Forbes | SHOOK

TOP TEAMS SUMMIT

FEBRUARY 20-22, 2024 | MIAMI BEACH, FL

#ForbesSHOOKTopTeams

Tuesday, February 20, 2024

CE CREDITS AVAILABLE – IMCA/CIMA, 11 credits – CFP, 6.5 credits

TIME	SESSION & SPEAKER	LOCATION
3:00 – 5:00pm	**Registration**	OCEAN LAWN
4:00 – 6:00pm	**Welcome Reception**	OCEAN LAWN
6:30pm	**Dine-Arounds with Partners**	

Wednesday, February 21, 2024

TIME	SESSION & SPEAKER	LOCATION
7:00 – 8:00am	**Breakfast**	GLIMMER BALLROOM
7:30am – 4:00pm	**Registration**	SHIMMER
8:00 – 8:05am	**Welcome, America's Best Teams** • Liz Shook, Co-Founder & COO, SHOOK Research	GLIMMER BALLROOM
8:05 – 8:15am	**The Forever Team** • R.J. Shook, Co-Founder & President, SHOOK Research, Senior Forbes Contributor	
8:15 – 8:20am	**SHOOK Ones – Our Team's Best Idea** • Malia Morales, Merrill Private Wealth Management • *Intro: Andrew Wellington, Founder & CIO, Lyrical Asset Management*	
8:20 – 8:35am	**Building Your Practice with Purpose** • Raj Sharma, Merrill Private Wealth Management • Moderator: John Moninger, Head of U.S. Distribution, Allspring Global Investments	
8:35 – 8:55am	**Growing Your Practice the "Right Way"** • Wendy Holmes, UBS Private Wealth Management • Moderator: Jay Therrien, Managing Director of Executive Consulting, Invesco Global Consulting • *Intro: Richard Rath, Market Leader, VP & Sr. Advisor Consultant, Invesco*	
8:55 – 9:15am	**Leveraging Flow Theory to Prepare for a Successful Transition** • Dr. William Klepper, Academic Director in Executive Education, Columbia Business School • Moderator: Jennifer Tarsney, Managing Director, Head of Advisor Advancement Institute, New York Life Investments • *Intro: Jonathan Weitz, Advisor Consultant, New York Life Investments*	
9:15 – 9:30am	**Snack Break**	
9:30 – 9:50am	**The Infrastructure Super Cycle: Where Brookfield is Seeing Opportunities** • Chloe Berry, Managing Director, Head of the Brookfield Infrastructure Income Fund • Moderator: Katie Hancock, Morgan Stanley Wealth Management	

9:50 – 10:10am	**Advisor to Leader – Mindset Shift** • Jon Kuttin, Ameriprise Financial Services • Nestor Vicknair, Merrill Wealth Management • Moderator: Julie Genjac, Vice President and Managing Director of Applied Insights, Hartford Funds • *Intro: Emily Rae, Advisor Consultant, Hartford Funds*	
10:10 – 10:30am	**Thoughts for Advisors, Teams, and Clients** • David Katz, Merrill Wealth Management • Kevin Sanchez, Graystone Consulting from Morgan Stanley • John Nersesian, Head of Advisor Education, PIMCO • *Intro: Peter Prinstein, Executive Vice President & Head of Private Client Group, PIMCO*	
10:30 – 10:50am	**Private Equity Perspectives on Strengthening your Business** • Chris Harrington, Partner, Head of Financial Services Team, Co-CEO of K-PEC, KKR • Moderator: Ron Basu, Morgan Stanley Private Wealth Management • *Intro: Scott Manniello, Director, Global Wealth Solutions, KKR*	
10:50 – 11:10am	**Teaming for Tomorrow: Building a Pathway to Optimal Performance** • Adam Epstein, UBS Private Wealth Management • Tony Grigonis, Divisional Sales Head, Janus Henderson Investors • *Intro: Jeffrey Pawliger, Director, Advisor Solutions Group, Janus Henderson Investors*	
11:10 – 11:25am	**Refreshment Break**	
11:25am – 12:05pm	**Breakouts**	
	Breakout #1: The Five Most Common Mistakes Advisors are Making • Brian Gallary, Head of Strategy & Consulting, First Trust Portfolios L.P.	**FLICKER 1**
	Breakout #2: Incorporating in Gen X, Y, and Z Into Your Practice • Kent Pearce, Merrill Wealth Management • Jay Canell, J.P. Morgan Wealth Management • Moderator: Robert Milliman, Managing Director, National Sales Manager – IBD Channel, Head of Practice Management, US Wealth Solutions, First Eagle Investments	**FLICKER 2**
	Breakout #3: How to Exceed Client Expectations • Nelrae Ali, Wells Fargo Advisors Financial Network • Corey Mazza, UBS Private Wealth Management • Moderator: Julie Genjac, Vice President & Managing Director of Applied Insight, Hartford Funds	**FLICKER 3**
12:05 – 1:20pm	**Lunch**	**GLIMMER BALLROOM**
12:30 – 12:50pm	**GenAI: The Next Platform Shift** • Beijia Ma, Head of Equity Strategy, Alkeon Capital Management • *Intro: John Blau, Managing Director, Alkeon Capital Management*	
12:50 – 1:20pm	**Discussion with Barry Sternlicht** • Barry Sternlicht, Chairman & CEO, Starwood Capital Group • Moderator: John Mathews, Managing Director, US Wealth Management and Head of Private Wealth Management, UBS • *Intro: Kirk Willett, East Coast Lead, Starwood Capital*	
1:20 – 1:30pm	**Transition to Breakouts**	

