2019 Forbes/SHOOK Top Advisor Summit

CE Credits will be available.

13.5 I-W credits
11.5 CFP credits

Monday, February 25, 2019

TIME	SESSION & SPEAKER
1:00 - 8:00 pm	Check-In & Reception
2:00 - 5:00 pm	Pre-Conference Sessions
2:00 - 2:30 pm	The Future of Fees: How to price your services going forward... and unintended consequences *(I-W)* — Pat Dwyer, Merrill Lynch Wealth Management — Jason Weaver, Weaver Consulting Group — CJ Rendic, Parallel Advisors — Moderator: Bob Evans, Senior VP Regional Director, Fidelity
2:30 - 2:35 pm	Break
2:35 - 3:05 pm	Navy SEAL Team Leader- Are you a Group or a Team? *(I-W)* — Mark Curtis, Morgan Stanley Wealth Management — Hank McLarty, Gratus Capital — Moderator: Jon Fussell, New York Life Investments, Former Navy SEAL
3:05 - 3:10 pm	Break
3:10 - 3:40 pm	Fixed Income: Finding Value in Today's Markets *(CFP, I-W)* — Harry Phinney, Fixed Income Specialist, Capital Group — Introduction: Michael Schweitzer, Head of High Net-Worth Strategy & Distribution, American Funds/Capital Group
3:40 - 3:50 pm	Break
3:50 - 4:20 pm	Incentivizing and compensating team members — Michael Bapis, Rockefeller Capital Management — Chris Aitken, UBS Financial Services — Moderator: Carter Sims, Head of Global Distribution & Managing Director, Thornburg Investment Management
4:20 - 4:25 pm	Break
4:25 - 4:55 pm	Winning & working with high net-worth clients *(I-W)* — Richard Jones, Merrill Lynch- Private Banking & Investment Group — Carrie Coghill, Coghill Investment Strategies — Lyon Polk, Morgan Stanley Private Wealth Management — Moderator: John Moninger, Managing Director Retail Sales, Eaton Vance
5:30 - 6:30 pm	Cocktail Reception
6:30 - 8:30 pm	Dinner Gala — Jessica Sibley, Chief Sales Officer, Forbes Media — RJ Shook - Founder, SHOOK Research — Robert Bruno, Senior Vice President & Head of Distribution, First Eagle Investment Management One Man's Perspective on Private Equity & the Investment Environment — David Rubenstein, Co-Founder and Co-Executive Chairman, The Carlyle Group — Introduction: Introduction: Paul Brunswick, Senior Business Consultant of CEO Advisory Institute, Oppenheimer Funds
8:30 - 9:30 pm	Champagne Reception For All Ranked Advisors presented by Nuveen

Tuesday, February 26, 2019

TIME	SESSION & SPEAKER
7:00 - 8:00 am	Breakfast
8:00 - 9:40 am	General Session
8:00 - 8:10 am	Opening Comments — RJ Shook, Founder, SHOOK Research
8:10 - 8:15 am	SHOOK Ones: Top Advisor Shares Best Idea — Jordan Waxman, Wealth Advisory Team — Introduction: Carter Sims, Head of Global Distribution & Managing Director, Thornburg Investment Management
8:15 - 8:40 am	The SHOOK Impact—the new force in our rankings... Building client experiences that add meaning *(CFP, I-W)* — Rebecca Rothstein, Merrill Lynch Wealth Management — Hank McLarty, Gratus Capital — Moderator: Steve Samuels, Managing Director, Merrill Lynch Wealth Management — Introduction: Mike Tobin, Western Divisional Sales, Hartford Funds
8:40 - 9:00 am	Conversation about Life and Markets *(CFP, I-W)* — Leon Cooperman, Founder, Chairman & CEO, Omega Advisors — Moderator: Rob Sechan, UBS Financial Services — Introduction: Frank Berland, Managing Director, SHOOK Research
9:00 - 9:25 am	SHOOK Spotlight: Remembering Maddison... and saving Connor
9:25 - 9:40 am	Networking / Refreshments

