Annual Private Wealth Management Conference
Thursday, December 2, 2021
8:30 AM – 5:00 PM
Convene CityView
30 South 17th Street, Philadelphia, PA

08:00 AM - 08:45 AM

- Registration and Continental Breakfast
- Networking
- Housekeeping and Introductions

08:45 AM - 9:40 AM

Wealth & Estate Planning Strategies: Planning for Year-end and Beyond

Much uncertainty remains with potential tax law changes that may affect estate planning strategies. Our panel will discuss the critical components of the proposed legislation and describe the impacts on estate planning strategies for clients.

Moderator**: Bill Hagan, CFA,** Director & Senior Portfolio Manager**,** Hirtle, Callaghan & Co.

Panelists:

Carl Fiore
Managing Director, Anderson
Helene Jaron
Chair, Private Client Services, Cozen O'Connor
David K. Plotts
Managing Director, Director of Wealth Planning, Glenmede

9:50 AM - 10:30 AM

Next Gen: What They Want from Their Advisors and How to Work with Them

What is the most desired interaction between the next gen and their advisors? The panel will discuss how clients of the next generation want to receive and view information, how their psychology plays a role in investing and advising and, what is most important to them as wealth management clients.

Moderator: **Melissa Novak, CFA**, Senior Personal Investment Portfolio Manager, Northern Trust

Panelists:

Jason Ray
Founder and CEO, Zenith Wealth Partners
Stan Treger
Behavioral Insights Advisor, Northern Trust
Taylor Venanzi, CFP
Founder, Activate Wealth

10:30 AM – 11:10 AM

Networking Break

11:10 AM – 12:00 PM

Trends in Portfolio Management for Wealth Managers

The panel will discuss tools and techniques wealth managers can use to build and manage client portfolios in a proactive and scalable manner.

Moderator: **Rob Norton, CFA,** Chief Investment Officer, Wealth Advisory Group

Panelists:

Thomas Balis, CFA
Chief Investment Officer, Cornerstone Portfolio Research
Dan Braz, CFA
Head of Intermediary ETF Strategist Team, State Street Global Advisors
James Judge, CFA
Portfolio Manager, Almanack Investment Partners
Paul Ma, CFA
Vice President, Lead Portfolio Strategist, Fidelity Investments

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12:00 PM – 1:00 PM

Lunch and Networking

Sponsored by Capital Group American Funds

1:00 PM – 2:00 PM

Luncheon Keynote Session

Introduction: David Shepherd, CFA, Monadnock Capital Management

Speaker: Michael Mauboussin, Morgan Stanley Investment Management

Michael Mauboussin is Head of Consilient Research on Counterpoint Global at Morgan Stanley Investment Management. He joined Morgan Stanley in 2020 and has 33 years of investment experience. Previously, he was head of global financial strategies at Credit Suisse and chief investment strategist at Legg Mason Capital Management. Michael is also a best-selling author. His new release is "Expectations Investing: Reading Stock Prices for Better Returns".

2:10 PM - 3:00 PM

Innovative Organic Growth Strategies for Wealth Managers

Increased competition for new business and "wallet share" has stalled organic growth for some wealth managers, while others have innovated and thrived. What are some of the marketing strategies that today's wealth managers could adopt to meet their growth objectives?

Moderator: **Brian Lauzon, CFA**, Managing Director, InCap Group

Panelists:

Joe Anthony
Partner & President, Gregory FCA
Meghan McCartan
Managing Director & Head of Marketing, Hightower Advisors
April Rudin
CEO, The Rudin Group

3:10 PM – 4:00 PM

Technology and Its Impact on Wealth Planning

In the evolving technology landscape, coupled with regulatory concerns and investor demands, wealth management firms must be prepared for a host of complex challenges in an ever-changing world. We will discuss the top issues that firms are facing today and how they should be preparing for tomorrow.

Moderator: **Lara Coviello, CFA,** Vice President, Senior Portfolio Manager**,** Brinker Capital

Panelists:

Ryan Donovan, Senior Vice President, Orion Advisor Solutions
Pete Dorsey, Chief Strategy & Revenue Officer, Altruist
Brian Leitner, Mariner Wealth Advisors

4:10 PM - 5:00 PM

Wealth Management M&A: Where We Are and Where We're Going

Wealth management M&A deal activity and valuations are at record levels. What industry dynamics brought us to this point and what does the future hold for wealth management M&A?

Moderator: **Brian Lauzon, CFA**, Managing Director, InCap Group

Panelists:

Saurabh Desai
Principal, Lovell Minnick Partners
Bryan Keller
Chief Strategic Officer, Dakota Wealth Management
Brad Mook, CFA
Managing Director, Rosemont Investment Group

5:00 PM – 6:00 PM

Networking Reception

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