



Independent Comprehensive Investment Support and Guidance for Trustees

You can benefit from the following services provided by JNM:

- **Independent portfolio based investment training**
- **Independent investment meeting optimisation**
- **Independent ad hoc investment support when and where needed**
- **Pension trusteeship**

Independent Training Template

For example, where trustees are concerned about their resources to properly monitor, supervise and challenge investment consultants and managers, JNM can:

- Consult trustees on an individual and confidential basis
- Identify trustee issues
- Independently review portfolio documentation
- Prepare a list of potential investment issues
- Add trustee issues to this list for explanation
- Submit list to investment professionals
- Attend subsequent meetings (or join calls)
- Consult trustees afterwards to ascertain quality of explanations
- Monitor outstanding issues
- Repeat process on a routine basis (as required)

Training template contd

JNM focuses solely on the schemes portfolio of investments i.e. the trustees area of responsibility.

Outcome – enhanced:

- Trustee performance
- Effectiveness
- Participation
- Understanding
- Monitoring
- Challenging

Independent Investment Meeting Optimisation

For example, where trustees primary responsibilities mean they just do not have the time to prepare for discussions about significant investments on their colleagues behalf. JNM can:

- Make adequate time available
- Review portfolio documentation in advance
- Independently prepare a list of potential investment issues
- Add trustee issues to this list for explanation – prepare agenda
- Submit agenda to investment professionals
- Finalise meeting agenda to include professionals issues
- Prepare meeting schedule
- Brief trustees in advance
- Be ‘devil’s advocate’
- Consult afterwards to ascertain any issues arising

Investment Meeting Optimisation contd

JNM will seek to ensure that discussions are maintained at the correct level and adequate time is made available to promptly consider all issues and recommendations.

Outcome – enhanced:

- Time management
- Support for each trustee
- Documentation of prudence and diligence processes
- Rationale for key decisions
- Trustee participation and effectiveness
- Scrutiny and questioning of investment professionals
- Assurance – raising the bar against future challenges to trustees
- Investment performance?

Independent Ad Hoc Investment Support

For example where trustees struggle to understand investment terminology, reports, or proposals.
JNM can:

- Support investment committees
- Support individual trustees outside of group environment
- Support lay trustees to work better with professional trustees
- Simplify and streamline information
- Independently evaluate information and proposals
- Confidentially identify individual issues
- Provide clarification
- Pursue specific agendas for themes

Ad Hoc Investment Support contd

JNM will address individual or small groups issues in a confidential environment where wider involvement is less appropriate.

Outcome- enhanced:

- Time management
- Focus
- Objectivity
- Confidence
- Respect
- Rationale for decision making

Trusteeship

For example, where a board of trustees are uncomfortable about the quality of dialogue with, and monitoring of, investment professionals and who want a continuous means of support on the murky world of investments. JNM can:

- Help devise ongoing training processes
- Coordinate an investment meeting optimisation process
- Provide spontaneous support and guidance to trustee colleagues
- Work with co-trustees to complement their skills and experience
- Offer an independent perspective on other trustee responsibilities

Trusteeship contd

As an independent corporate trustee, JNM can readily empathise with trustees challenges by sharing their fiduciary responsibilities.

Outcome – enhanced:

- Appreciation of each trustees comfort with investments
- Investment focus
- Sensitivity to investment compliance issues
- Sensitivity to investment outcomes
- Dialogue at investment meetings
- Teamwork

About JNM

- JNM is headed by James Meenan who has over 20 years experience working with Merrill Lynch Global Wealth Management in London and Dublin
- At Merrill Lynch, James developed and managed relationships with many of Irelands leading entrepreneurs and family offices
- Clients were typically busy, successful, organised and resourced, but not financial specialists
- Crucially, his experience as intermediary between lay people and investment managers facilitated greater knowledge, understanding and enhanced dialogue
- He brings industry and technical knowledge, as well as independence, to support trustees in understanding and evaluating investment issues

MISSION STATEMENT

To afford you greater protection by providing the required independent support to facilitate knowledgeable, confident, and constructive dialogue with both investment consultants and managers.

JNM facilitates understanding, prudence and diligence in the investment process. JNM is neither an investment consultant nor investment manager.



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