Money Management Institute | 25 Years of Industry Leadership

2022 MMI Annual Conference

Agenda

OCTOBER 19–21
JW MARRIOTT NASHVILLE

#MMIAnnualConference in

Wednesday, October 19

12:00PM-1:00PM Registration & Networking Luncheon in the Solutions Center

1:00PM-1:15PM Welcome & Opening Remarks

Craig Pfeiffer, President and CEO, Money Management Institute
Joan Lensing, Executive Vice President, Chief Programming Officer, Money Management Institute

Conference Co-Chairs:
Jill Brown, President, Principal Funds Distributor
Steve Mattus, Managing Director, Global Co-Head of Investment Management and Head of Advisory and Planning Products, UBS Financial Services

1:15PM-2:05PM Opening Keynote Presentation
Making Goals the Vehicle for Change

In a world of constant disruption and change, it is our goals that act as our personal vehicle for transformation and healthy community. Integrating every aspect of our lives, Sebastian Terry reframes not only our perspective on what it is to realize and attain personal and professional ambition, but how to leverage individual growth for collective evolution. Combining masterful storytelling with actionable frameworks and processes, this session seamlessly integrates personal and professional development, leaving you with tools to grow, connect and transform yourself and your team.

Sebastian Terry, Inspirationalist and Author, *100 Things: What's on Your List?*

2:05PM-2:55PM Portfolio Personalization: Can There Be Too Much of a Good Thing?

Moderator:
Doug Fritz, Founder and CEO, F2 Strategy

Panelists:
Shannon Larson, Senior Vice President, Platform Management and Product Development, Advisor Group
Michael Liersch, Head of Advice & Planning, Wealth & Investment Management, Well Fargo

2:55PM-3:25PM Networking Break in the Solutions Center

3:35PM-4:05PM Income, Impact, and Inclusion: Reimagining the Purpose of Money Management

In recent years, leaders in the private sector have engaged in thoughtful and spirited debate regarding the transcendent purpose of business. This is particularly pertinent within the financial services industry given the influence on global economies and societies. Drawing from lessons learned over nearly three decades as a professional investor, trusted advisor, and senior executive, Shundrawn Thomas offers a unique perspective on the potential for our industry to deliver a tri-fold bottom line benefitting clients, colleagues, and communities.

Shundrawn A. Thomas, Founder & Managing Partner, The Copia Group, LLC

4:05PM-4:55PM The ESG Debate: Behind the Hype and Headlines

Moderator:
Matthew Leatherman, Research Director, FCLTGlobal

Panelists:
Edward Allen, Managing Director, Head of ESG & Climate Client Coverage – Americas, MSCI
Martin Jarzebowski, Director of ESG & Responsible Investing, Federated Hermes
Sarah Norman, Director, Head of CIO ESG Thought Leadership, Bank of America

4:55PM-5:10PM MMI Member Recognition Awards Presentation

The 2022 MMI Member Recognition Awards are presented to firms that have gone above and beyond to broaden MMI's reach within their organizations to help colleagues *connect, know and grow.*

Craig Pfeiffer, President and CEO, Money Management Institute
Keith Glenfield, Chair, MMI Board of Governors; Head of Investment Solutions and Personal Retirement, Bank of America

5:10PM-5:20PM Day One Wrap-Up

6:15PM-7:30PM Transportation to Opening Reception

6:30PM-9:00PM Opening Reception: Welcome to Nashville!

To cap the first day of the conference, relax with your fellow attendees and enjoy an unforgettable Nashville experience at the Wildhorse Saloon, one of the Music City's most iconic venues for live music and country line dancing. Bring your boots and your appetite! We'll provide the good company, libations, and plenty of local fare. Our destination is in the heart of downtown Nashville – a short walk from the JW Marriott, Broadway, and the Gulch. Roundtrip transportation will be available or take an easy 0.7 mile stroll and enjoy the lively scene and energy of the Broadway historic district, which is renowned for its honky-tonks and country music venues.

Thursday, October 20

7:30AM-8:30AM Networking Breakfast in the Solutions Center

8:30AM-8:40AM Day Two Welcome

8:40AM-9:00AM President's Update

Craig Pfeiffer provides an update on MMI's strategic areas of focus and key initiatives on behalf of member firms and the investment advisory industry.

Craig Pfeiffer, President and CEO, Money Management Institute

9:00AM-9:50AM What You Need to Know About Blockchain and Digital Assets – And How They Will Impact Your Business

Blockchain technology is simplifying and streamlining processes related to commercial transactions and enterprise trust. In the process, it is disrupting the financial services industry as we know it. The digital assets space is evolving daily with new trends such as NFTs, DeFi, and smart contracts emerging. In this session, legendary financial advisor Ric Edelman reveals the basics that industry professionals must understand – including what blockchain is and why you should care about it, crypto as an asset class, and trends in fintech.