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Tuesday, February 26, 2019

TIME	SESSION & SPEAKER
9:40 - 11:25 am	General Session
9:40 - 9:50 am	Impact Investing: Integrating SRI/ESG into a traditional practice *(CFP, I-W)* — Martin Kremenstein, Senior Managing Director, Nuveen — Moderator: Suzanne Killea, Merrill Lynch Private Banking & Investment Group — Introduction: Karen Lutomski, Managing Director & Advisor Consultant, Nuveen
9:50 - 10:10 am	Volatility: The unwanted guest who won't leave *(CFP, I-W)* — Richard Bernstein - CEO/CIO, Richard Bernstein Advisors — Introduction: Victoria Scott, Associate & Content Manager, SHOOK Research
10:10 - 10:15 am	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Jonathan Beukelman, UBS Financial Services — Introduction: Dodd Kittsley, National Sales Director, Davis Advisors
10:15 - 10:35 am	Insights on Global Fixed Income Markets *(CFP, I-W)* — Rick Rieder, Managing Director/Global Chief Investment Officer of Fixed Income, BlackRock — Introduction: Adam Bobker, Head of Private Wealth Advisory Group, BlackRock
10:35 - 10:40 am	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Laila Pence, Pence Wealth Management — Introdcution: Bobby Brooks, National Sales Manager, DWS
10:40 - 10:55 am	Is Value Investing Dead? (Or Just Sleeping) *(CFP, I-W)* — Joel Greenblatt, Managing Principal & Co-Chief Investment Officer, Gotham Funds — Moderator: Leslie Picker, Reporter, CNBC — Introduction: Lisa Charkouidan, Director of Sales and Distribution, Gotham Funds
10:55 - 11:10 am	Marketing Forbes Recognition: World-Class Brand - Here's What to do Now — Jessica Sibley, Chief Sales Officer, Forbes Media — Andy Burish, UBS Financial Services — Moderator: Pat Dwyer, Merrill Lynch Private Banking & Investment Group — Introduction: Jamie Hawes, Director, New York Life Investments
11:10 - 11:25 am	Networking / Refreshments
11:25 - 12:00 pm	Breakout Sessions 1. Living your best life with balance — Rebecca Rothstein, Merrill Lynch Wealth Management — Deb Montaperto, Morgan Stanley Wealth Management — Moderator: Jack Bohnet, Senior Vice President, Federated Investors 2. Speaking with clients about the new tax structure for high tax states *(CFP, I-W)* — Jordan Waxman, Wealth Advisory Team — Bruce Munster, Merrill Lynch, Private Banking & Investment Group — Moderator: Michael Schweitzer, Head of High Net-Worth Strategy & Distribution, American Funds / Capital Group 3. Building a scalable practice for the mass affluent *(CFP, I-W)* — Scott Magnesen, Morgan Stanley Wealth Management — Joe Jaques, Jaques Financial — Moderator: John Blau, Partner, Alkeon 4. Planning for the future of your business *(CFP, I-W)* — Tom Keegan, Merrill Lynch Private Banking and Investment Group — Jeff Bryan, Merrill Lynch Private Banking and Investment Group — Marvin McIntyre, Morgan Stanley Private Wealth Management — AJ Fechter, Morgan Stanley Private Wealth Management — Moderator: Kirsten Pickens, Partner & Head of Distribution, Chiron Investment Management 5. Up Close with Rick Reider & Joel Greenblatt *(CFP, I-W)* — Rick Rieder, Managing Director/Global Chief Investment Officer of Fixed Income, BlackRock — Joel Greenblatt, Principal & Co-Chief Investment Officer, Gotham
12:00 - 12:55 pm	Lunch *(CFP, I-W)* — Steve Forbes, Chairman & Editor-In-Chief, Forbes Media — Introduction: Michael Schweitzer, Head of High Net-Worth Strategy & Distribution, American Funds/Cap Group
12:55 - 1:15 pm	General Session AI & the Fourth Industrial Revolution *(CFP, I-W)* — Beijia Ma, Partner, Alkeon Capital Management — Introduction: John Blau, Partner, Alkeon Capital Management
1:15 - 1:25 pm	Networking / Refreshments
1:25 - 2:00 pm	Breakout Sessions 1. Team structure & efficiencies...for thousands of clients *(CFP, I-W)* — Andy Burish, UBS Financial Services — Scott Tiras, Ameriprise Financial Services — Moderator: David Hescheles, Managing Director/National Sales Manager, Hartford Funds 2. The future of outsourced family offices *(CFP, I-W)* — Ron Hughes, Merrill Lynch Private Banking & Investment Group — Paul Pagnato, PagnatoKarp — Kristen Bauer, Tiedemann Advisors — Moderator: David Canter, Executive Vice President, Fidelity 3. Incorporating real estate into client portfolios *(CFP, I-W)* — Shawn Fowler, Morgan Stanley Wealth Management — Barry Garber, Alex. Brown/Raymond James — Moderator: Raj Danda, CEO, Black Creek Group

