected and influential association it is today. Together, we have built a vibrant community of financial services professionals, united in our commitment to advancing the field of business diversity in the financial services sector. Our shared passion for excellence, innovation, collaboration and engagement has propelled NASP to the forefront of our industry.

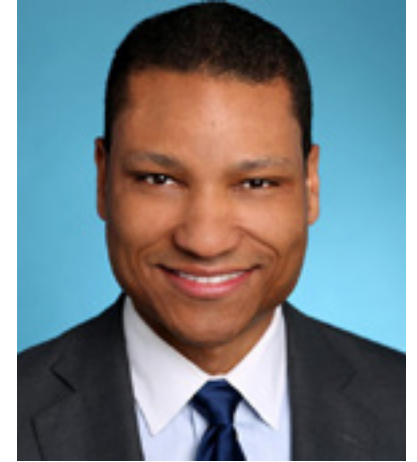
As we navigate the ever changing landscape of the capital markets sector, it is crucial that we continue to foster a strong network of individuals who are eager to learn, share insights, and drive positive change. This is where the value of NASP membership truly shines. By connecting with like-minded professionals through our NASP programming/events, you gain access to a wealth of knowledge, resources, and opportunities to grow both personally and professionally.

Looking ahead to 2024, our Board & NASP HQ/Foundation as well as our NASP Chapters are planning a range of exciting programs and events that will fuel the progress of our industry and promote the continued elevation of our members. However, we cannot achieve our goals without your active participation and support.

I kindly request you to review this NASP 2024 Program Prospectus and engage and support these upcoming initiatives. Through our programs and events, we aim to provide unparalleled learning experiences, facilitate meaningful networking opportunities, and foster collaborations that will shape the future of the financial services industry. It is our collective responsibility to ensure that NASP remains at the forefront of professional development, research, and advocacy, strengthening our collective voice and impact.

To this end, I invite you to explore the numerous benefits of NASP membership and encourage your colleagues to join our thriving community. Together, we can inspire, educate, and champion the incredible potential that lies within our industry. With your support, I am confident that NASP will continue to be an exceptional force for progress and a source of pride for all its members.

Thank you for your commitment, and I eagerly anticipate our collective success as we enter the exciting year of 2024.



Warm regards,

A handwritten signature in black ink that reads "Erik Hall".

ERIK HALL
CHAIR, NASP BOARD
OF DIRECTORS

NASP | The Organization

In 1974, Maynard Jackson Jr., one of the founders of The National Association of Securities Professionals, began serving his first term as Mayor of Atlanta. During his tenure, he implemented policies that promoted diversity and inclusion, particularly in the contracting and business opportunities at Hartsfield Airport. His establishment of Jackson Securities later intensified his efforts towards diversity in financial services. NASP recognizes and celebrates the impact and legacy of Maynard as we enter this 50th anniversary year. It is that mission of full inclusion and development of diverse talent that drives NASP today.

NASP recognizes and thanks the growing number of partners, sponsors, advocates, and members that each find their unique way to lean in to help advance equal opportunity access, and the full development of talent in all communities. As more stakeholders embrace the necessity of generating value from black and brown communities globally, new and more recalcitrant means of exclusion are also taking shape. While NASP's primary constituency is Black professionals in the financial services industry, our mission cannot be executed or pursued in a vacuum. There is an enhanced and accelerated impact from partnership and collaboration and outreach. We will be pursuing partnerships with new and varied stakeholders in the next year, as we continue our focus on our core constituency.

NASP has been instrumental to our core Black constituency in the following ways:

- Advising legislators on inclusive government policies in financial services,
- Introduced over 1000 high school students to the industry while increasing financial literacy,
- Helped accelerate over \$1bln in institutional investment in Africa,
- Arranges over 100 meetings annually of diverse owned asset managers with consultants
- Provides networking, professional and business development opportunities through our programming and initiatives.