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1:30 – 2:10pm	**Breakouts**	
	Breakout #1: Leadership Excellence • Jay Therrien, Managing Director of Executive Consulting, Invesco Global Consulting	**FLICKER 1**
	Breakout #2: Ideas from the Fastest Growing Teams • Jimmy Klein, Morgan Stanley Private Wealth Management • Alex Williams, UBS Private Wealth Management • Moderator: Caroline Gundeck, Managing Director, Morgan Stanley	**FLICKER 2**
	Breakout #3: Hiring, Retaining & Sourcing New Talent • Andy Burish, UBS Wealth Management • Geri Pell, Ameriprise Financial Services • Moderator: Matt Roesser, Senior Field Vice President, Ameriprise Financial Services	**FLICKER 3**
2:10 – 2:20pm	**Refreshment Break / Transition to General Session**	**GLIMMER BALLROOM**
2:20 – 2:35pm	**Avoiding Another Lost Decade in Equities** • Richard Bernstein, CEO & CIO, Richard Bernstein Advisors • *Intro: Tony Grigonis, Divisional Sales Head, Janus Henderson Investors*	
2:35 – 2:50pm	**SHOOK Ones – Our Team's Best Idea** • Liz Weikes, J.P. Morgan Wealth Management • John Slattery, J.P. Morgan Wealth Management • Moderator: Phil Sieg, CEO of J.P. Morgan Advisors • *Intro: John Faron, VP & Sr. Regional Consultant, State Street Global Advisors SPDR*	
2:50 – 3:05pm	**Cutting Through the Noise to Find Value** • Matt McLennan, Co-Head of Global Value Team & Portfolio Manager, First Eagle Investments • Moderator: Troy Nelson, Edward Jones	
3:05 – 3:10pm	**SHOOK Ones – Our Team's Best Idea** • Peter Rohr, Merrill Private Wealth Management • *Intro: Kyle Quinn, Field Sales Executive, Vanguard*	
3:10 – 3:40pm	**In Conversation with Stephen A. Schwarzman: Lessons in Entrepreneurship** • Steve Schwarzman, Chairman, CEO & Co-Founder, Blackstone • Moderator: Joe Lohrer, Head of U.S. Retail Sales, Blackstone Private Wealth Solutions • *Intro: Steve Samuels, Managing Director, Merrill Wealth Management*	
3:40 – 3:50pm	**Snack Break**	
3:50 – 4:10pm	**Team Structure and Compensation** • Michael Valdes, Merrill Private Wealth Management • Jeff Gerson, Morgan Stanley Wealth Management • Moderator: Ken Correa, Managing Director, Head of Business & Client Development, Merrill Wealth Management • *Intro: Bill Kelly, Executive Director, Head of Northeast Division, FS Investment Solutions*	
4:10 – 4:25pm	**SHOOK Ones – Our Team's Best Idea**	