Ric Edelman, Founder, Digital Assets Council of Financial Professionals (DACFP)

10:00AM-10:50AM Distribution Track: Session 1
Modernizing the Value Proposition of Sales and Rethinking Approaches

Moderator:
Lee Kowarski, Vice President, Head of Distribution Solutions, SS&C | Research, Analytics and Consulting

Panelists:
Ronice Barlow, Senior Vice President, Co-Head, U.S. Retail Sales, Franklin Templeton
Annie Brown, Head of Broker/Dealer Distribution, U.S. Intermediaries, T. Rowe Price
Jaime Magyera, COO and Head of Strategy, U.S. Wealth Business, BlackRock

10:00AM-10:50AM Investment Solutions Track: Session 1
What Product Wins the Future – SMA, ETF or Mutual Funds?

Moderator:
David Blank, Head of UBS Advice, SMA, UMA, and Mutual Fund Advisory Platforms, UBS Global Wealth Management

Panelists:
Dominic Maister, Managing Director, Head of iShares ETF Due Diligence, BlackRock
Jason Nicastro, Vice President, Investment Product Management, LPL Financial
Russ Tipper, Senior Vice President, Director of Wealth Management Product, Capital Group

10:00AM-10:50AM Tools & Technology Track: Session 1
The Next Frontier for AI in Wealth and Asset Management

Moderator:
Om Deshmukh, Head of Data Sciences and Innovation, Envestnet Data & Analytics

Panelists:
Will Bailey, Chief Strategy Officer, InvestCloud
Paul Newmann, Director, Aladdin Wealth Enterprise Business Development, BlackRock

10:00AM-10:50AM Leading Through Disruption Track: Session 1
Bringing Ideas to Life: Leading Innovation

Moderator:
Helene Kubon Skulstad, Partner, Leader, Customer Data & Analytics, PwC

Panelists:
Calvin DeBoer, Chief Technology & Operations Officer, Horizon Investments
Taneka Lawrence, Senior Relationship Manager, National Accounts, Polen Capital Management
Lori Murphy, Vice President, Strategic Relationship Management, Hartford Funds
Sibil Sebastian Patri, Vice President, Strategy & Corporate Development, American Century Investments

10:50AM-11:20AM Networking Break in the Solutions Center

11:30AM-12:20PM Distribution Track: Session 2
Getting the Most Out of Partnerships

Moderator:
Amma Boateng, Principal, Head of Broker-Dealer, Financial Advisor Services, Vanguard

Panelists:
Josean Fernandez, Director of National Accounts, Ariel Investments
Kristy Ives, Head of National Accounts, Goldman Sachs Asset Management
Ninon Marapachi, Managing Director, Head of Asset Management Relationships, Bank of America
Greg Toskos, Global Head of Partnerships, UBS

11:30AM-12:20PM Investment Solutions Track: Session 2
Beyond Product: How Innovation is Driving Enhanced Client Services and Experiences

Moderator:
Kate Magaram, Head of Strategy, Retail Advice and Solutions, Prudential Financial

Panelists:
Matt Caulfield, Chief Revenue Officer, Archer
Katie D'Angelo, Managing Director, Head of Wealth & Investment Management Partnerships & SMA Specialists, Allspring Global Investments
Kara Julian, Managing Director, Associate Director, Consulting Group, Morgan Stanley Wealth Management

11:30AM-12:20PM Tools & Technology Track: Session 2
The Wealth Management Platform of the Future

Moderator:
Rob Klapprodt, Corporate Strategy Officer, Vestmark

Panelists:
Jessica Liberi, Head of Platform Technology, Fidelity Investments
Amna Raheem, Head of Strategy for Advisory and Planning Products, Americas, UBS
Steve Trzcinski, Vice President, Advisory Product Management | Wealth Management Solutions, LPL Financial

11:30AM-12:20PM Leading Through Disruption Track: Session 2
Talent is Abundant. Opportunity is Not: What Everyone Can Do to Attract and Retain Diverse Talent

Moderator:
Brett Wright, Senior Managing Director, Head of Client Solutions Group, Macquarie Asset Management — Americas

Panelists:
Karen Brown, Founder and Managing Director, Bridge Arrow
Clara Sierra, Senior Director, Business Development, Global Sales, Moody's Analytics
Byron Slosar, CEO and Founder, HIVE Diversity

12:20PM-1:15PM Networking Luncheon

1:15PM-1:35PM MMI Industry Leadership Award Presentation

The 2022 MMI Industry Leadership Award, formerly known as the MMI Pioneer Award, is presented to an individual whose visionary leadership and accomplishments have made a significant and lasting contribution to the asset and wealth management industry and the stakeholders it serves.

