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TOP ADVISOR SUMMIT

ENCORE AT WYNN, LAS VEGAS

#ForbesSHOOKTopAdvisor

Monday, **October 2, 2023**

TIME	SESSION & SPEAKER	LOCATION
3:00 – 6:00pm	**REGISTRATION**	**Brahms 1 &2**
6:00 – 8:00pm	**PRE-PARTY**, hosted by First Trust	**La Cave**

Tuesday, **October 3, 2023**

TIME	SESSION & SPEAKER	LOCATION
10:00am – 5:00pm	**REGISTRATION**	**Brahms 1 &2**
2:00pm	**PRE-CONFERENCE SESSIONS**	**Beethoven**
2:00 – 2:25pm	**Pre-Con 1: 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 • Moderator: **Trey Sgroi**, Senior Sales Development Manager, Capital Group, Home of American Funds	
3:35 – 4:00pm	**Pre-Con 5: Technology or Tulips: A Discussion 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**

- **Mark Thorndyke**, Merrill Lynch 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
- *Intro: **Keeyana St. Aubin**, Senior Analyst, SHOOK Research*

4:40 – 5:10pm **Pre-Con 8: SHOOK Showdown – Best Idea Competition**

- Judge: **Caroline Gundeck**, Managing Director, Morgan Stanley
- Judge: **Krista Goryl**, Head of HNW Strategy & Growth, Wells Fargo Wealth & Investment Management
- Judge: **Jeff Markham**, Vice Chairman, Merrill Lynch Wealth Management

5:30 – 6:30pm **COCKTAIL RECEPTION** **Chopin Patio**

6:30pm **GALA DINNER** **Encore Ballroom**

6:45pm **Welcome to Our Very Special Event**

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

6:55pm **How Do You Want to Be Judged?**

- **R.J. Shook**, Co-Founder & President, SHOOK Research, Senior Forbes Contributor
- *Intro: **Dan Affetto**, Managing Director, National Sales, First Trust Portfolios*

7:25pm **Securing Tomorrow Today: Navigating The Space and Defense Frontier**

- **Jim Cantrell**, Founding Team, SpaceX, CEO & President, Phantom Space Corporation
- **Charles Miller**, Co-Founder & CEO, Lynk Global
- Moderator: **Ronald Kruszewski**, Chairman & CEO, Stifel
- *Intro: **Phil Scully**, General Partner, Balerion Space Ventures*

Wednesday, October 4, 2023

TIME	SESSION & SPEAKER	LOCATION
8:00am – 4:00pm	**REGISTRATION**	**Brahms 1 & 2**
7:00 – 8:00am	**BREAKFAST**	**Promenade**
8:00am	**GENERAL SESSION**	**Encore Ballroom**
8:00 – 8:10am	**Good Morning!** • **Frank Berland**, Managing Partner, SHOOK Research	
8:10 – 8:15am	**SHOOK Ones: My Best Idea** • **Michelle Mayer**, Merrill Private Wealth Management • *Intro: **Connor Hawkinson**, Regional Director, New England, Global X ETFs*	
8:15 – 8:30am	**Developing a Sustainable Practice & Succession Plan** • **John Shadden**, Morgan Stanley Private Wealth Management • Moderator: **Paul Brunswick**, Head of Invesco Global Consulting, Invesco • *Intro: **Chris Collie**, Senior Advisor Consultant, Invesco*	
8:30 – 8:50am	**Maximizing Tax Efficiencies with Direct Indexing Strategies** • **Robert 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**, CNBC Senior Analyst, Senior Advisor to Schroders, by Hartford Funds	
8:50 – 9:05am	**Optimizing Equity: Balancing Public-Private Allocations** • **Christopher James**, Chairperson, Blackstone Private Equity Strategies • Moderator: **Joe Lohrer**, Senior Managing Director & Head of U.S. Retail Sales, Blackstone Private Wealth Solutions • *Intro: **Michael Dupuis**, Managing Director, Blackstone Private Wealth Solutions*	
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	**Seizing the Opportunity in Private Markets: Building Differentiated & Diversified Client Portfolios** • **Sean Connor**, President, Global Private Wealth, Blue Owl Capital • Moderator: **Victor Livingstone**, Morgan Stanley Private Wealth Management • *Intro: **Madeleine Sinclair**, Head of North American Distribution, 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 – 10:55am	**The Future of Our Practices** • **Mark Curtis**, Graystone Consulting from Morgan Stanley • **Nestor Vicknair**, Merrill Lynch Wealth Management • Moderator: **Michael Schweitzer**, Head of North America Client Group, Janus Henderson Investors	
10:55-11:00am	**SHOOK Ones: My Best Idea** • **Mark Binder**, UBS Private Wealth Management	
11:00 – 11:15am	**Unlocking Private Equity for Individual Investors** • **Alisa Wood**, Partner & Co-CEO, KKR Private Equity Conglomerate • Moderator: **Chuck Korasick**, UBS Private Wealth Management • *Intro: **Sean Nelson**, Managing Director, Client and Partner Group, KKR*	
11:15 – 11:30am	**SNACK BREAK / TRANSITION TO BREAKOUTS**	
11:30am–12:05pm	**BREAKOUTS**	**Chopin 1-4**
	Breakout #1: The New Client Experience Now • **Jackie Wilke**, Vice President & Advisor Consultant, First Trust	Chopin 1
	Breakout #2: Transitioning Your Practice: The Importance of Succession Planning • **Bruce Burrows**, Morgan Stanley Private Wealth Management • **Dryden Pence**, Pence Wealth Management, LPL Financial • Moderator: **Paul Brunswick**, Head of Invesco Global Consulting, Invesco	Chopin 2
	Breakout #3: Tax Efficiencies for Optimum Returns	Chopin 3

