

AGENDA

8:30am - 9:00am

Registration & Networking Breakfast

9:00am - 9:15am

Opening Remarks & Program Overview

Craig Pfeiffer, President & CEO, Money Management Institute

Hilary Fiorella, Senior Vice President, Membership Services, Money Management Institute

Leadership Pathway Task Force Co-Chairs:

Steve Harris, Principal, Edward Jones

Patty Quinn McAuley, Director of Marketing, Clark Capital Management Group

Leadership Pathway Seminar Chair:

Lanya Peng, Director, Product Development & Management, AssetMark

9:15am - 10:15am

Keynote Presentation

Networking: Connecting the Dots for Mutual Benefit

Do you dread networking sessions at conferences and struggle to make connections? If so, it's time to change your perspective and approach. Done well, networking can help you develop mutually beneficial relationships that enable you to enhance your skills, stay on top of industry trends and career opportunities, meet prospective mentors, partners, and clients, and gain access to resources that will foster your career development. This session will help you learn how to approach networking differently, make it an enjoyable experience, and develop quality connections that will benefit you – both professionally and personally – as well as your firm.

Adam Connors, Founder & CEO, NetWorkWise

10:15am - 10:30am

Networking Break

10:30am - 12:00pm

Quick Hit Sessions: Essential Knowledge & Skills for Advisory Leaders

10:30am - 11:00am

Regulatory Update

Today's regulatory environment is extremely active and fluid. Gain a practical understanding of key recent developments – including the SEC's Regulation Best Interest (Reg BI) rule package and the No-Action Letter on the “constructive delivery” of mutual fund prospectuses to discretionary investment advisers – and how they impact your firm's advisory solutions business.

Arjun Saxena, Partner, Financial Services, PwC

11:00am - 11:30am

The Digital Analytics Landscape: Advances & Applications

Learn how rapid advances in digital analytics are reshaping traditional client relationships and distribution models – and hear firsthand how firms are translating customer data into actionable insights to drive investment advisory growth in today's digital-first world.

Cole Knutson, Leader, Investment Advisory Infrastructure, Edward Jones

Shauna Mace, Executive Director, Sales Strategy & Analytics Manager, FS Investments

Bradley Moore, Director, Product Management, BNY Mellon | Intermediary Analytics

Kyle Simpson, Director, Business Solutions & Operations, FS Investments

11:30am - 12:00pm

Why You Need a Mentor & How to Get One

Ask most successful business leaders and they will tell you that a mentor or – more likely – a series of mentors – has been critical to shaping their thinking and career pathways. That's why every participant is paired with a mentor as part of the Leadership Pathway program. Whether you are a program participant or not, learn why finding the right mentors is key and how best to approach a mentor relationship to achieve your personal goals.

Adam Connors, Founder & CEO, NetWorkWise

TBA

12:00pm - 1:00pm

Networking Luncheon

1:00pm - 2:00pm

Technology Applied to Investment Advisory Solutions

Innovations in technology and data management are impacting virtually every aspect of investment advice and solutions. From artificial intelligence to machine learning, hear how technology is changing scale and infrastructure in the advisory business, enabling alternative distribution models, and reframing advisor-client relationships.

Roger Paradiso, Head of Alternative Distribution Strategies, Legg Mason

2:00pm - 2:45pm

Executive Insights: Taking Charge of Your Personal Career Path

In a reprise of one of the most popular sessions from previous Seminars, three accomplished industry leaders will share their personal career journeys – their biggest challenges, surprises, lessons learned along the way, and what they wish they had known earlier in their careers.

Brendan Clark, CEO, Clark Capital Management Group

Steve DeAngelis, Head of Distribution, FS Investments

Roger Paradiso, Head of Alternative Distribution Strategies, Legg Mason

2:45pm - 3:00pm

Networking Break

3:00pm - 5:00pm

Working Session: Negotiation

Scott Wayne of Envoy Intelligence will conduct a two-hour interactive workshop on negotiation, focusing on the key elements of identifying motive, finding mutual interests, and framing solutions. Attendees will put the theory and techniques presented to work in case studies designed to get them thinking proactively about influencing their key stakeholders.

Scott Wayne, Co-Founder & Partner, Envoy Intelligence

5:00pm - 5:15pm

Closing Remarks

Leadership Pathway Seminar Chair:

Lanya Peng, Director, Product Development & Management, AssetMark

5:15pm - 6:15pm

Networking Reception

Hosted by:



INVESTMENTS*