As NASP enters its 39th year, we contemplate the changes in our global landscape, the progress made, and the barriers being fortified. We are energized as we explore ways to expand the impact of our efforts. We sense validation of mission as our networks of members, partners and industry stakeholders expands our collaborative network.

JOIN, SUPPORT ENGAGE with NASP. Let's start to think and talk about how we make the whole pie better and bigger, not just sharing in a slice.

This prospectus provides details on the many planned 2024 NASP programs and initiatives. Please have a look, find your spot(s) for both professional and business development, and become a member or partner of NASP today.



Miguel Thames

MIGUEL THAMES
NASP PRESIDENT AND CEO

Who We Are

The National Association of Securities Professionals (NASP) is the **premier trade association for members of ethnically black and brown communities in the financial services industry**. NASP serves as a resource for diverse communities at large and for equal opportunity and talent development within the securities and investments industry by supporting research and training to drive the business impact of diversity, facilitating educational seminars on the markets and trends, advocating for inclusion and diversity among industry stakeholders, and creating networking opportunities.

NASP was founded in Chicago in 1985 by Maynard H. Jackson, Felicia Flowers-Smith, Joyce M. Johnson & Donald Davidson.

The organization has grown to become a resource for diverse professionals within the financial services industry. Headquartered in Washington, D.C., NASP currently has 11 local chapters throughout the United States and boasts a membership of over 600.



- A 600 person strong diverse group of entry, mid-level and senior finance professionals who believe in diversity, equity, and inclusion in financial services.
- A trade organization that fiercely advocates for fairer representation of diverse talent through our legislative committee and relationships in state capitals and the federal government
- Individuals and firms looking to support economic development, impact and opportunities in emerging markets on the continent of Africa through collaborations with groups like ABSIP and other organizations throughout Africa and the US.



Our Capabilities

In addition to the programming listed in this guide, NASP offers the following benefits to sponsors and multi-year partners:

- Job board postings and matching – build your pipeline of diverse talent
- Programming and events tailored to business development, including our Consultant and Manager Retreat
- Opportunities to build relationships with HBCUs and institutions seeking to fully utilize diverse talent via the NASP Institute, Mentor's events and Young Professionals webinars
- Customized multiyear partnerships support stakeholder business goals through alignment with NASP networks, outreach and membership
- Contribute to research that explores and leverages the perspectives and talents of Black and Latinx finance professionals and women

Our Guiding Principles

- We uphold the law that bans racial, ethnic or gender discrimination in employment.
- We believe that racial, ethnic or gender discrimination in employment, business contracts and related activities is immoral and an unsound business practice.
- We support equal and fair employment practices including, without limitation, the hiring, compensating, training, promoting and retaining of African-Americans, Hispanic Americans, other minority Americans, and women.
- We support the development of training programs that will prepare significant numbers of African - Americans, other minority Americans, and women for management, ownership, supervisory, administrative, clerical, sales and technical positions in all business activities.
- We support equitable participation and equal opportunity in all business dealings.



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Women's Forum

March 12-13, 2024 | Boston, MA

About: NASP's Women's Forum - conceived, planned and hosted by women - centers the ideas and perspectives of ethnic minority women in financial services. The event will feature panels and interactive discussions around the advancement, support, and empowerment of women in the financial industry.

Reach: 150 - 200 Attendees annually

SPONSOR PACKAGES

\$20,000

- Recognition on printed Women's Forum collateral
- Logo posted on website
- Acknowledgement from Women's Forum stage
- Access to NASP jobs database
- 3 complimentary admissions to Women's Forum

\$9,000

- Recognition on printed Women's Forum collateral
- Logo posted on website
- Acknowledgement from Women's Forum stage
- Access to NASP jobs database
- 2 complimentary admissions to Women's Forum

\$3,700

- Recognition on printed Women's Forum collateral
- Logo posted on website
- Acknowledgement from Women's Forum stage
- Access to NASP jobs database
- 1 complimentary admission to Women's Forum



Board Governance Forum

November 2023 | New York City, NY

About: The Corporate & Financial Services Board Regulatory Initiative (CBDI) is designed to address the strategic goal of increasing the number of seats held by minority and women executives on Boards of publicly traded companies and regulatory agencies. The Forum provides the opportunity to gain insights on trends of board governance and exposure to organizations seeking board candidates.

