



March 20-22
2019

SALT LAKE CITY

WEDNESDAY, MARCH 20, 2019

11:00 AM – 8:00 PM

REGISTRATION

Grand Ballroom Foyer

11:00 AM – 4:00 PM

BLOCKCHAIN AND CRYPTO-ASSETS SPECIAL EVENT

Imperial A

Exploration of the Blockchain/Crypto Infrastructure
Blockchain and Cryptocurrency: Perspectives from Institutional Investors and the Impact on Financial Services
Institutional Interest in Digital Assets
Making Assets Fungible: the Future of Asset Tokenization
Investing in Blockchain Funds
Crypto Portfolio Tracking and Blockchain Tech Integrations
Advisors, Crypto and the Outlook for ETFs
Is Blockchain/Crypto a Game-Changing Revolution, or a Bunch of Tulip Bulbs?
Crypto: Is It an Alternative Asset Class?
Why Allocate to Digital Assets?

CFP I-W

4.50 CE CFP credits & 4 CE hours (toward CIMA®/CIMC®/CPWA®)

5:30 PM – 6:30 PM

COCKTAIL RECEPTION

Grand Ballroom Reception

6:30 pm – 8:30 pm

WELCOME DINNER & SPEAKER

Grand Ballroom BC

Leaders: Myth and Reality
Stanley McChrystal, Former Commander of the U.S. International Forces in Afghanistan, Co-Founder of the McChrystal Group, Best-Selling Author

8:30 PM – 10:00 PM

TOP 100 COCKTAIL RECEPTION

Gibson Lounge

For Ranked Advisors Past and Present

THURSDAY, MARCH 21, 2019

8:00 AM – 6:00 PM

REGISTRATION

Grand Ballroom Foyer

8:00 AM – 9:00 AM

BREAKFAST

Grand Ballroom Reception

Attendees of the Barron's Independent Summit can apply for 7 CE CFP credits & 9 CE hours (toward CIMA®/CIMC®/CPWA® designations). Please scan your badge at the door.

Issued 3/13/2019 at 9:28:16 AM



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SALT LAKE CITY

9:00 AM – 9:50 AM
Grand Ballroom BC

GENERAL SESSION

The Future of the Independent Industry: The Leadership Perspective
David Canter, Head of the RIA Segment, Fidelity Clearing & Custody Solutions

Bernie Clark, Executive Vice President and Head of Schwab Advisor Services, Charles Schwab Corporation

Tom Nally, President, TD Ameritrade Institutional

Mark Tibergien, Chief Executive Officer and Managing Director of Advisor Solutions, BNY Mellon|Pershing

Moderator: **Sterling Shea**, Global Head of Wealth & Asset Management, Dow Jones

I-W

9:50 AM – 10:00 AM
Grand Ballroom Reception

REFRESHMENT BREAK

10:00 AM – 10:50 AM
Grand Ballroom A

BREAKOUTS

Corporate Governance & High Level Decision Making

Brent Brodeski, Savant Capital Management

John Burns, Exencial Wealth Advisors

Ron Carson, Carson Group

Jeff Concepcion, Stratos Wealth Partners

Matt Cooper, Beacon Pointe Wealth Advisors

Jack Petersen, Summit Trail Advisors

Moderator: **John Furey**, Founder, Advisor Growth Strategies, LLC

Imperial A

M&A: What it Means to be a Buyer

Scott Hanson, Hanson McClain Advisors

Brandon Kawal, Principal, Advisor Growth Strategies

Liz Nesvold, Founder and Managing Partner, Silver Lane Advisors

Moderator: **Matt Brinker**, Chief Business Development Officer and Head of Acquisitions, United Capital

Imperial B

Future of Financial Planning in the Digital Age

Michael Kitces, Partner and Director of Wealth Management, Pinnacle Advisory Group

I-W

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|---|--|---------|
| Imperial C | Market Pulse: A Beacon in the Storm (Positioning Your Portfolio for the Year Ahead) Stephen Blumenthal , Chairman & CIO, CMG Capital Management Group Ed Lopez , Head of ETF Product, VanEck | CFP I-W |
| 10:50 AM – 11:00 AM Grand Ballroom Reception | REFRESHMENT BREAK | |
| 11:00 AM – 11:50 AM Grand Ballroom A | BREAKOUTS Delivering a Positive Client Experience: Perspectives and Viewpoints Joe Duran , United Capital Joseph Michelli , Speaker and Author, “The Zappos Experience” Arthur Rubinfeld , Previous Chief Creative Officer and President of Global Innovation, Starbucks Moderator: Sterling Shea , Global Head, Dow Jones Wealth & Asset Management | |
| Imperial A | How Long Until the Next U.S. Recession...and What to Do About It Darrell Spence , U.S. Economist, Capital Group | CFP I-W |
| Imperial B | Assembling Human Capital to Create an Optimal Team Larry Miles , AdvicePeriod Dryden Pence , LPL Financial Moderator: George Tamer , Managing Director of Strategic Relationships, TD Ameritrade | |
| Imperial C | Picking the Lock of Complexity Impacting Independent Advisors Today Tim Wilkinson , Vice President, CEO Advisor Executive Consultant, OppenheimerFunds | I-W |
| 11:50 AM – 12:00 PM Grand Ballroom Reception | REFRESHMENT BREAK | |
| 12:00 PM – 1:00 PM Grand Ballroom BC | LUNCH | |