- **Drew Freides**, UBS Private Wealth Management
- **Michael Kanigher**, UBS Private Wealth Management
- Moderator: **Heather Crist,** Managing Director, Market Director and Head of Field Engagement, WM USA, UBS Group AG
- *Intro: **Adam Bobker,** Managing Director, Co-Head of Private Wealth Solutions, Fortress Investment Group*

4:25 – 4:45pm **Conversation, Culture, and Careers**

- **Jeff Erdmann**, Merrill Private Wealth Management
- **Tony Carpentieri**, Merrill Private Wealth Management
- **Kersten Rivas**, Merrill Private Wealth Management
- Moderator: **Chad Colombo**, Principal, Blue Owl Capital
- *Intro: **Lindsey Nacht,** Vice President, Director of Operations, SHOOK Research*

4:45 – 5:25pm **SHOOK Showdown® – Teams Best Idea Competition**

- **Judge: Amy Schoenherr,** SVP, Director of FA & Manager Recognition, Wells Fargo Advisors
- **Judge: Heather Crist,** Managing Director, Market Director and Head of Field Engagement, WM USA, UBS Group AG
- **Judge: Rob Meredith,** Managing Director, Mid-America Regional Director, Morgan Stanley
- Moderator: **Frank Berland**, Managing Partner, SHOOK Research
- Moderator: **Liz Shook**, Co-Founder & COO, SHOOK Research

5:25 – 5:30pm **Cocktails Countdown!**

- **Frank Berland**, Managing Partner, SHOOK Research

5:30 – 6:30pm **Cocktail Reception** **OCEAN LAWN**

6:30pm **Dine Around with Partners**

Thursday, **February 22, 2024**

TIME	SESSION & SPEAKER	LOCATION
8:00 – 9:00am	**Breakfast**	**GLIMMER BALLROOM**

9:00 – 9:05am **Coffee with Lizzy**

- **Liz Shook**, Co-Founder & COO, SHOOK Research

9:05 – 9:25am **Building Successful Teams with Purpose**

- **Andrew Schultz**, Morgan Stanley Private Wealth Management
- Moderator: **Moshe Bajnon**, Partner, Co-Head Private Wealth Partnerships, Ares Wealth Management

9:25 – 9:45am **Changing Course: Integrating a COO to the Team**

- **Scott Siegel**, Morgan Stanley Wealth Management
- **Bill DeMatteo**, Morgan Stanley Wealth Management
- Moderator: **Michael Schweitzer**, Head of Retail Distribution, Janus Henderson Investors
- *Intro: **Jordan Merrill,** Associate VP, Research Manager, SHOOK Research*

9:45 – 10:05am **Mastering Financial Planning to Attract Your Ideal Clients and Talent**

- **Ben Leshem**, HLM Capital Management Group
- **Ken Van Leeuwen**, Advisor with Van Leeuwen & Co., LPL Financial
- Moderator: **Gary Carrai**, Executive Vice President, Advisor Business Strategy, LPL Financial
- *Intro: **Blake Pastore**, Senior Associate VP, Advisor Services, SHOOK Research*

10:05 – 10:25am **Generating Health & Wellness Returns with the CEO of TRX**
- **Jack Daly**, Owner and CEO of TRX
- Moderator: **Charles Balducci**, Merrill Wealth Management

10:25 – 10:40am **Refreshment Break**

10:40 – 11:00am **Structuring Your Service Team for Growth**
- **Alice Kim**, Morgan Stanley Private Wealth Management
- **Dryden Pence**, Pence Wealth Management, LPL Financial
- Moderator: **Christina Gili**, Managing Director and Head of Field Service, Morgan Stanley
- *Intro: **Dylan Ferrante**, Senior Marketing Analyst, SHOOK Research*

11:00 – 11:05am **SHOOK Ones – Our Team's Best Idea**
- **Edythe De Marco,** Merrill Wealth Management

11:05 – 11:25am **3 Opportunities for Future-Focused Teams**
- **Jackie Wilke**, Vice President & Advisor Consultant, First Trust

11:25 – 11:30am **The Last Word**
- **Liz Shook**, Co-Founder & COO, SHOOK Research