Reach: 75-100 Attendees

SPONSOR PACKAGES

\$25,000

- Access to Corporate Board ready executives
- Access to NASP membership list
- 2 complimentary admissions to Annual Financial Services Conference
- Logo listed on NASP website as Board Governance Sponsor
- Acknowledgement in printed & virtual marketing materials as a Board Governance Sponsor

\$15,000

- Access to Corporate Board ready executives
- 1 complimentary admission to Annual Financial Services Conference
- Logo listed on NASP website as Board Governance Sponsor
- Acknowledgement in printed & virtual marketing materials as a Board Governance Sponsor



35th Annual Financial Services Conference

June 10 - 12, 2024 | Atlanta, GA

Audience Demographics: Financial services and allied professionals at all career levels and age cohorts. Sponsors include some of the world's top financial services firms and corporations.

About: The Financial Services Conference is NASP's flagship event. More than 100 asset allocators attend the conference each year, giving sponsors excellent opportunities to get in front of investment decision makers. The Conference serves as an exchange for timely, relevant, and impactful thought leadership.

Reach: 500 - 700 Attendees annually



35th Annual Financial Services Conference

SPONSORSHIP

| LEVEL | PRICING | Universal Branding | Complimentary Event Booth | Speaking Opportunities (based on availability) | Complimentary Registrations | Advance Attendee List | Access to Matchplicity – Jobs Database | Program Guide Placement |
|-----------|-----------|-----------------------|------------------------------|--|--------------------------------|--------------------------|--|----------------------------|
| PLATINUM | \$130,000 | ■ | ■ | ■ | 9 | 4 weeks prior | ■ | ■ |
| GOLD | \$80,000 | ■ | ■ | ■ | 7 | 3 weeks prior | ■ | ■ |
| SILVER | \$50,000 | ■ | ■ | ■ | 5 | 2 weeks prior | ■ | ■ |
| INVESTING | \$25,000 | ■ | ■ | ■ | 3 | 1 week prior | ■ | ■ |
| MANAGING | \$18,000 | ■ | ■ | ■ | 2 | | a la carte | ■ |
| EQUITY | \$8,000 | ■ | ■ | ■ | 1 | | a la carte | ■ |

35th Annual Financial Services Conference

ADDITIONAL A LA CARTE SPONSORSHIP OPPORTUNITIES

| LEVEL | PRICING | Universal Branding | One Complimentary Registrant to the Annual Conference | Two Complimentary Seats to the Awards Ceremony on Tuesday, June 11th |
|--|----------|-----------------------|---|--|
| AEMS DINNER MONDAY, JUNE 10, 2024 | \$5,000 | ■ | ■ | ■ |
| NASP WELCOME RECEPTION SUNDAY, JUNE 9, 2024 | \$10,000 | ■ | ■ | ■ |
| NASP JOYCE JOHNSON LUNCHEON TUESDAY, JUNE 11, 2024 | \$15,000 | ■ | ■ | ■ |
| WIFI FOR ALL CONFERENCE ATTENDEES | \$15,000 | ■ | ■ | ■ |
| NASP AWARDS CEREMONY DINNER TUESDAY, JUNE 11, 2024 | \$25,000 | ■ | ■ | ■ |



Consultant & Manager Retreat

October 2024 | Dallas/Southlake, TX

Audience Demographics: High-level representatives from consultant firms, as well as representative from minority and women owned firms seeking to develop business opportunities with consultants.

