

AGENDA

Tuesday, October 9

7:30am

Registration & Breakfast

8:30am

Welcome & Opening Remarks

PRESENTER

Joel Mandelbaum, *President & CEO, Strategic Insight*

8:45am

Asset Management Business 2018: The State of the Union Change

The US asset management business is undergoing profound change, driven by a host of forces from within and outside the industry. Evolution and adaptation are new watchwords, as asset managers and wealth distributors chart new paths in response to exogenous factors and internal competitive pressures. In this session, Strategic Insight's Goshka Folda will set the stage for the ensuing discussions of the future of asset management supported by fact-based evidence of the change underway.

PRESENTER

Goshka Folda, *Global Head of Research, Strategic Insight*

9:15am

Charting the Future Course of the Wealth Management Industry

Wealth management executives discuss their outlook for the future of the advice business, including how asset managers can succeed within the evolving ecosystem.

MODERATOR

Pete Thatch, *Manager, Cross Channel Clients, Capital Group*

PANELISTS

Sandy Bolton, *Managing Director, Head of Investment Products, Merrill Lynch*

Gary Gallagher, *Head of Investment and Managed Solutions, Fidelity Institutional*

Robert Pettman, *EVP, Product Management, LPL Financial*

10:15am

Coffee Break

10:30am

Navigating the Future of Intermediary Distribution

Explore a detailed analysis across 20+ years' of research and 15 data sources covering \$40T in assets to discover how the industry is trending in terms of staffing, compensation, product, and advisor sentiment.

PRESENTER

Ben Doob, *Managing Principal, Strategic Insight*

11:00am

Intermediary Distribution: Best Practices for Success

Distribution leaders from asset managers will discuss future opportunities and challenges within the intermediary marketplace and how they are preparing their teams to succeed moving forward.

MODERATOR

Ben Doob, Managing Principal, Strategic Insight

PANELISTS

Jim Devaney, SVP, Head of Sales Distribution, PGIM Investments

Jim McCoy, Senior Managing Director, National Sales Manager, Retail Distribution, Nuveen

John Moninger, SVP, Managing Director, Retail Sales, Eaton Vance

12:00pm

Lunch

1:00pm

CEO Spotlight: Insights from a Distribution Leader

The financial service business globally is in a state of transition, precipitated by tectonic shifts in investor demographics, technology advancements and evolving regulatory landscape. In the U.S.—the world's largest investment market—financial advice-givers are evolving their value proposition to best meet all of the changing needs. During this fireside chat, John Taft, Vice Chairman of Baird, will share his thoughts on how to build and maintain a thriving personalized financial advice organization in the face of the ever changing and increasingly complex financial services landscape.

PRESENTER

John Taft, Vice Chairman, Baird

MODERATOR

Goshka Folda, Global Head of Research, Strategic Insight

1:45pm

Product Update & Analytics Platform

Strategic Insight's product leaders will introduce the newest enhancements to our business intelligence and analytics tools.

PRESENTERS

Tony White, Managing Director, Strategic Insight

Phil Herzog, CTO, EVP, Strategic Insight

Rick Niedt, EVP, Enterprise Product, Strategic Insight

Charles Novicki, Product Director, Strategic Insight

Richard Jones, Head of EMEA Sales, Strategic Insight

Alex Frech, Data Scientist, Strategic Insight

2:45pm

Coffee Break

3:00pm

Breakout Sessions

Join a deep-dive, interactive breakout session led by industry peers and colleagues. Discover operational best practices, discuss key factors driving initiatives for 2019, and share which partners, resources and solutions are most critical to streamlining internal functions, improving collaboration, and expediting new product strategies. These roundtable-style, peer-to-peer discussions will synthesize like minds and roles to facilitate better outcomes in the future.

SESSION 1

Distribution & Business Intelligence Strategy Breakout

MODERATORS

Ben Doob, Managing Principal, Strategic Insight

Chris Riggio, Managing Director, Strategic Insight

PANELISTS

Michael Bieselin, Head of Insights & Analytics, Invesco

Allegra Heyligers, Head of Executive Platform and

Distribution Enablement, Wells Fargo Asset Management

Jean Kaihatsu, Senior Managing Director, Nuveen

SESSION 2

Product Strategy & Analytics Breakout

MODERATORS

Dennis Bowden, Managing Director, U.S. Research, Strategic Insight

Charles Novicki, Product Director, Strategic Insight

PANELISTS

Brett George, Competitive Intelligence, Artisan Partners

Alyson Shupe, Product Strategy, Head of Americas

Funds, J.P. Morgan Asset Management

4:00pm

The Evolving Role of Advanced Analytics in Distribution Enablement

In a world of big data, firms rely on advanced analytical techniques and data scientists to mine insights from the flood of information. This panel of industry leaders will share how they utilize new analytical methods, advancements in artificial intelligence and machine learning to better engage clients through custom-tailored outreach and messaging strategies. Learn how firms organize their analytical teams, measure ROI on analytical projects, and many more topical issues.

