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TOP ADVISOR SUMMIT

OCTOBER 2-5, 2023
ENCORE AT WYNN, LAS VEGAS
#ForbesSHOOKTopAdvisor

DAY/TIME	SESSION & SPEAKER	LOCATION
MONDAY, OCTOBER 2		
3:00 – 6:00pm	**REGISTRATION**	**Brahms 1 & 2**
6:00 – 8:00pm	**PRE-PARTY, hosted by First Trust**	**La Cave**
TUESDAY, OCTOBER 3		
10:00am – 5:00pm	**REGISTRATION**	**Brahms 1 & 2**
2:00pm	**PRE-CONFERENCE SESSIONS**	**Beethoven**
2:00 – 2:25pm	**Pre-Con 1: Insight and Opportunities in Taxable and Non-Taxable Fixed Income** • **Bob DiMella**, Executive Managing Director & Co-Head of MacKay Municipal Managers • **Gibson Smith**, Founder, Smith Capital Investors • Moderator: **Richard B. Jones**, Merrill Private Wealth Management	
2:25 – 2:45pm	**Pre-Con 2: Generative Artificial Intelligence: The iPhone Moment of AI** • **Denny Fish**, Portfolio Manager & Technology Sector Lead, Janus Henderson Investors • *Intro: **Tony Grigonis**, Divisional Sales Head, Janus Henderson Investors*	
2:45 – 3:05pm	**Pre-Con 3: Retain Your Brain** • **Dr. Marc Milstein**, Brain Health Researcher & Author of "The Age-Proof Brain" • Moderator: **Bill McManus**, Vice President, Hartford Funds • *Intro: **Jane Flanigan**, Regional Vice President & Advisor Consultant, Hartford Funds*	
3:05 – 3:15pm	**Snack Break**	
3:15 – 3:35pm	**Pre-Con 4: Traits of High Growth Advisors** • **Paul Cieslik**, Advisory Practice Management Consultant, Capital Group, Home of American Funds	
3:35 – 4:00pm	**Pre-Con 5: Technology or Tulips: A Session with Tom Lee and Richard Bernstein** • **Tom Lee**, Head of Research, Fundstrat & FS Insight • **Richard Bernstein**, CEO & CIO, Richard Bernstein Advisors • Moderator: **Rob Sechan**, CEO & Co-Founder, NewEdge Wealth	

4:00 – 4:20pm	**Pre-Con 6: Winning Wealthy Investors Amidst the Great Wealth Transfer** • **Adam Carlin**, Morgan Stanley Private Wealth Management • **Brian Firring**, Wells Fargo Advisors • Moderator: **John Moninger**, Head of U.S. Distribution, Allspring Global Investments • *Intro: **Kelly Vives**, Chief Marketing & Communications Officer, Allspring Global Investments*	
4:20 – 4:40pm	**Pre-Con 7: Operating Efficiencies and Talent Acquisition** • **Lisa Detanna**, Raymond James & Associates • **James Taylor**, Morgan Stanley Wealth Management • Moderator: **Tash Elwyn**, President, Chief Executive Officer, Raymond James & Associates	
4:40 – 5:10pm	**Pre-Con 8: SHOOK Showdown – Best Idea Competition** • Judge: **Krista Goryl**, Head of HNW Strategy & Growth, Wells Fargo Wealth & Investment Management • Judge: **Steve Samuels**, Managing Director, Merrill Lynch Wealth Management	
5:30 – 6:30pm	**RECEPTION**	**Chopin Patio**
6:30pm	**GALA DINNER**	**Encore Ballroom**
6:45pm	**Welcome to Our Special Event** • **Liz Shook**, COO & Co-Founder, SHOOK Research	
6:55pm	**Introduction** • **Dan Affetto**, Managing Director, National Sales, First Trust Portfolios	
7:00pm	**How Do You Want to Be Judged?** • **R.J. Shook**, Co-Founder & President, SHOOK Research, Senior Forbes Contributor	
7:25pm	**Patriot Capital: The Race for Space** • **Jim Cantrell**, Founding Team, SpaceX • Moderator: **Phil Scully**, Partner, Balerion Space Ventures	