About: The NASP Consultant retreat provides the space for minority owned asset management firms and consultants to dialogue and develop potential business relationships in a retreat-like setting. The event features a half-day of one-on-one sessions between asset management firms and consultants and panels that allow for discussion about the industry and diversity and inclusion initiatives.

Reach: 75 - 100 Attendees annually

SPONSOR PACKAGES

\$12,000

- Recognition on printed Retreat collateral
- Logo posted on website
- Acknowledgement from Retreat stage
- Access to NASP jobs database
- Speaking opportunities at Retreat
- Access to guest list 2 weeks prior to event
- 3 complimentary admissions to Retreat

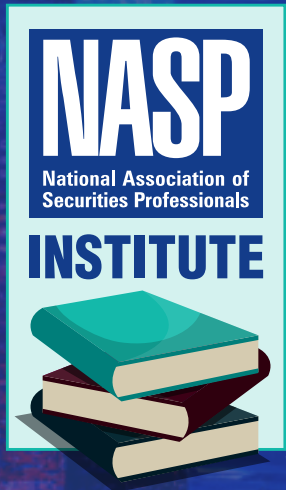
\$7,000

- Recognition on printed Retreat collateral
- Logo posted on website
- Acknowledgement from Retreat stage
- Access to NASP jobs database
- Speaking opportunities at Retreat
- Access to guest list 1 week before retreat
- 2 complimentary admissions to Retreat

\$4,000

- Recognition on printed Retreat collateral
- Logo posted on website
- Acknowledgement from Retreat stage
- Access to NASP jobs database
- 1 complimentary admissions to Retreat

Building the Next Generation of Diverse Financial Services Leaders



INDUSTRY RESEARCH

A centralized hub of thought leadership research on the current diversity landscape within financial services and an incubator for the creation of research supporting Foundations, Higher Education Institutions and Employers:

- Diverse Asset Management Initiative
- EVestment/NASDAQ data
- McKinsey Women in Workplace
- Goldman Sachs Black Women Initiative

LEADER DEVELOPMENT

A medium to support the holistic career and leadership development of emerging and experienced professionals and increase executive representation across the financial services sector.

- NASP Pre-College FastTrack Program
- NASP NextGen Fellows Program
- NASP Collegiate Chapters
- Continuing Education

ENTREPRENEURIAL BUSINESS DEVELOPMENT

A gateway to entrepreneurship and development for experienced professionals preparing to develop and incubate new businesses in financial services:

- Executive Coaching
- FinTech Development
- Entrepreneurial Advisory
- New Platforms + Innovations
- Business Incubation