Introductions:
Mike Perry, Executive Vice President, Global Client Group, Nuveen
Jeff Cusack, Senior Managing Director, Strategic Accounts, RetireOne

2022 MMI Industry Leadership Award Recipient:
Jeff Carlin, Senior Managing Director, Global Head of Wealth Advisory Services, Nuveen

1:45PM-2:35PM Distribution Track: Session 3
Making Data Actionable for Distribution

Moderator:
Michael Winnick, Partner, AdvisorTarget

Panelists:
Mike Bieselin, Chief Marketing Strategy & Operations Officer, TIAA
Beth Rodenhuis, Senior Vice President, Head of Digital & Capabilities Development, Capital Group
Teofil Rus, Senior Manager, Chief Data and Analytics Office, Vanguard

1:45PM-2:35PM Investment Solutions Track: Session 3
Ideal Alternative Investment Structures for Mass Affluent Investors

Moderator:
Erin Berry, Executive Director, Investment Solutions, Morgan Stanley Wealth Management

Panelists:
Milissa Hutchinson, Managing Director, Client Solutions Group, Macquarie Asset Management
Keith Jones, Senior Managing Director, Head of Alternative Investments Product, Nuveen
Scott Napier, Executive Director, Private Real Estate Americas, J.P. Morgan Asset Management

1:45PM-2:35PM Tools & Technology Track: Session 3
How Technology is Shaping Today's Retirement Landscape

Moderator:
Tim Munsie, Head of RIA, Platform Distribution and Planning, Jackson

National Life Distributors

Panelists:
Kyle Fleming, Senior Manager, Product Management, SS&C Advent
Matt Radgowski, Chief Operating Officer, Halo Investing
Jack Sharry, Executive Vice President, Chief Growth Officer, LifeYield

1:45PM-2:35PM Leading Through Disruption Track: Session 3
Winning the Talent Wars: Surrounding Yourself with Excellence

Mary MacDonald, Partner, Heidrick & Struggles

2:35PM-3:05PM Networking Break in the Solutions Center

3:15PM-4:05PM Distribution Track: Session 4
Harnessing the Big [D]

Host:
Maureen Bromwell, Executive Vice President, Chief Marketing Officer, Northern Trust Asset Management

Panelists:
Chuck Burke, Head of Global Marketing, Morgan Stanley Investment Management
Tara Giuliano, Chief Marketing Officer, Nuveen
Matt Witkos, President, Eaton Vance Distributors
Paul Zettl, Executive Vice President, Head of Global Marketing, Chief Marketing Officer, Cohen & Steers

3:15PM-4:05PM Investment Solutions Track: Session 4
Building Resilient Portfolios in the Post-Pandemic World That Capture Alpha and Manage Risk

Moderator:
Orian Williams, Managing Director, Southeast Region, Pacific Life Advisory

Panelists:
Matt Forester, Managing Director, Chief Investment Officer, BNY Mellon | Lockwood Advisors
Scott Stolz, Managing Director, iCapital Solutions
Bebe Wilkinson, Vice President, Head of Wealth Management Product, MML Investors Services, a MassMutual Company

3:15PM-4:05PM Tools & Technology Track: Session 4
The Future of Personal Finance is Embedded

Dani Fava, Group Head of Product Innovation, Envestnet

3:15PM-4:05PM Leading Through Disruption Track: Session 4
Strategic Thinking and Action: Today's Disruption Raises New Implications for Leaders

Dennie Kim, Assistant Professor of Business Administration, University of Virginia, Darden School of Business

4:15PM-4:55PM Executive Fireside Chat

Moderator:
Craig Pfeiffer, President and CEO, Money Management Institute

Roger Paradiso, Global Head of Product Solutions, Franklin Templeton
Natalie Wolfsen, CEO, AssetMark

4:55PM-5:00PM Day Two Wrap-Up

5:30PM-6:30PM Networking Reception in the Solutions Center

6:30PM-9:00PM MMI Industry Celebration Dinner – SOLD OUT

The annual Industry Celebration Dinner is one of the highlights of the Annual Conference. And this year, there are more reasons than ever to celebrate – being back together after three years, MMI's 25th anniversary, the good work being done by the Gateway Foundation, and the winners of the 2022 MMI/*Barron's* Industry Awards. Join us for this gala evening as we recognize innovation and leadership in the investment advisory solutions industry.

Tickets must be purchased in advance as part of your Annual Conference registration or by calling MMI at 646-868-8500. Don't miss this truly special and inspirational event!

Friday, October 21

7:30AM-8:30AM Networking Breakfast in the Solutions Center

8:30AM-8:35AM Day Three Welcome

8:35AM-9:25AM Don't Walk, Run to Where the Ball is Going: Technology and Information are Changing Asset Management Distribution

Moderator:
Bill Finnegan, Principal, Distribution Insight, Broadridge Financial Solutions

Panelists:
Latané Conant, Chief Market Officer, 6sense

Michelle Feinstein, General Manager and Vice President, Wealth & Asset Management Industry Solutions & Strategy, Salesforce
Mark Magnacca, President and Co-Founder, Allego

9:25-10:15AM The Washington Update: Legislative and Regulatory Developments Affecting Investment Products

Jeff Bush, The Washington Update

10:15AM-10:20AM Closing Remarks & Adjournment