DAY/TIME	SESSION & SPEAKER	LOCATION
WEDNESDAY, OCTOBER 4		
7:00am – 4:00pm	**REGISTRATION**	**Brahms 1 & 2**
7:00 – 8:00am	**BREAKFAST**	**Promenade**
8:00am	**GENERAL SESSION**	**Encore Ballroom**
8:00 – 8:10am	**Opening Remarks** • **Frank Berland**, Managing Partner, SHOOK Research	
8:10 – 8:15am	**SHOOK Ones: My Best Idea** • **Michelle Mayer**, Merrill Private Wealth Management	
8:15 – 8:30am	**Developing a Sustainable Practice and Succession Plan** • **John Shadden**, Managing Director, Morgan Stanley • Moderator: **Paul Brunswick**, Head of Invesco Global Consulting, Invesco	
8:30 – 8:45am	**Optimizing Equity: Balancing Public–Private Allocations** • **Christopher James**, Senior Managing Director, Blackstone • Moderator: **Joe Lohrer**, Senior Managing Director & Head of U.S. Retail Sales, Blackstone Private Wealth Solutions	
8:45 – 9:05am	**Maximizing Tax Efficiencies with Direct Indexing Strategies** • **Bob Holderith**, Head of PGIM Custom Harvest, PGIM Investments • **Manju Boraiah**, Head of Systematic Edge Fixed Income & Custom SMA Investments, Allspring Global Investments • Moderator: **Ron Insana**	
9:05 – 9:25am	**Saving Our Children** • *Intro: **Jessica Donahue**, Senior Managing Director, Foundation Source*	
9:25 – 9:40am	**REFRESHMENT BREAK**	
9:40 – 10:00am	**Bonds are Back: A Discussion with PIMCO Group CIO Dan Ivascyn** • **Daniel Ivascyn**, Chief Investment Officer, PIMCO • Moderator: **Raj Sharma**, Merrill Private Wealth Management • *Intro: **Peter Prinstein**, Executive Vice President & Head of Private Client Group, PIMCO*	
10:00 – 10:15am	**Navigating the Private Credit Craze and Trends in Private Equity** • **Sean Connor**, President, Global Private Wealth, Blue Owl Capital • Moderator: **Victor Livingstone**, Morgan Stanley Private Wealth Management • *Intro: **Ben Volok**, Vice President, Blue Owl Capital*	
10:15 – 10:20am	**SHOOK Ones: My Best Idea** • **Amir Mossanen**, Truist • *Intro: **Andrew Wellington**, Founder & CIO, Lyrical Asset Management*	

10:20 – 10:35am	**Out with The Old, In with the New: A New Asset Allocation Approach Utilizing Private Markets** • **Raj Dhanda**, Partner, Global Head of Wealth Management, Ares Wealth Management Solutions • Moderator: **Dwight Emanuelson Jr.,** Merrill Private Wealth Management	
10:35 – 10:50am	**Geopolitical Outlook** • **General John Abizaid**, Former Commander, U.S. Central Command • **Ron Temple**, Chief Market Strategist, Lazard	
10:50 – 11:05am	**Future of Our Practices** • **Mark Curtis**, Graystone Consulting from Morgan Stanley • **Nestor Vicknair**, Merrill Lynch Wealth Management • Moderator: **Michael Schweitzer**, Head of Retail Distribution, North America, Janus Henderson Investors	
11:05 – 11:20am	**Unlocking Private Equity for Individual Investors** • **Alisa Wood**, Partner & Co-CEO, KKR Private Equity Conglomerate • Moderator: **Chuck Korasick**, UBS Wealth Management • *Intro: **Sean Nelson**, Managing Director, Client and Partner Group, KKR*	
11:20 – 11:35am	**SNACK BREAK / TRANSITION TO BREAKOUTS**	
11:35am–12:10pm	**BREAKOUTS**	**Chopin 1-4**
	Breakout #1: Winning the Great Wealth Transfer and Serving Affluent Families • **Jackie Wilke**, Vice President & Advisor Consultant, First Trust	**Chopin 1**
	Breakout #2: Succession Planning • Moderator: **Paul Brunswick**, Head of Invesco Global Consulting, Invesco	**Chopin 2**
	Breakout #3: Once in a (Long) Cycle Opportunities in Credit • **Claudio Macchetto**, Managing Director, GoldenTree Asset Management • **Greg Richter**, Chief Executive Officer, Medalists Partners • Moderator: **Alex Shahidi**, Co-CIO, Evoke Advisors	**Chopin 3**
	Breakout #4: Bond Are Back: Finding Opportunities Across the Curve • **Richard Figuly**, Managing Director, J.P. Morgan Asset Management	**Chopin 4**
12:10pm	**LUNCH, Sponsored by J.P. Morgan Asset Management**	**Encore Ballroom**
12:20 – 12:45pm	**AI: Accelerating Growth & Opportunities Across the Innovation Ecosystem** • **Cathie Wood**, CEO & CIO, ARK Investment • Moderator: **Rebecca Burke**, Vice President & Product Specialist, ARK Investment	

