Forbes | SHOOK

TOP TEAMS SUMMIT

	TIME	SESSION & SPEAKER
Tuesday, February 21, 2023	10:00am-4:00pm	Registration - Eden Roc I Foyer
	4:00-6:00pm	Welcome Reception at the Eden Roc Garden
	6:30pm	Dine-Arounds with Partners
Wednesday, February 22, 2023	7:00am-5:00pm	Registration – Eden Roc I Foyer
	7:00-8:00am	Breakfast – Eden Roc II Foyer
	8:00-8:15am	We're Here on Purpose – Eden Roc II Ballroom —R.J. Shook, Co-Founder & President, SHOOK Research, Senior Forbes Contributor
	8:15-8:35am	Traits of a Successful Team with Purpose —David Katz, Merrill Lynch Wealth Management —Colin Parks, UBS Wealth Management —Moderator: KT Gallo, Senior Business Consultant, CEO Advisor Institute, Invesco US —Jonathan Ross, Vice President, Market Leader, Senior Advisor Consultant, Invesco
	8:35-8:45am	SHOOK Ones - Our Team's Best Idea —Marc Ackerman, Wells Fargo Advisors —Francois Viljoen, Wells Fargo Advisors —Moderator: Kevin Adams, Managing Director & Head of National Sales, Wealth Management USA, UBS —Cynthia Chamberlayne, Sr. Investment Consultant, BNY Mellon Investment Mgmt
	8:45-9:05am	Creating Value for Entrepreneurs —Jennifer Morgan, Global Head of Portfolio Operations, Blackstone —Moderator: John Mathews, Managing Director, US Wealth Management and Head of Private Wealth Management, UBS —Joseph Lohrer, Sr. Managing Director & Head of U.S. Retail Sales, Blackstone Private Wealth Solutions
	9:05-9:25am	Keys to a Successful Team —David Berdon, Morgan Stanley Private Wealth Management —William Corbellini, Merrill Private Wealth Management —Moderator: Sue Hadden, Executive Director & Sr. Practice Management Consultant, Morgan Stanley
	9:25-9:40am	Snack Break – Eden Roc II Foyer
	9:40-9:55am	Investing in Private Real Estate Across the Capital Structure – Eden Roc II Ballroom —Zach Vaughan, Managing Partner, Real Estate at Brookfield —Moderator: Louis Chiavacci, Merrill Private Wealth Management —John Sievers, Managing Director and Head of U.S. Sales, Brookfield Oaktree Wealth Solutions
	9:55-10:05am	SHOOK Ones - Our Team's Best Idea —Sara Wendt, Miracle Mile Advisors —Duncan Rolph, Miracle Mile Advisors —Lindsey Nacht, Senior Associate VP, Director of Research, SHOOK Research
	10:05-10:25am	Small Team Changes, Big Results —Alyssa Moeder, Merrill Private Wealth Management —Lyon Polk, Morgan Stanley Private Wealth Management —Moderator: Bill McManus, Vice President, Hartford Funds —Chris Unis, Advisor Consultant, Hartford Funds
	10:25-10:45am	Creating the Right Team Culture —Adam Epstein, UBS Private Wealth Management —Adam Carlin, Morgan Stanley Private Wealth Management —Moderator: John Mathews, Managing Director, Head of Private Wealth Management, UBS —Adam Bobker, Managing Director, Co-Head of Private Wealth Solutions, Fortress

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Wednesday, February 22, 2023

