

# Shale P. Lapping, President, CFA, CIMA

## Credentials

Shale obtained his undergraduate degree from the University of Illinois, where he graduated Phi Beta Kappa, his MBA from McGill University in Montreal, Canada and his law degree from the University of Chicago. Shale is a Chartered Financial Analyst, a designation awarded by the CFA Institute. He is a member of the CFA Society of Chicago. Shale is also a Certified Investment Management Analyst, a designation awarded by the Investment Management Consultants Association, based upon a program sponsored by the Association and the Wharton School of Business. Early in his investment career, Shale passed a number of security examinations, obtaining various designations. Shale takes continuing education seriously, attending several investment conferences each year.



## Experience

Prior to entering the investment field, Shale practiced corporate law for six years, specializing in a broad range of legal and investment issues that impact various types of trust funds. Over the years, Shale has spoken on numerous occasions on investment related topics at various industry seminars and conferences as well as authored many articles concerning investments. Shale began working directly with the investment community in 1989, when he joined the firm that served as the predecessor to IPEX. Shale was vice-president of that firm for seven years and has been president of IPEX since the firm's inception.

## Responsibilities

Shale's primary responsibilities include personally meeting with clients throughout the course of the consulting relationship to review their investment programs and to present and explain the documentation that has been prepared by IPEX. Shale is involved in making all substantive recommendations regarding a client's investment program, including issues related to account structure and asset allocation, as well as money manager selection and retention. Shale also coordinates the firm's marketing activities, and in that capacity represents the firm at conferences and seminars, and meets individually with prospective clients.