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1:00 PM – 1:50 PM
Grand Ballroom BC

GENERAL SESSION

Macro Market Outlook for 2019

Michael Arone, Managing Director and Chief Investment Strategist, State Street Global Advisors

Kevin Baum, Chief Investment Officer, USCF

David Bianco, Chief Investment Strategist for the Americas, Head of U.S. Active Equity Management, DWS

Moderator: **Burt White**, Chief Investment Officer, LPL Financial

CFP I-W

1:50 PM – 2:00 PM
Grand Ballroom Reception

REFRESHMENT BREAK

2:00 PM – 2:50 PM
Grand Ballroom A

BREAKOUTS

Gridiron Genius: A Master Class in Building a Winning Organization and Culture

Mike Lombardi, Former NFL General Manager and Director of Player Personnel (sponsored by Virtus)

Imperial A

What Opportunities Digital Advice Technology Presents to Advisors to Increase Firm Efficiency, Segment Markets, Clients, and Increase Engagement

Ken Schapiro, Condor Capital Management

I-W

Imperial B

Limitless: Climb to New HNW Heights with a Differentiated Service Offering

Richard Joyner, Tolleson Wealth Management

Jack Petersen, Summit Trail Advisors

Joseph Polakoff, Keebeck Wealth Management

Moderator: **Sean Keenan**, Director of Business Development, Advisor Solutions, BNY Mellon|Pershing

I-W

Imperial C

Alternative Asset Investing: Digital Asset Market & Cryptocurrencies

Matt Jennings, CEO and Co-Founder, Kingdom Trust

Moderator: **David Kudla**, Mainstay Capital Management, LLC

CFP I-W

2:50 PM – 3:00 PM
Grand Ballroom Reception

REFRESHMENT BREAK

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SALT LAKE CITY

3:00 PM – 3:50 PM
Grand Ballroom A

BREAKOUTS

New Business Strategies for Growth
Robert Balentine, Balentine
John Hyland, Private Advisor Group
Jana Shoulders, Mariner Wealth Advisors
Moderator: **Brad Losson**, VP & National Managing Director, Relationship Management, Charles Schwab Advisor Services

Imperial A

Single Pane of Glass: The Shift from Disjointed Technology to an Integrated Immersive Experience
Ron Carson, Carson Group

I-W

Imperial B

Taking Your Team to New Heights: How to Build and Manage an Elite Team
Robert Milliman, West Divisional Manager, First Eagle Investment Management

Imperial C

Need a Fixed Income Workout? Try a Barbell for Strength and Flexibility
Mark Carlson, Senior Investment Strategist, FlexShares
Michael Fardy, National Sales Manager, FlexShares
Moderator: **Darlene Murphy**, Wellesley Asset Management

CFP I-W

3:50 PM – 4:00 PM
Grand Ballroom Reception

REFRESHMENT BREAK

4:00 PM – 5:00 PM
Grand Ballroom BC

GENERAL SESSION

ScratchWorks: Reimagining Financial Technology
Marty Bicknell, Mariner Wealth Advisors
Richard Burrige, Founding Partner, Chief Executive Officer & Co-Chief Investment Officer, RMB Capital Management
Shannon Eusey, Beacon Pointe Advisors
Jon Jones, Chief Executive Officer, Brighton Jones
Michael Nathanson, The Colony Group
Host: **David Canter**, Head of the RIA Segment, Fidelity Clearing & Custody Solutions

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SALT LAKE CITY

5:00 PM – 6:00 PM **COCKTAIL RECEPTION**
Grand Ballroom Reception

FRIDAY, MARCH 22, 2019

8:00 AM – 11:30 AM **REGISTRATION**
Grand Ballroom Foyer

8:00 AM – 9:00 AM **BREAKFAST**
Grand Ballroom Reception

9:00 AM – 9:40 AM **GENERAL SESSION**
Grand Ballroom BC
Disruption and Change - What to Expect in the Year to Come **I-W**
Megan Fielding, Senior Director, Responsible Investment, Nuveen
Jodi Perry, President of Independent Contractors Division, Raymond
James
Moderator: **Jennifer Ellison**, BOS Invest

9:40 AM – 9:45 AM **REFRESHMENT BREAK**
Grand Ballroom Reception

9:45 AM – 10:15 AM **GENERAL SESSION**
Grand Ballroom BC
The Antidote to Conventional Wisdom **CFP I-W**
Brian Wesbury, Chief Economist, First Trust Advisors L.P.

10:15 AM – 10:25 AM **REFRESHMENT BREAK**
Grand Ballroom Reception

10:25 AM – 11:35 AM **GENERAL SESSION**
Grand Ballroom BC
Regulation & Oversight - a View to the Future **CFP I-W**
Michael Piwowar, Former SEC Commissioner
Interviewer: **David Armstrong**, Monument Wealth Management

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