

**Anthony J. Pierson**  
**Managing Director**  
**Cornerstone Advisers**



**Mr. Pierson** joined Cornerstone in 2004 and is in charge of Cornerstone's portfolio management team that manages the firm's separate accounts, core open-end fund, value-added and mortgage portfolios. His group is charged with meeting the performance and service goals for portfolios with a value in excess of \$20 billion. Mr. Pierson is an active member of industry associations and is currently President of the National Council of Real Estate Investment Fiduciaries. He is a popular keynote speaker at industry conferences.

Mr. Pierson, who has over 24 years of real estate expertise, previously worked for CIGNA Real Estate and Aetna Realty Investors, Inc., where he had various responsibilities including Managing Director of a \$1.4 billion Open-End Real Estate Fund, Head of Client Relations, and Head of Real Estate Research and Strategy.

Mr. Pierson received his B.S. in Analytical and Descriptive Economics from the London School of Economics, and his MBA in Finance from the Aetna Institute with the University of Hartford. He is Board member and President of NCREIF, a Homer Hoyt Fellow, a Real Estate Research Institute Fellow and past Board member of the Real Estate Finance Association, MIT Center for Real Estate and the Real Estate Research Institute. He is actively involved with The Village, a major Connecticut based charity dedicated to strengthening families and children.