Tuesday, February 26, 2019

TIME	SESSION & SPEAKER
	4. Planning for the new retirement- Advising retiring clients in the era of longevity *(CFP, I-W)* — Sharon Oberlander, Merrill Lynch Wealth Management — Sal Tiano, JP Morgan Securities — Moderator: Jan Holman, Director of Advisor Education, Thornburg Investment Management
	5-minute transition to next breakout
2:05 - 2:40 pm	Breakout Sessions
	1. Leveraging your way for next-level growth in a high-end practice *(I-W)* — Greg Vaughan, Morgan Stanley Private Wealth Management — Kathleen Entwistle, UBS Financial Services — Kevin Myeroff, NCA Financial Planners — Moderator: Paul Brunswick, Senior Business Consultant of CEO Institute, Oppenheimer Funds
	2. Building your practice through acquisitions *(I-W)* — Anthony Valente, Morgan Stanley Wealth Management — Mark Thorndyke, Merrill Lynch Wealth Management — Lori Van Dusen, LVW Advisors — Moderator: Jennifer Tarsney, Director of Practice Management, New York Life Investments
	3. Client segmenting with niches.... and 3,000 households *(I-W)* — David Kudla, Mainstay Capital Management — Michael Ricca, Morgan Stanley Wealth Management — Moderator: Robert Bruno, Senior Vice President & Head of Distribution, First Eagle Investment Management
	4. The Future of Advice: meeting client expectations in a changing world *(I-W)* — Margaret Starner, Starner Group of Raymond James — Kathy Grasmeder, Morgan Stanley Wealth Management — Moderator: John Diehl, Senior Vice President of Strategic Markets, Hartford Funds
2:40 - 2 :50 pm	Networking / Refreshments
2:50 - 5:30 pm	General Session
2:50 - 3:15 pm	Navigating the road ahead — Marc Lasry, Chairman, CEO, and Co-Founder of Avenue Capital Group — Jamie Dinan, Founder, Chairman, and Co-CEO, York Capital — Moderator: Robert Sechan, UBS Financial Services — Introduction: Steve Stroker, Vice Chairman, Black Creek Group
3:15 - 3:35 pm	Post-Modern Medicine: 10 Strategies for a Long and Healthy Life — Jordan Shlain, MD — Introduction: AJ Leimenstoll, Vice President/Regional Sales Director, Eaton Vance
3:35 - 3:40 pm	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Jeffery Fratarcangeli, Wells Fargo Advisors — Introduction: Kelly Ryan, Head of Independent Wealth, SSGA
3:40 - 3:55 pm	Value now or value later? What we should expect for market timing — Ryan Caldwell, Chiron — Andrew Wellington, Lyrical — Moderator: Leslie Picker, Reporter, CNBC — Introduction: Dan Lachcik, Managing Director, Lyrical
3:55 - 4:05 pm	Networking/Refreshments
4:05 - 4:25 pm	Securing the future of your business - Building a practice that outlives you — Jeff Erdmann, Merrill Lynch, Private Banking & Investment Group — Patti Brennan, Key Financial — Moderator: Jim Tracy, Managing Director, Morgan Stanley Wealth Management — Introduction: Daniel Miller, Executive Vice President, Gabelli Funds
4:25 - 4:40 pm	World-class violinist...and her "Red Violin" — Elizabeth Pitcairn, World-Class Violinist — Introduction: Mark Lavan, Co-Head of US Retail Sales, Legg Mason
4:40 - 4:45 pm	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Kim Hatchett, Morgan Stanley Wealth Management — Introduction: Frank Famigilietti, Managing Director, Morgan Stanley Investment Management
4:45 - 5:00 pm	Perspectives on China and the Global/Domestic Economy *(I-W)* — Brendan Ahern, Chief Investment Officer, KraneShares — John Bellows, Portfolio Manager & Senior Research Analyst, Western Asset Management — Moderator: Victor Livingstone, Morgan Stanley Private Wealth Management — Introduction: Eric Monte, Director, KraneShares
5:00 - 5:25 pm	What's next for the markets and economy — Jeremy Seigel - Professor, Wharton School of Finance; Sr. Investment Strategy Advisor, WisdomTree — Introduction: Andrew Tsiropinas, Head of NFS & IBD Distribution- East, WisdomTree
5:25 - 5:30 pm	Closing Remarks — Frank Berland, Managing Director, SHOOK Research
5:30 - 6:30 pm	Cocktail Reception

