

T O P I N D E P E N D E N T A D V I S O R S S U M M I T

EXPLORE · EXPAND · EXCEL · MARCH 22 - 24 · ORLANDO, FL

WEDNESDAY, MARCH 22, 2017

11:00 am - 8:00 pm	Check In & Registration	Plaza Registration
12:00 pm - 2:00 pm	Networking Lunch	Da Vinci Lawn
2:00 pm - 4:00 pm	<p>PRE-CONFERENCE SESSION Rethinking Your Core: Innovative Ways to Approach Your Allocation Decision CFP IMCA Marie Dzanis, Head of Intermediary Distribution, Northern Trust Asset Management Chris Huemmer, Senior Investment Strategist, FlexShares Abdur Nimeri, Ph.D., Senior Investment Strategist, FlexShares</p> <p>Different By Design: FlexShares Built for Client Outcomes Michael Fardy, National Sales Manager, FlexShares</p>	Napoli
5:30 pm - 6:30 pm	Cocktail Reception	Ritz-Carlton Ballroom Foyer
6:30 pm - 8:30 pm	<p>WELCOME DINNER & SPEAKER Exponential Organizations Salim Ismail, CEO of ExO Works, Best-Selling Author, Executive Director of Singularity University, and Former Vice President of Yahoo!</p>	Ritz-Carlton 3
8:30 pm - 10:00 pm	<p>Top 100 Cocktail Reception <i>(Barron's ranked advisors past and present)</i></p>	Da Vinci Terrace

THURSDAY, MARCH 23, 2017

7:00 am - 6:00 pm	Registration / Information Desk	Plaza Registration
7:00 am - 8:00 am	Breakfast	Ritz-Carlton Ballroom Foyer
8:00 am - 9:00 am	<p>GENERAL SESSION Managing Your Business for the Future IMCA Moderated By: Sterling Shea, Associate Publisher, Head of Wealth Management Programs, <i>Barron's</i> Bernie Clark, Executive Vice President, Charles Schwab & Co. David Canter, Head of the RIA Segment, Fidelity Investments Tom Nally, President, TD Ameritrade Institutional Mark Tibergien, Chief Executive Officer and Managing Director, Pershing Advisor Solutions</p>	Ritz-Carlton 3
9:00 am - 9:15 am	Refreshment Break	Ritz-Carlton Ballroom Foyer

Attendees of the Barron's Top Independent Advisors Summit can apply for 9 CE CFP credits & 11 CE hours (toward CIMA®/CIMC®/CPWA® designations). Please have your badge scanned at the door of every session.

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THURSDAY, MARCH 23, 2017

9:15 am - 10:05 am

CONCURRENT BREAKOUTS

Succession, Continuity Planning and Next Generation Talent
 Moderated By: **John Furey**, Advisor Growth Strategies, LLC
Brent Brodeski, Savant Capital Management
John Burns, Exencial Wealth Advisors
Ron Carson, Carson Wealth Management
Jeff Concepcion, Stratos Wealth Partners
Matt Cooper, Beacon Pointe Wealth Advisors
Jack Petersen, Summit Trail Advisors

Ritz-Carlton 5

The Truth About Your Future **IMCA**
Ric Edelman, Edelman Financial Services, LLC

Plaza Ballroom

The Artful DealMaker, Getting More Value from
 Mergers and Acquisitions
Jeff Dekko, Wealth Enhancement Group
Dan Seivert, CEO and Managing Partner, Echelon Partners

Tuscany C

Embracing the Illiquidity Premium **CFP** **IMCA**
 Moderated By: **Bob Glovsky**, The Colony Group
Michael Gavisier, Managing Director, Client & Partner Group, KKR & Co. L.P.
Allan Swaringen, President & CEO, JLL Income Property Trust
Mark Yusko, Chief Executive Officer & Chief Investment Officer,
 Morgan Creek Capital Management

Tuscany D

10:05 am - 10:30 am

Networking Break

Ritz-Carlton Ballroom Foyer

10:30 am - 11:20 am

CONCURRENT BREAKOUTS

Accelerating Growth Through New Client Acquisition
 Moderated By: **Brad Losson**, VP & National Managing Director, Advisor Services
 Relationship Management, Charles Schwab & C0o.
Kay Lynn Mayhue, Botsford Financial Group
Spuds Powell, Kayne Anderson Rudnick Investment Management
Eric Propper, Atlantic Trust

Ritz-Carlton 5

Pricing: The End of the AUM Fee Model? **IMCA**
Mike Krol, Waldron Private Wealth
John Waldron, Waldron Private Wealth

Plaza Ballroom

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THURSDAY, MARCH 23, 2017

10:30 am - 11:20 am	CONCURRENT BREAKOUTS CONT'D	
	The Future of Financial Planning in a Digital Age CFP IMCA Michael Kitces , Partner and Director of Research, Pinnacle Advisor Group	Tuscany C
	What's Missing From the Smart Beta Discussion – The Importance of Implementation CFP IMCA Wes Crill , Vice President, Dimensional Fund Advisors	Tuscany D
11:20 am - 11:35 am	Refreshment Break	Ritz-Carlton Ballroom Foyer
11:35 am - 12:25 pm	GENERAL SESSION	Ritz-Carlton 3
	Fear or Greed: Client Reactions to Policy Reforms and Market Sentiment CFP IMCA Moderated By: Brad McMillan , Chief Investment Officer, Commonwealth Financial Network David Iben , Chief Investment Officer & Lead Portfolio Manager, Kopernick Brian Wesbury , Chief Economist, First Trust Advisors	
12:25 pm - 1:30 pm	LUNCH	Ritz-Carlton 3
1:30 pm - 1:45 pm	Refreshment Break	Ritz-Carlton Ballroom Foyer
1:45 pm - 2:35 pm	CONCURRENT BREAKOUTS	
	How to Avoid Bias and Distortion to Accurately Manage Risk CFP Moderated By: Brian Hamburger, JD , Founder, President, CEO, MarketCounsel Sharron Ash , Chief Litigation Counsel, Hamburger Law Firm Cheryl Vohland, JD , Chief Operating Officer & Chief Strategy Officer, Mariner Wealth Advisors Elliot Weissbluth , CEO, HighTower	Ritz-Carlton 5
	Cultivating a Culture of Mentorship and Sponsorship Robert Balentine , Balentine Brittain Prigge , Balentine	Plaza Ballroom