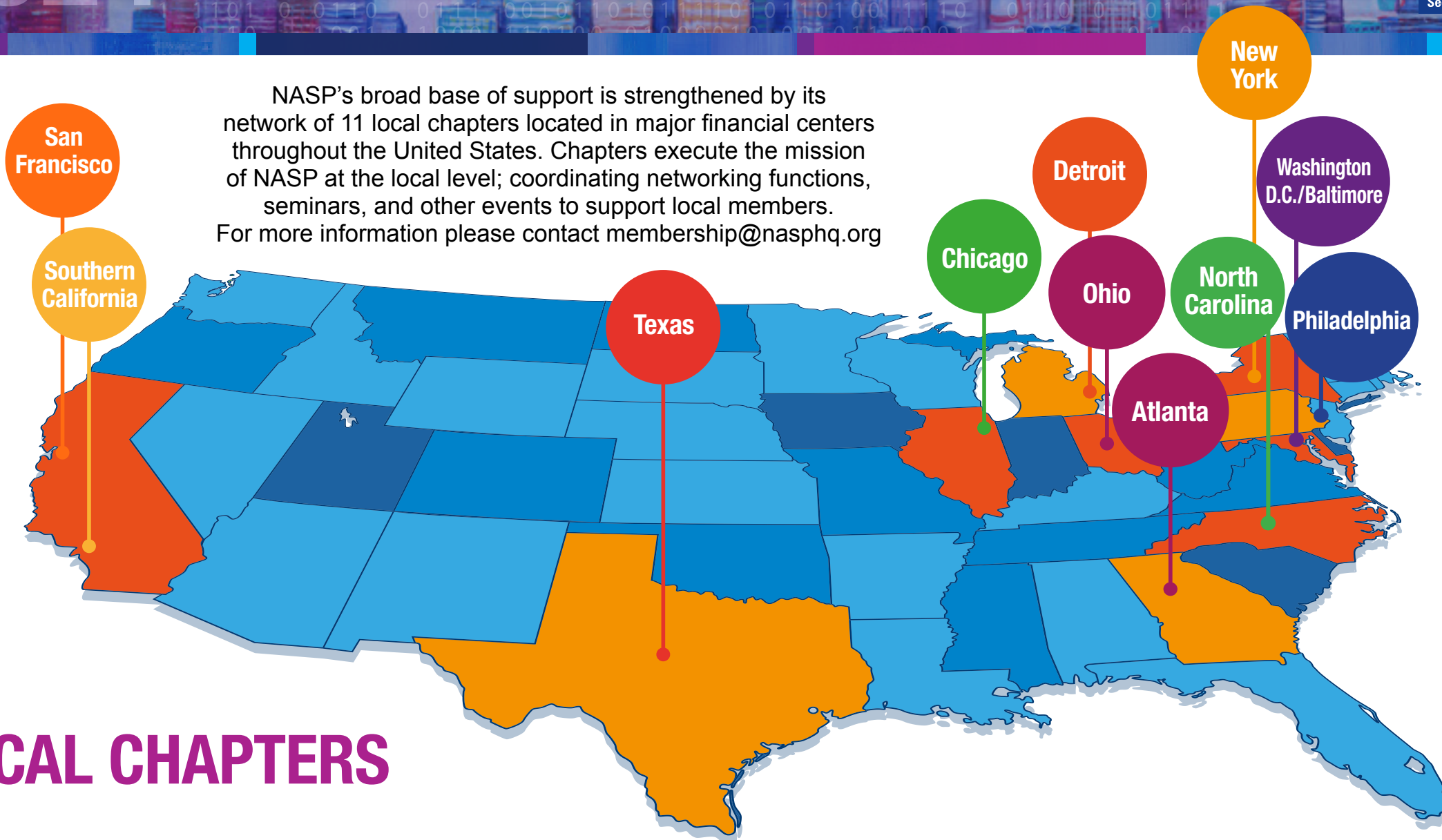
BROOKINGS



Sponsorship opportunities are available based on level of interest in research, talent development and support, or entrepreneurial development.

Minimum investment in NASP Institute: \$45,000

NASP's broad base of support is strengthened by its network of 11 local chapters located in major financial centers throughout the United States. Chapters execute the mission of NASP at the local level; coordinating networking functions, seminars, and other events to support local members. For more information please contact membership@nasphq.org



LOCAL CHAPTERS

FAST TRACK (Financial & Scholastic Training)

The Wall Street Finance and Scholastic Training (FAST) Track Program is a rigorous nine-month program that exposes talented minority students to the financial services industry. Beginning in October, students meet with mentors twice a month and focus on developing skills in two key areas: financial aptitude and career/personal development.

Program Goals and Objectives:

- Identify and expose talented minority students to the financial services industry and other industries that finance directly and positively affects.
- Enhance academic career and personal development skills.
- Provide mentoring, develop and promote financial literacy, and encourage students to consider a career in finance, banking, accounting, economics, and other related fields.