- Robert Holderith, Head of PGIM Custom Harvest, PGIM Investments
- Moderator: James Rimmel, UBS Wealth Management

Breakout #4: Bonds Are Back: Finding Opportunities Across the Curve — Chopin 4

- Richard Figuly, Managing Director, J.P. Morgan Asset Management
- Moderator: Jim George, Managing Director, Client Advisor, J.P. Morgan Asset Management

12:05pm — **LUNCH, Presented by J.P. Morgan Asset Management** — **Encore Ballroom**

- Mike Bailey, National Sales Manager, Wealth Management Channel, J.P. Morgan Asset Management

12:20 – 12:25pm — **Update: Saving Our Children**

- Elizabeth Crippen Allen, Chief Executive Officer, Children's Cancer Research Fund

12:25 – 12:50pm — **AI: Accelerating Growth & Opportunities Across the Innovation Ecosystem**

- Cathie Wood, CEO & CIO, ARK Investment
- Moderator: Rebecca Burke, Vice President & Product Specialist, ARK Investment

12:50 – 12:55pm — **Forbes | SHOOK Taking Advantage of Your Forbes Recognition**

- Paul Reiss, Senior Vice President, Accolades & Strategic Partnerships, Forbes

12:55 - 1:15pm — **Timely Topics on Domestic & International Markets**

- Adrian Jones, Portfolio Manager & Senior Research Analyst, First Eagle Investments
- Adam Farstrup, Head of Multi-Asset, Americas, Schroders
- Moderator: David Bahnsen, The Bahnsen Group

1:15 - 1:20pm — **SHOOK Ones: My Best Idea**

- Chris Cooke, Cooke Financial Group

1:20 - 1:30pm — **REFRESHMENT BREAK / TRANSITION TO BREAKOUTS**

1:30 - 2:05pm — **BREAKOUTS** — **Chopin 1–4**

Breakout #1: Alternative Asset Allocation – Improving Portfolio Outcomes in a Changing Investment Landscape — **Chopin 1**

- Cliff Corso, President & CIO, Advisors Asset Management

Breakout #2: Once in a (Long) Cycle - Opportunities in Credit — **Chopin 2**

- Claudio Macchetto, Managing Director, GoldenTree Asset Management
- James Bruno, Managing Director, Brookfield Oaktree Wealth Solutions

- **Greg Richter**, Chief Executive Officer, Medalist Partners
- Moderator: **Alex Shahidi**, Co-CIO, Evoke Advisors