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THURSDAY, MARCH 23, 2017

1:45 pm - 2:35 pm

CONCURRENT BREAKOUTS CONT'D

Finding Yield: The Evolving Profile of Bond and Equity Markets **CFP** **IMCA** Tuscany C
 Moderated By: **Gerard Klingman**, Klingman & Associates, LLC
Krishna Memani, Chief Investment Officer & Portfolio Manager,
 OppenheimerFunds
Matthew Nest, Global Head of Fixed Income and Alternatives Strategy,
 State Street Global Advisors

Alternatives: Separating the Idea from the Behavior **CFP** **IMCA** Tuscany D
Rick Brink, Senior Vice President, Market Strategist, AB (AllianceBernstein)
 Interviewed By: **Rick Buoncore**, MAI Capital Management, Inc.

2:35 pm - 2:50 pm

Networking Break

Ritz-Carlton Ballroom Foyer

2:50 pm - 3:40 pm

CONCURRENT BREAKOUTS

The Future of the Fiduciary Model **CFP** **IMCA** Ritz-Carlton 5
 Moderated By: **David Canter**, Head of the RIA Segment, Fidelity Investments
Marty Bicknell, Mariner Wealth Advisors
Paul Pagnato, Pagnato Karp

Thinking Merger or Acquisition? Plaza Ballroom
 The Ten Value Drivers That Matter Most
Ray Sclafani, CEO, ClientWise

Intergenerational Wealth Transfer: Managing The Transition **CFP** **IMCA** Tuscany C
 Moderated By: **Robert Clarfeld**, Clarfeld Financial Advisors
Bill Cass, Director, Wealth Management Programs, Putnam Retail Management
Christopher Hennessey, Lawyer & CPA Member, Putnam Business Advisory Group

Demystifying Factor Investing: Help Investors Build More Efficient Portfolios **CFP** **IMCA** Tuscany D
 Moderated By: **Ted Cronin**, Manchester Capital Management, LLC
Robert Bush, Director, Thought Leadership US ETF's, Deutsche
 Asset Management
Robert Hum, Senior Strategist, Smart Beta, BlackRock

3:40 pm - 3:55 pm

Refreshment Break

Ritz-Carlton Ballroom Foyer



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4:00 pm - 5:00 pm	GENERAL SESSION A Life's Work: A Conversation with Kareem Abdul-Jabbar Kareem Abdul-Jabbar , NBA's All Time Leading Scorer and Founder of SkyHook Foundation	Ritz-Carlton 3
5:00 pm - 6:00 pm	Cocktail Reception	Ritz-Carlton Ballroom Foyer

FRIDAY, MARCH 24, 2017

7:00 am - 11:00 am	Registration / Information Desk	Plaza Registration
7:00 am - 8:00 am	Breakfast	Ritz-Carlton Ballroom Foyer
8:00 am - 8:40 am	GENERAL SESSION The Indispensable Advisor in 2020 Joe Duran , CEO & Founding Partner, United Capital	Ritz-Carlton 3
8:40 am - 8:50 am	Refreshment Break	Ritz-Carlton Ballroom Foyer
8:50 am - 9:40 am	CONCURRENT BREAKOUTS	
	Team Development: Leveraging Elite Talent to Generate Business Growth Moderated By: Shirl Penney , Founder, President & CEO, Dynasty Financial Partners Kim Ciccarelli Kantor , Ciccarelli Advisor Services Frank Marzano , GM Advisory Group Grant Rawdin , Wescott Financial Advisor Group, LLC	Ritz-Carlton 5
	Simple Strategies for Maximizing Productivity Kip Gregory , Founder, The Gregory Group	Plaza Ballroom
	Incorporating Commodities into Your Asset Allocation   John Love , President & CEO, US Commodity Funds Interviewed By: Joshua Gross , Mill Creek Capital Advisors, LLC	Tuscany C
9:40 am - 9:50 am	Refreshment Break	Ritz-Carlton Ballroom Foyer

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FRIDAY, March 24, 2017

9:50 am - 10:40 am	CONCURRENT BREAKOUTS	
	Video and Social Media Marketing Moderated By: Kate Healy , Managing Director of Marketing, TD Ameritrade Institutional Andy Berg , Homrich Berg David Kudla , Mainstay Capital Management, LLC	Ritz-Carlton 5
	Leveraging Manager Partnerships to Achieve 10x Growth Robert Forrester , Senior Vice President, Managing Director – Western Division, AB (AllianceBernstein) Dryden Pence , Pence Wealth Management	Plaza Ballroom
	The Changing Landscape of Investment Advice: Wealth Management Automation and Advisor Practice Disruption   Joel Dickson , Ph.D., Head of Investment R&D, Vanguard	Tuscany C
10:40 am - 10:50 am	Refreshment Break	Ritz-Carlton Ballroom Foyer
10:50 am - 11:35 am	GENERAL SESSION Navigating the Political Climate Amy Walter , National Editor of the <i>Cook Political Report</i>	Ritz Carlton 3