



## Meet VP, Director of Client Services Sandy Shotwell, with JAG Capital Management

I have a very deep sense of responsibility; I think that came from all the gifts I was given throughout my life. My parents used the word neighbors a lot, but we lived in the country, and that didn't mean the people that lived next door — because no one lived next door. It meant, you know, friends, family, the people that were in our circle. That's just always been how we were wound. It's those kinds of old-fashioned values that have just stayed with me.

Religion was always something that we practiced, but my parents were very practical about it. They spent a lot more time talking about the golden rule — treat people the way that you want to be treated. Do the right thing.

As a not-quite-30-year-old Protestant, I started working for an organization that worked only with Catholic Institutions — and I was panicked. What do you talk to nuns about? What do we do? How does this work? But these people quickly became some of my closest friends. Most of the sisters that I know do a much better job of staying focused on what's important. Staying the course, being true to who they are and what they believe. Very intelligent, very interesting people motivated to represent those who don't have a voice.

When I moved to St. Louis and took the job at JAG Capital Management, one of the first clients I was introduced to happened to be the Sisters of Mercy in St. Louis. They were the firm's first client back in 1945. One of the great opportunities that I've had working with women religious and working at the firm is the ability to get to know some of the clients well and get to know their charisms — their ministries. I'm actually a board member of the Mercy Conference and Retreat Center. It is very near and dear to my heart.

As Director of Institutional Client Services, I work primarily with our non-profit clients. We've certainly learned that their values being represented in their investments is very important. We're investors, and, you know, making money is what we do, and it's a great thing. But there's a fine line between investing in anything to make as much money as possible and investing in companies looking at how their actions affect environmental, social, and governance issues. ESG investing is what we're calling that, and that really resonated with me — and is how I ended up at JAG Capital Management — because that was a large focus for them as well.

It's a community where we all know what our goals are, and that makes it pretty easy to get up every day and do the best for our clients.