	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 Engagement, First Eagle Investments	**Chopin 4**
2:05 – 2:20pm	**SNACK BREAK / RETURN TO GENERAL SESSION**	**Encore Ballroom**
2:20 - 2:35pm	**GenAI: The Next Platform Shift** • **Beijia Ma**, Head of Equity Strategy, Alkeon Capital Management • *Intro: **John Blau**, Managing Director, Alkeon Capital Management*	
2:35 - 2:55pm	**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 • *Intro: **Blake Pastore**, Senior Associate VP, Advisor Services, SHOOK Research*	
2:55 - 3:10pm	**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*	
3:10 - 3:25pm	**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*	
3:25 - 3:30pm	**SHOOK Ones: My Best Idea** • **Andrew Schultz**, Morgan Stanley Private Wealth Management • *Intro: **Beatrice Ashe,** Sales Manager, Aircraft Sales, Dassault Falcon Jet*	
3:30 - 3:50pm	**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*

3:50 - 4:05pm **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*

4:05 – 4:15pm **REFRESHMENT BREAK**

4:15 – 4:30pm **Market Outlook: Investing with Caution and Courage**

- **Mike Arone,** Chief Investment Strategist, State Street Global Advisors SPDR ETFs
- Moderator: **Ron Insana**, CNBC Senior Analyst, Senior Advisor to Schroders, by Hartford Funds
- *Intro: **Michael McIlravy,** Divisional Director, State Street Global Advisors SPDR ETFs*

4:30 – 4:45pm **Health & Wealth: How Financial Success and Personal Well-Being Are Inseparable**

- **Nora Tobin,** Certified Integrative Health Coach
- Moderator: **Charles Balducci**, Merrill Lynch Wealth Management
- *Intro: **Lindsey Nacht**, Vice President, Director of Operations, SHOOK Research*

4:45 – 5:00pm **The Art of Fixed Income: Skill, Strategy, and a Dash of Luck**

- **Richard Figuly**, Managing Director, J.P. Morgan Asset Management
- Moderator: **Ron Insana**, CNBC Senior Analyst, Senior Advisor to Schroders, by Hartford Funds
- *Intro: **Greg Perelman,** Client Advisor, J.P. Morgan Asset Management*

5:00 – 5:15pm **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

5:15 – 5:30pm **Insights from America's #1 Advisor**

- **Jeff Erdmann**, Merrill Private Wealth Management
- Moderator: **Enrico Gaglioti**, Co-President, FS Investments
- *Intro: **Kirsten Pickens**, Managing Director, Co-Head of US Distributions, FS Investments*

5:30 – 5:35pm	**Let's Get to Cocktails!** • **Frank Berland**, Managing Partner, SHOOK Research	
5:30 – 6:30pm	**COCKTAIL RECEPTION**	**Chopin Patio**
6:30pm	**DINE-AROUNDS WITH PARTNERS**	

Thursday, **October 5, 2023**

TIME	**SESSION & SPEAKER**	**LOCATION**
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** • **Andrew Burish**, UBS Wealth Management • Moderator: **Sean Harris**, Chief Executive Officer, Starwood Real Estate Income Trust • *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** • **Brian Werdesheim**, Oppenheimer • **Carlo Panaccione**, Navigation Group, LPL Financial • Moderator: **Anna Howard**, Senior Vice President of Private Wealth, LPL Financial • *Intro: **Erick Lopez**, Senior Analyst, SHOOK Research*	
9:40 – 10:00am	**The Practice of the Future: How Teams, Technology, and the Client Experience Will Set You Apart** • **Joel Bird**, Ameriprise Financial Services • **Tracey Gluck**, J.P. Morgan Wealth Management • Moderator: **Bill Williams**, Executive Vice President, President Ameriprise Independent Advisors • *Intro: **Jordan Merrill**, Senior Analyst, SHOOK Research*	
10:00 – 10:15am	**REFRESHMENT BREAK**	

10:15 – 10:35am **Building a Team with Purpose**

- **Charles Day**, UBS Private Wealth Management
- **Marc Ackerman,** Wells Fargo Advisors
- Moderator: **Rob Dilbone**, Managing Director, Trade-PMR

10:35 – 10:55am **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
- Moderator: **Gary Wayne**, Center Street Capital Advisors

10:55 – 11:00am **SHOOK Ones: My Best Idea**

- **Michael Poppo**, UBS Wealth Management

11:00 – 11:05am **The Last Word**

- **R.J. Shook**, Co-Founder & President, SHOOK Research, Senior Forbes Contributor
- **Liz Shook**, Co-Founder & COO, SHOOK Research