MODERATOR

Tim Kresl, Strategic Advisor, Strategic Insight

PANELISTS

Jeremy O'Shea, Head of Global Sales Analytics, Legg Mason

John Porter, Capability Director, Predictive and Behavioral Analytics, Invesco

Sid Ratna, Global Head - Information Management, J.P. Morgan

4:50pm

Closing Remarks

PRESENTER

Goshka Folda, Global Head of Research, Strategic Insight

5:00pm

Networking Cocktail Reception

AGENDA

Wednesday, October 10

8:00am

Breakfast

9:00am

Day 2 Welcome & Opening Remarks

PRESENTER

Chris Riggio, Managing Director, Strategic Insight

9:15am

Asset Management Industry of Tomorrow

Continuing the theme of an industry in flux, join top executives as they brainstorm about the future of the asset management business. From product and pricing strategies, new—and unexplored—sources of revenues, through refined distribution strategies to expanded target markets local and foreign, executives will challenge the audience to think out of the box to plot the industry's expansionary path for the future.

PRESENTER

Goshka Folda, Global Head of Research, Strategic Insight

PANELISTS

Nadeem Khan, Head of Corporate Strategy & Development, Capital Group

Steve Witthuhn, Managing Director, BlackRock

10:15am

Key Product Strategy Considerations for an Evolving Market

Led by findings highlighted in Strategic Insight's most read research and perspectives, understand key forces impacting product strategy today and in the future. Dive deep into evolving investor demand characteristics, new product development considerations, and understand trends in pricing strategies.

PRESENTER

Dennis Bowden, Managing Director, U.S. Research, Strategic Insight

10:45am

Coffee Break

11:15am

The Future of Product Strategy

Panelists will discuss the changing face of product strategy – including opportunities and challenges around non-mutual fund vehicles, pricing and profitability considerations, product line management issues, and more.

MODERATOR

Dennis Bowden, Managing Director, U.S. Research, Strategic Insight

PANELISTS

Scott Brady, Head of US Product Development & Strategy, Columbia Threadneedle

Bill Golden, Head of Product Development & Management, Voya Investment Management

Adam Rochlin, SVP, Co-Head Investment Products, OppenheimerFunds

12:00pm

Lunch

1:00pm

Navigating the Advisor-Sold Marketplace

Executives from key distributors discuss what they're seeing within their businesses and the businesses of their advisors, as well as best practices for asset manager partners.

MODERATOR

Paul Andriulli, Head of National Accounts, First Eagle Investment Management

PANELISTS

Bobby Colon, Vice President, PCG Investment Products, Raymond James Financial

Marc Dextraze, Executive Director, Investment Solutions, Morgan Stanley

Jim Langham, Managing Director, UBS

1:45pm

Fireside Chat with Voya Financial's Chief Executive Officer of Retirement and Employee Benefits

Retirement plans in the U.S. are worth trillions of dollars, with investment managers, advisers, and platforms all in a race to accumulate assets. Charles Nelson, CEO of Retirement and Employee Benefits at Voya Financial, will discuss the role of the recordkeeper in this distribution network and how strong partnerships are formed. With more than 30 years of leadership experience in the retirement and employee benefits industry, Charles will reflect on how things have changed, and how parties will win business—and shelf space—in the future.

PRESENTER

Charles P. Nelson, Chief Executive Officer, Retirement and Employee Benefits, Voya Financial

MODERATOR

Alison Cooke-Mintzer, Global Editor-in-Chief, PLANSPONSOR & PLANADVISER, Strategic Insight

2:15pm

The Future of DC

At nearly \$8 trillion asset base, the US defined contribution retirement market remains a core expansionary opportunity for recordkeepers and their asset management partners. Learn how data analytics helps organizations pinpoint sales opportunities and optimize engagement with DC plan sponsors and advisors.

MODERATOR

Chris Chang, Director, Strategic Insight

PANELISTS

Gary Kleinschmidt, Director, Head of Retirement Field Sales, Legg Mason

Michael Rosenberg, SVP, Head of Retirement Investment Solutions, First Eagle Investment Management

Rajan Wadhwa, Director, Client Strategies & Analytics, Franklin Templeton

3:00pm

Closing Remarks

PRESENTER

Joel Mandelbaum, President & CEO, Strategic Insight

3:15pm

Conference Concludes