12:45 – 12:50pm	**Forbes | SHOOK Directory Exclusive Offer**	
12:50 – 1:10pm	**Session TBD**	
1:10 – 1:30pm	**Three Timely Topics on Domestic & International Markets** • **Adrian Jones**, Portfolio Manager & Senior Research Analyst, First Eagle Investments • **Adam Farstup**, Head of Multi-Asset, Americas, Schroders • Moderator: **David Bahnsen**, The Bahnsen Group	
1:30 – 1:35pm	**SHOOK Ones: My Best Idea**	
1:35 – 1:45pm	**REFRESHMENT BREAK / TRANSITION TO BREAKOUTS**	
1:45 – 2:20pm	**BREAKOUTS**	**Chopin 1–4**
	Breakout #1: Alternative Asset Allocation – Improving Portfolio Outcomes in a Changing Investment Landscape • **Cliff Corso**, President & CIO, Advisors Asset Management	**Chopin 1**
	Breakout #2: Tax Efficiency for Optimum Returns • **Bob Holderith**, Head of PGIM Custom Harvest, PGIM Investments	**Chopin 2**
	Breakout #3: Bond Investing in the New World Disorder • **David Leduc**, Chief Executive Officer, Insight North America • Moderator: **Cynthia Chamberlayne**, Senior Investment Consultant, BNY Mellon Investment Management	**Chopin 3**
	Breakout #4: Ideas from the Fastest Growing Advisors • **Jeff Fratarcangeli**, Fratarcangeli Wealth Management • **Liz Weikes**, J.P. Morgan Wealth Management • Moderator: **Jim Cotchett**, Head of Strategic Client Engagements, First Eagle Investments	**Chopin 4**
2:20 – 2:35pm	**SNACK BREAK / RETURN TO GENERAL SESSION**	**Encore Ballroom**
2:35 – 2:50pm	**GenAI: The Next Platform Shift** • **Beijia Ma**, Head of Equity Strategy, Alkeon Capital Management • *Intro: **John Blau**, Managing Director, Alkeon Capital Management*	

2:50 – 3:05pm	**The Transformative Power of Peership – Family Engagement** • **Todd Silaika**, Merrill Lynch Wealth Management • **Terry Cook**, Parcion Private Wealth • Moderator: **Tobias Donath**, Head of Go-to-Market & Strategy for Institutional Wealth Management Services, Fidelity Investments
3:05 – 3:20pm	**The Evolution of Private Credit: A 30-Year Perspective** • **David Golub**, President, Golub Capital • Moderator: **Adam Epstein**, UBS Private Wealth Management • *Intro: **Thomas Burt**, Managing Director & Head of Private Wealth Americas, Golub Capital*
3:20 – 3:35pm	**Lessons in Leadership: Building Alternatives for the Future** • **Jon Winkelried**, Chief Executive Officer & Director, TPG • Moderator: **Jeremy Beal**, Managing Director, Head of Asset Manager and Insured Solutions, Morgan Stanley Wealth Management • *Intro: **Peter Aliprantis**, Managing Director, Head of Intermediary Distribution, Angelo Gordon*
3:35 – 3:40pm	**SHOOK Ones: My Best Idea** • **Andrew Schultz**, Morgan Stanley Private Wealth Management • *Intro: **Beatrice Ashe,** Sales Manager, Aircraft Sales, Dassault Falcon Jet*
3:40 – 3:55pm	**Compensation, Team Structure, and Culture** • **Mike Barry**, Quorum Private Wealth • **Dale Miller,** Morgan Stanley Wealth Management • Moderator: **Vince Fertitta**, President, Sanctuary Wealth • *Intro: **Jesse Neerdaels,** Senior Investment Consultant, Thornburg*
3:55 – 4:10pm	**Artificial Intelligence and Wealth Management: The End or a New Beginning?** • **Rachel Gottlieb**, UBS Private Wealth Management • Moderator: **Jeff McMillan**, Managing Director & Head of Analytics, Data, and Innovation, Morgan Stanley • *Intro: **Jack Bohnet**, Senior Vice President & Regional Sales Consultant for the Los Angeles Area, Federated Hermes*
4:10 – 4:20pm	**REFRESHMENT BREAK**
4:20 – 4:35pm	**Market Outlook** • **Mike Arone**, Chief Investment Strategist, State Street Global Advisors SPDR ETFs