2019 Forbes/SHOOK Top Advisor Summit

Wednesday, February 27, 2019

TIME	SESSION & SPEAKER
7:00 - 8:00 am	Breakfast
8:00 - 9:20 am	General Session
8:00 - 8:10 am	Welcome Remarks — Frank Berland, Managing Director, SHOOK Research
8:10 - 8:15 am	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Debra Brede, D.K. Brede — Introduction: Jack Bohnet, Senior Vice President, Federated
8:15 - 8:40 am	America's fastest growing teams *(I-W)* — Josh Malkin, Morgan Stanley Wealth Management — Ghislain Gouraige, UBS Financial Services — Moderator: Robert Bruno, Senior Vice President and Head of Distribution, First Eagle Investment Management
8:40 - 8:45 am	SHOOK Ones: Top Advisor Shares Best Idea *(CFP, I-W)* — Andrew Schultz, Morgan Stanley Wealth Management — Introduction: Eric Monte, Director, KraneShares
8:45 - 8:55 am	Merger Arbitrage: Absolute Returns in an Uncertain Environment *(I-W)* — Paolo Vicinelli, Portfolio Manager, Gabelli Asset Management — Introduction: Daniel Miller, Executive Vice President, Gabelli Funds
8:55 - 9:05 am	Convertibles: One of the strongest sectors in 2018… How to leverage going forward *(CFP, I-W)* — Tracy Maitland, President and Chief Investment Officer, Advent Capital Management
9:05 - 9:20 am	Networking / Refreshments
9:20 - 10:00 am	Breakout Sessions 1. What is the right team structure for your business? *(CFP, I-W)* — Brian Werdesheim, Oppenheimer & Co. — Chris Cook, Merrill Lynch Wealth Management — Moderator: John Moninger, Managing Director Retail Sales, Eaton Vance 2. A simple strategy to maximize the growth in your business *(CFP, I-W)* — Brian Gallary, Senior Vice President/Head of Strategy & Consulting, First Trust *5-minute transition to next breakout*
10:05 - 10:45 am	Breakout Sessions 1. Intergenerational partnerships: how to structure, market & serve clients *(CFP, I-W)* — Terry Cook, UBS Financial Services — Kyle Caouette, UBS Financial Services — Rip Hale, Morgan Stanley Wealth Management — Jonathan Hale, Morgan Stanley Wealth Management — Moderator: James Costabile, Managing Director, Morgan Stanley Investment Management 2. Impacting clients' lives with high-end service *(CFP, I-W)* — Craig Chiate, UBS Financial Services — Kathleen Roeser, Morgan Stanley Wealth Management — Moderator: Jaqueline Bouchie, Assistant Vice President/Regional Consultant, State Street Capital
10:45 - 10:55 am	Networking / Refreshments
10:55 - 11:30 am	General Session
10:55 - 11:25 am	The Future of Teams *(CFP, I-W)* — Mark Binder, UBS Financial Services — Nestor Vicknair, Merrill Lynch Wealth Management — Richard Blosser, Wells Fargo Advisors — Moderator: Chip Walker, Managing Director, Wells Fargo Advisors — Introduction: Bobby Brooks, National Sales Manager, DWS
11:25 - 11:30 am	Closing Remarks — RJ Shook, Founder, SHOOK Research