

# J.P. MORGAN DIRECTOR NETWORK

## REFERRAL MEMBER REGISTRATION

Referral members fill out a registration form that tracks their areas of expertise and specific board ambitions. Profiles can be updated at any time, and data is securely stored, accessible only to the Board Advisory team, e.g. J.P. Morgan's Director Advisory Team.

## CORPORATE CLIENT REQUEST

J.P. Morgan corporate clients request director recommendations for purposes such as board-building, replacing retiring directors, meeting gender quotas, or filling skills gaps. It is important to note that the Board Advisory team is not a recruiting service and does not procure roles for people; rather, it responds with suggestions to corporate client requests for directors as they arise. The volume of director searches fluctuates based on market conditions, client needs, and suitability of candidates.

## DIRECTOR SEARCH

The Board Advisory team searches through the referral network members to find profiles that best match the company's needs and the desired director role.

## PROFILE SUBMISSION

The best-fitting director candidate profiles are submitted to the company for their consideration.

## COMPANY INTEREST

If the company is interested in a director candidate, the team reaches out to gauge the candidate's interest in the opportunity. Candidates are only notified of opportunities if the company expresses an interest in being introduced to them.

## CONNECTION MADE

If there is mutual interest, the company and director candidate are connected via email to continue discussions independently.