



Lance C. Dial

Partner

Boston

+1.617.261.3241

lance.dial@klgates.com

OVERVIEW

Lance Dial is a partner and a member of the Asset Management and Investment Funds practice. Lance has experience advising asset managers and broker-dealers in all areas of the business. He has worked with all product types, including mutual funds, ETFs, money market funds, private funds, and bank-maintained collective pools. In addition, Lance advises clients on compliance and regulatory matters under the Investment Company Act of 1940, the Investment Advisers Act of 1940, ERISA, and other related federal securities laws. Lance has significant experience with the regulation of marketing and advertising of investment products, integration and marketing of Environmental Social and Governance (ESG) investment products and trading and market structure issues. He has worked extensively on regulatory policy matters with various financial services regulators, including the US Securities and Exchange Commission, US Department of Labor, Internal Revenue Service, and US Department of Treasury.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Lance served as senior in-house counsel with global investment managers for almost fifteen (15) years. Prior to that, he was an associate at K&L Gates.

PROFESSIONAL / CIVIC ACTIVITIES

- Chair, Cohasset School Committee

SPEAKING ENGAGEMENTS

- Panelist, "Investment Adviser Marketing Rule," National Regulatory Services (NRS), 13 July 2023
- Panelist, "How to Navigate Pro and Anti-ESG Regulatory Action," GreenFin23, 28 June 2023

EDUCATION

- M.B.A., Boston University, 2005

- J.D., Boston University School of Law, 2004
- B.A., University of Georgia, 2001

ADMISSIONS

- Bar of Massachusetts

THOUGHT LEADERSHIP *POWERED BY HUB*

- April 2024 , Global Survey of ESG Regulations for Asset Managers
- April 2024, ESG and the Sustainable Economy Handbook
- 15 April 2024, Marketing Rule Enforcement Remains Priority: SEC Charges Five Advisers for Marketing Rule Violations
- 12 April 2024, The SEC Fines Stand-Alone Adviser for Off-Channel Communications
- 13 March 2024, SEC's Final Climate Rules
- 12 March 2024, Threading the Needle: The US Securities and Exchange Commission's Final Climate-Related Disclosure Rules
- 18 January 2024, US Asset Management Regulatory Year in Review 2023
- 20 November 2023, Stay on Target: FINRA Proposes Rules Permitting Presentation of Performance Projections and Targets
- 9 November 2023, Asset Management and Investment Funds Fall Conferences - Boston
- 2 November 2023, Asset Management and Investment Funds Fall Conferences - Washington, D.C.
- 26 October 2023, Asset Management and Investment Funds Fall Conferences - New York
- 23 October 2023, T-218 Until T+1: Considerations for Investment Advisers
- 4 October 2023, Practical Implications of the Names Rule Webinar
- 13 September 2023, Hypothetical Performance Crackdown: Nine Firms Charged With Violations of Investment Adviser Marketing and Recordkeeping Rules
- 11 September 2023, Road Map for an Examination: SEC Examination Risk Alert Lays Out SEC Examination Strategy Considerations
- 25 July 2023, 2023 ESG State Legislation Wrap Up
- 25 May 2023, The ESG Debate Heats Up: State AGs Investigating Asset Manager Involvement in ESG Initiatives and Related Proxy Voting

OTHER PUBLICATIONS

- “FINRA Proposes Rules Permitting Presentation of Performance Projections and Targets,” *Journal of Federal Agency Action*, May-June 2024

NEWS & EVENTS

- 11 April 2024, SEC's First Off-Channel Communications Settlement With a Non-Broker Dealer RIA
- 7 February 2024, Looking Back and Looking Ahead: 2023 Regulatory Year in Review and What to Expect in 2024
- 25 October 2023, Building Bridges 2.0: Unlocking Climate Capital - For People, Planet, and Profit
- 13 September 2023, SEC Marketing Rule Developments, Hosted by CFA Institute
- 15 May 2023, K&L Gates Bolsters Asset Management and Investment Funds Practice with Boston Partner Addition

MEDIA MENTIONS

- Quoted, "Disloyal Acts": Barings Sues Corinthia, Ex-Employees over Private Credit Lift-Out," *FundFire*, 19 March 2024
- Quoted, "SEC's Climate Disclosure Rules Invite Litigation from Both Sides," *Ignites*, 8 March 2024
- Quoted, "JPMorgan Asset Management Quits \$68 Trillion Climate Group," *Bloomberg*, 15 February 2024
- Quoted, "Securities Regulations To Watch In 2024," *Law360*, 1 January 2024
- Quoted, "Finra in Surprise Proposal to Allow Predicted Returns in Marketing," *Investment News*, 20 November 2023
- Quoted, "Wall Street watchdog floats plan to let brokers promise future results," *Financial Times*, 19 November 2023
- Quoted, "Loose Practices and Imprecise Recordkeeping Prompt SEC Scrutiny, Even When Investors Are Unharmful," *Private Equity Law Report*, 16 November 2023
- Quoted, "'Be Careful': SEC, Industry Grapple with 'Gray Area' in Marketing Rule," *FundFire*, 24 October 2023
- Quoted, "Sustainable Finance, A Texas boost for Biden's ESG investing rule," *Reuters*, September 2023
- Quoted, "Analysis: New anti-ESG rule in Missouri offers US Republicans another path away from 'wokeness'," *Reuters*, 10 July 2023

AREAS OF FOCUS

- Asset Management and Investment Funds