4:35 – 4:50pm	**Health & Wealth: How Financial Success and Personal Well-Being Are Inseparable** • **Nora Tobin**, Certified Integrative Health Coach • Moderator: **Charles Balducci**, Merrill Lynch Wealth Management	
4:50 – 5:05pm	**The Art of Fixed Income: Skill, Strategy, and a Dash of Luck** • **Richard Figuly**, Managing Director, J.P. Morgan Asset Management • **Ron Insana**	
5:05 – 5:20pm	**Navigating Public and Private Credit Markets** • **David Rosenberg**, Managing Director and Co-Portfolio Manager, Oaktree Diversified Income Fund • Moderator: **Joseph McCullough**, Morgan Stanley Private Wealth Management	
5:20 – 5:35pm	**Insight from America's #1 Advisor** • **Jeff Erdmann**, Merrill Private Wealth Management • Moderator: **Enrico Gaglioti**, Co-President, FS Investments	
5:35 – 5:40pm	**Final Thoughts** • **Frank Berland**, Managing Partner, SHOOK Research	
5:40 – 6:30pm	**RECEPTION**	**Chopin Patio**
6:30pm	**DINE-AROUNDS WITH PARTNERS**	

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THURSDAY, OCTOBER 5

7:30 – 8:30am	**BREAKFAST**	**Promenade**
8:30am	**GENERAL SESSION**	**Encore Ballroom**
8:30 – 8:40am	**Welcome Remarks** • **Liz Shook**, Co-Founder & COO, SHOOK Research	
8:40 – 8:45am	**SHOOK Ones: My Best Idea** • **Will Rose**, UBS Private Wealth Management	
8:45 – 9:00am	**Achieving Scalability in Alternative Investments** • **Sean Harris**, Chief Executive Office, Starwood Real Estate Income Trust • Moderator: **Andrew Burish**, UBS Wealth Management • *Intro: **Kirk Willett**, East Coast Team Lead, Starwood Capital*	
9:00 – 9:20am	**Message Mapping: Getting to the Buying Zone** • **Jeannie Underwood-Kotner**, Senior Vice President, Head of Global Atlantic Consulting	
9:20 – 9:40am	**Navigating the Complexities of Today's High-Net Worth Clients** • **Carlo Panaccione**, Navigation Group • Moderator: **Anna Howard**, Senior Vice President of Private Wealth, LPL Financial	
9:40 – 9:55am	**The Practice of the Future: How Teams, Technology, and the Client Experience Will Set You Apart** • **Joel Bird**, Ameriprise Financial Services • **Tracy Gluck**, J.P. Morgan Wealth Management • Moderator: **Bill Williams**, President & Executive Vice President, Ameriprise Independent Advisors	
9:55 – 10:10am	**REFRESHMENT BREAK**	
10:10 – 10:25am	**Building Elite Financial Teams with Synergy** • **Charles Day**, UBS Private Wealth Management • Moderator: **Rob Dilbone**, Managing Director, Trade-PMR	
10:25 – 10:40am	**Understanding Private Credit in a High Interest Rate Environment** • **Trevor Clark**, Managing Director, Head of Middle Market Direct Lending, Angelo Gordon • **Michael Smith**, Partner & Co-Head, Ares Global Credit Group	
10:40 – 11:00am	**Session TBD**	
11:00 – 11:05am	**SHOOK One's: My Best Idea**	
11:05 – 11:15am	**The Last Word** • **R.J. Shook**, Co-Founder & President, SHOOK Research, Senior Forbes Contributor • **Liz Shook**, Co-Founder & COO, SHOOK Research	