

# Biographies

## Nancy Prial, CFA

### Co-Chief Executive Officer & Senior Portfolio Manager



Nancy is a 30+ year veteran of small cap growth research and investing and has a long history of success managing institutional separate accounts and commingled vehicles.

Prior to joining Essex in 2005, Nancy was Senior Vice President & Chief Investment Officer at Burrige Growth Partners for six years, and at the Twentieth Century division of American Century Investors for four years. Nancy began her investment career in 1984 at Frontier Capital Management as a Fundamental Analyst and Portfolio Manager.

Nancy earned a B.S. in Electrical Engineering and a B.A. in Mathematics from Bucknell University, and an M.B.A. from Harvard Business School. Nancy also serves as a Trustee for Bucknell University.

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## Saralyn Sacks, CFA

### Senior Vice President & Portfolio Manager



► Industry Coverage – Energy/Materials • Healthcare • Insurance • Transportation

Saralyn has 20+ years of experience researching small growth stocks and has worked with Nancy since 1998.

Prior to joining Essex in 2005, Saralyn was Senior Vice President and Research Analyst at Burrige Growth Partners for nine years and Associate Equity Analyst at Stifel, Nicolaus and Company, Inc. for two, specializing in the analysis and evaluation of gaming companies.

Saralyn earned a B.S. in Statistics from the University of Michigan, an M.S. in Economics from the London School of Economics and an M.B.A. in Finance and Accounting from the University of Chicago, Booth School of Business.

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## Marcy Carlin

### Senior Vice President & Research Analyst



► Industry Coverage – Business & Financial Services • Industrials • Internet Services • Retail

Marcy has 20+ years of experience researching small growth stocks and has worked with Nancy since 2001.

Prior to joining Essex in 2005, Marcy spent three years at Burrige Growth Partners and two years as the Director of Corporate Development for the Levy Organization specializing in the identification and evaluation of potential acquisition/merger/expansion targets. Prior to that, Marcy was Associate Financial Analyst for the Zell/Chilmark Fund for five years.

Marcy earned a B.A. in International Relations from the University of Pennsylvania, and an M.B.A. from the Kellogg Graduate School of Management, Northwestern University.

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## Anne Marie McMichael

### Assistant Vice President & Research Analyst



► Industry Coverage – Consumer Staples • Industrials • Internet Services • Technology

Anne Marie recently joined Essex in April 2014 with diversified business experience.

Prior to joining Essex, Anne Marie worked as an Accounting and Contracts Manager for Hagerty Consulting. Anne Marie spent the early part of her career at an intellectual property law firm in Chicago conducting research and working in the internal accounting department.

Anne Marie earned a B.A. in Government and Foreign Affairs from the University of Virginia.

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