TIME	SESSION & SPEAKER
10:45-11:05am	A Winning Team Mindset. Conversation with hall of famer Calvin Johnson —Calvin "Megatron" Johnson, Pro Football Hall of Fame Inductee Class of 2021 —Ronald Kruszewski, Chairman and CEO, Stifel
11:05-11:20am	Refreshment Break / Transition to Breakouts
11:20am-12:00pm	Concurrent Breakouts Capturing the Upside - Strategies for Commodities Investing Now - Eden Roc I - Salon A —Al Chu, Portfolio Manager, Newton Investment Management —Moderator: Cynthia Chamberlayne, Sr. Investment Consultant, BNY Mellon Investment Management Managing a Highly Efficient Team with a COO - Eden Roc I - Salon B —Emily Fletcher, Managing Director & COO, Merrill Lynch —Robert Retzloff, Chief Operating Officer, Venture Visionary Partners —Moderator: Steve Alch, Managing Director, MLWM Division Executive, Merrill Lynch Family Teams: How to Make it Work - Eden Roc I - Salon C —Nancy Daoud, Ameriprise Financial Services —Nina Daoud, Ameriprise Financial Services —Scott Siegel, Morgan Stanley Wealth Management —Jaynie Siegel, Morgan Stanley Wealth Management —Moderator: Bill Kelly, Executive Director, Head of Northeast Division, FS Investments
12:00-1:05pm	Lunch – Eden Roc II Ballroom
12:05-12:20pm	Forbes/SHOOK – How Top Advisors Are Leveraging Recognition —Kent Pearce, Merrill Lynch Wealth Management —Rupa Jack, Morgan Stanley Wealth Management —Moderator: Frank Berland, Managing Partner, SHOOK Research
12:30-1:05pm	Discussion with Kevin O'Leary —Kevin O'Leary, Chairman, O'Leary Ventures, Star of Shark Tank —Moderator: Jeff Fratarcangeli, Fratarcangeli Wealth Management
1:05-1:15pm	Transition to Breakouts
1:15-1:55pm	Concurrent Breakouts Going Against Your Instincts - Eden Roc I - Salon A —Brian Gallary, Head of Strategy & Consulting, First Trust Portfolios L.P. Team Compensation Structures - Eden Roc I - Salon B —Richard Zinman, Morgan Stanley Private Wealth Management —Scott Tiras, Ameriprise Financial Services —Moderator: Bill McManus, Vice President, Hartford Funds Optimum Client Service Models - Eden Roc I - Salon C —Kerrie Boller, Client Service Manager, Ameriprise Financial Services —Kemar Bennett, Group Director, Morgan Stanley Private Wealth Management —Moderator: Caroline Gundeck, Managing Director, Morgan Stanley
1:55-2:05pm	Refreshment Break / Return to General Session
2:05-2:25pm	What to Expect After the Bubble – Eden Roc II Ballroom —Richard Bernstein, CEO & CIO, Richard Bernstein Advisors —Terry Ober, National Director, Richard Bernstein Advisors
2:25-2:30pm	SHOOK Ones – Our Team's Best Idea —Dryden Pence, Pence Wealth Management —Travis Childrey, Sr. Associate VP , Events, SHOOK Research

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Wednesday, February 22, 2023