Program Components:

- Informational sessions on Stocks, Bonds, Personal Finance, Business Operations, and Real Estate, Technology and how these instruments enhance the business environment domestically and abroad.
- Comprehensive review of Resume Writing, Interviewing, Networking, Business Etiquette, and Public Speaking techniques through debate competitions.
- On-site one-day tours and visits to financial institutions (NYSE, Museum of Finance, etc.) and educational institutions (Harvard Business School, Trinity College, Howard University, Boston College and others).
- Interaction with mentors and visiting professionals from the financial services industry.
- Summer Internships with financial institutions in the New York City area.
- Scholarships for graduating seniors (\$3,500 to \$12,000) from NASP Fasttrack Foundation.





Global Reach: NASP-Africa Partnership

Members of the NASP Advisory Council have a collective
\$1 Trillion in Assets Under Management;

additionally, these partners have invested \$1 Billion in African and other emerging markets since 2017

NASP works collaboratively with a variety of
African partners and investors

to identify economic trends and catalyze new and innovative investments.

Education, Connections and Exposure in Africa:

NASP works with African investment partners to expose US investors to investment opportunities on the African continent and in other emerging markets.

Custom Sponsor Packages & Chapter Support

The National Association of Securities Professionals offers additional opportunities for support that can be tailored to your goals as a sponsor.

Chapter Support:

NASP has chapters located in major cities and financial centers across the country, thus allowing for hands-on partnerships with NASP members. See below for custom sponsorship ideas. Sponsorship levels will be determined upon discussion with NASP Headquarters staff and potential sponsors. Minimum level of support is \$5,000. Donations can be made to NASP HQ on behalf of the chapters via the NASP Foundation.

Technology Infrastructure - NASP Headquarters & NASP Chapters:

Interested in developing an app, supporting webinar infrastructure, or obtaining high level branding on the NASP website? Opportunities available to support NASP in building and deploying technology to connect and support more than 600 minority financial services professionals across the globe.

Combined Support for All NASP Programming (Multi-Year Partnerships):

Providing a base level of support for all NASP programming demonstrates your commitment as a sponsor to the NASP mission of supporting minorities and women in financial services. Support can include sponsorship of the Financial Services Conference, Women's Forum, Diverse Manager Forum, Legislative Reception and Consultant Retreat.



For more information about NASP Programming and how you can support NASP's mission, contact Marshay Hall, Director of Programs and Communications at mhall@nasphq.org

National Allies and Partners

NASP is dedicated to building coalition with like – minded groups to harness a collective voice to champion inclusion and opportunity. The following are some of the organizations with whom we have collaborated with.

aaaim



A Philanthropic Partnership for Black Communities



**Accelerate
Investors**



THE EXECUTIVE LEADERSHIP COUNCIL

itsmf



**WOMEN FOR
ECONOMIC AND
LEADERSHIP
DEVELOPMENT**

2023 Financial Services Conference Corporate Partners

PLATINUM



**WELLS
FARGO**

GOLD



RAYMOND JAMES

STATE STREET

2023 Financial Services Conference Corporate Partners (continued)

Ariel
investments

BLACKROCK®

cerberus



Channing Capital Management LLC

GCM GROSVENOR



A PROFESSIONAL CORPORATION

MOODY'S



A SHANK WILLIAMS CISNEROS COMPANY

T.RowePrice

2023 Financial Services Conference Sponsors

INVESTING

Bloomberg

DIAMOND HILL
INVESTED IN THE LONG RUN

GH&A
GARCIA HAMILTON & ASSOCIATES, L.P.

J.P.Morgan
ASSET MANAGEMENT

Lincoln
Financial Group

Mesirow

Morgan Stanley

Nationwide

PGIM FIXED INCOME

TIAA

VALOR
EQUITY PARTNERS

WELLINGTON
MANAGEMENT

xponance

MANAGING

BrownCapital

Callan

CastleOak Securities

CREWCIAL
PARTNERS

DPI Development
Partners
International

GUGGENHEIM

Independence

LeadingEdge LEIA
INVESTMENT ADVISORS, LLC

LOOP CAPITAL

MotleyRice
ATTORNEYS AT LAW

Nasdaq

Robinhood

2023 Financial Services Conference Sponsors (continued)

ARTEMIS
REAL ESTATE PARTNERS

ATTUCKS
ASSET MANAGEMENT

BofA SECURITIES

Blaylock Van, LLC
CELEBRATING OVER 30 YEARS OF SERVICE

BRASA
CAPITAL MANAGEMENT

BUTLER SNOW


CABRERA
CABRERA CAPITAL MARKETS LLC

CARLYLE


CISCO

GLENMEDE

Goldman Sachs | Asset Management

HARBOURVEST

 **Hardwick**
Attorneys at Law


LGIM
America

 **LOOMIS SAYLES**

 **LORD ABBETT®**

McGuireWoods

 **pfm**

 **PUGH CAPITAL MANAGEMENT**

 **Global Asset Management Capital Markets**

 **STEPSTONE**

STERN
BROTHERS

Vanguard®

 **UBS**

Wilshire

EXHIBIT BOOTH SPONSORS



JOYCE JOHNSON AWARDS LUNCHEON SPONSORS



AEMS DINNER SPONSORS



AEMS RECEPTION SPONSOR

NASP Strategic Partnerships



Accelerate Investors



AFRICAN INFRASTRUCTURE INVESTMENT MANAGERS



Deloitte.



THE EXECUTIVE LEADERSHIP COUNCIL
The Power of Inclusive Leadership



2024 COMMITMENT FORM

Level of Support

- ☐ Women’s Forum
- ☐ Board Governance Forum
- ☐ Annual Conference
- ☐ NASP Institute
- ☐ Consultant & Manager Retreat

NASP á la Carte Level of Support

- ☐ AEMS Dinner
- ☐ NASP Welcome Reception
- ☐ NASP Joyce Johnson Luncheon
- ☐ Wifi for all Conference Attendees
- ☐ NASP Awards Ceremony Dinner

Pledge Amount: \$ _____

Partner/Sponsor Contact Information. Complete contact information is required. Please print or type.

Name: _____

Title: _____ Company: _____

Address 1: _____ Address 2: _____

City _____ State/Zip: _____

Phone: _____ Email: _____

Complimentary registration passes & NASP individual memberships: All names of firm representatives must be submitted by the date specified in the sponsor information packet. You will receive the information packet soon after this form is received by NASP.

Any complimentary passes and/or memberships that have not been allocated by the specified deadline will be forfeited. Please remember to include all exhibit staff and speakers in the pass allocation. Note: Expo exhibitor staff who will NOT attend any conference sessions or functions do NOT require a pass allocation.

Main Point of Contact

Name: _____

Phone: _____ Email: _____

Payment: If an invoice is needed to process payment, please send written request to naspconference@tbg-events.com. Sponsor payments are **due in full upon receipt of the invoice**.

Please **CLICK HERE** to Process Your Sponsorship Payment via Credit Card



Check payments must be made payable to NASPHQ and mailed to:

NASP
1600 K Street NW, Ste. 600
Washington, DC 20006

Payments to NASP Headquarters

Bank: CITI
Banking ID/Routing: 254070116
Account: 925 064 2431

Payments to “NASP Foundation Programs”

Routing Number: 054000959
Foundation Account Number: 1934 084 201

Cancellation Policy: In the event NASP cancels an event due to an act of God, declaration of war, act of foreign enemies, or any other act that directly or indirectly causes the cancellation, NASP will retain 35% of the sponsorship commitment. The remaining fees shall be credited to the sponsorship of one or more future events at NASP’s discretion.

This form or other written confirmation MUST be returned via email to Marshay Hall at mhall@nasphq.org to confirm your Sponsorship, otherwise you will not receive credit. Should you have questions or concerns, Marshay can be reached at 202.480.2057



NASP

National Association of
Securities Professionals

THANK YOU

NASPHQ.ORG

f t /NASPHQ