TIME	SESSION & SPEAKER
2:30-2:50pm	Teams of the Future: What Will They Look Like and How to Prepare? —Peter Rukeyser, UBS Private Wealth Management —Alex Williams, UBS Private Wealth Management —Wayne Safro, UBS Private Wealth Management —Moderator: Michael Schweitzer, Head of Retail Distribution, Janus Henderson Investors
2:50-3:10pm	Hiring and Retaining Talent —Nestor Vicknair, Merrill Lynch Wealth Management —Kyle Kelley, Merrill Lynch Wealth Management —Raj Dhanda, Global Head of Wealth Management, Ares Wealth Management Solutions —Casey Galligan, Partner & Co-Head of U.S. Distribution, Ares Wealth Management Solutions
3:10-3:30pm	The Supply and Demand of Your Attention —Patrick McAndrew, Founder & CEO, HARA
3:30-3:50pm	Fastest Growing Teams – From Big to Bigger —Richard Jones, Merrill Private Wealth Management —Bruce Burrows, Morgan Stanley Private Wealth Management —Moderator: Steve Samuels, Managing Director, Merrill Lynch Wealth Management —Keeyana St. Aubin, Senior Analyst, SHOOK Research
3:50-4:00pm	Snack Break – Eden Roc II Foyer
4:00-4:20pm	Value Managers Perspective on 2023 – Eden Roc II Ballroom —Matt McLennan, Co-Head of Global Value Team & Portfolio Manager, First Eagle Investments —Moderator: Robert Bruno, Head of US Wealth Solutions, First Eagle Investments
4:20-4:40pm	Team Structure and Compensation Ideas —Craig Findley, Venture Visionary Partners —Michael Valdes, Merrill Private Wealth Management —Moderator: Jim McCarthy, Managing Director, Morgan Stanley —Jenny DeSeno, Associate VP , Project Leader, SHOOK Research
4:40-5:25pm	SHOOK® Showdown – Teams Best Idea Competition —Moderator: Liz Shook, Co-Founder & COO, SHOOK Research —Moderator: Frank Berland, Managing Partner, SHOOK Research —Judge: Heather Crist, Head of Field Engagement, UBS Wealth Management USA —Judge: Ken Correa, Managing Director, National Business Development Executive, Merrill Lynch Wealth Management —Alberto Gonzalez, Divisional Senior Managing Director – WIM Southeast Division Wells Fargo
5:25-5:30pm	Final Thoughts —Frank Berland, Managing Partner, SHOOK Research
5:30-6:30pm	Cocktail Reception at the Eden Roc Garden
6:30pm	Dine-Arounds with Partners

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Thursday, February 23, 2023

TIME	SESSION & SPEAKER
8:00-9:00am	Breakfast – Eden Roc II Foyer
9:00-9:05am	Coffee with Lizzy – Eden Roc II Ballroom —Liz Shook, Co-Founder & COO, SHOOK Research
9:05-9:15am	SHOOK Ones - Our Team's Best Idea —Erin Scannell, Ameriprise Financial Services —Kara Scannell, Marketing Manager, Ameriprise Financial Services —Moderator: Jon Jackson, Sr. Field Vice President at Ameriprise Financial Services —Jordan Merrill, Senior Analyst, SHOOK Research
9:15-9:35am	Succession Planning - Changing of the Guard —Joe Montgomery, Wells Fargo Advisors —Eric Applewhite, Morgan Stanley Wealth Management —Moderator: KT Gallo, Senior Business Consultant, CEO Advisor Institute, Invesco US —Derek Witte, Market Leader, Invesco Consulting Group
9:35-9:55am	Building Elite Financial Teams —Eric Snyder, Merrill Lynch Wealth Management —Charles Balducci, Merrill Lynch Wealth Management —Moderator: Jim Cotchett, Head of Strategic Client Engagement - US Wealth Solutions, First Eagle Investments
9:55-10:15am	Team Profile —Ryan Bristol, UBS Private Wealth Management —Patrick Schaffer, UBS Private Wealth Management —Corey Mazza, UBS Private Wealth Management —Moderator: Dodd Kittsley, National Director, Davis Advisors
10:15-10:30am	Snack Break
10:30 -10:50am	What to Look for When Hiring —Alvin Spencer, Stifel —Brian Doyle, Wells Fargo Advisors —Moderator: Heather Crist, Head of Field Engagement, UBS Wealth Management USA —Erica Horak, Analyst, SHOOK Research
10:50-11:00am	The One Thing —Brian Gallary, Head of Strategy & Consulting, First Trust Portfolios L.P.
11:10-11:20am	SHOOK Ones - Our Team's Best Idea —Mark Thorndyke, Merrill Lynch Wealth Management —Jim Murphy, Merrill Lynch Wealth Management —Erick Lopez, Senior Analyst, SHOOK Research
11:20-11:30am	The Last Word —R.J. Shook, Co-Founder & President, SHOOK Research, Senior Forbes Contributor