SWAN | Advisor Forum 2019

Investing Redefined™

Sunday, April 28th, 2019

6:30 PM **Registration and Reception** (Boleo Bistro, rooftop lounge at Kimpton Gray Hotel)

Join us at the rooftop lounge for hors d'oeuvres and libations.

Monday, April 29th, 2019

7:00 AM *Breakfast* (Fields Ballroom, 14th floor)

8:00 AM **Welcome and Introduction to Swan Advisor Forum** (Adler Ballroom, 15th floor)

Rob Swan - COO, Portfolio Manager, Swan Global Investments

8:05 AM **Top 10 Trends for RIAs**

Speaker: **Matthew Fronczke - Director, Kasina**

RIA TREND REPORT - BEST PRACTICES OF TOP RIAS

Over the last ten years, many RIA firms have experienced tremendous growth that presented the opportunities to scale their businesses, transform the structure and focus of their firms – and also re-shape their strategic plans for future growth. Just like investment performance, past growth is no indicator of future performance. Thus RIA firms must continue to focus on an investment in staffing and structure, core services and pricing, technology and digital platforms in order to support a new period of expansion in the face of challenges ahead.

8:40 AM **Growing & Maximizing Your Firm's Valuation**

Speaker: **David Grau, Jr. - Founder & CEO, Succession Resource Group**

INCREASING THE VALUE OF YOUR BUSINESS

The valuation of advisory practices has slowly increased over the last decade, on the back significant demand, growth in the equity markets, and more proactively exit planning. But information on how deals are getting done and what values are being paid for the "typical" advisor (with less than $1 billion in AUM), has remained inaccessible to most. Proactively managing and building value is an increasingly important strategy as the industry continues to age and we shift from a seller's market to a buyer's market.

This session shares practical information and practical advice to get the most value for your business when you are ready to exit. Led by industry expert David Grau Jr., this session shares how value is determined and how deals are getting done by your peers, as well as, provide insights and strategies on the following topics and common questions:

1. *How value is determined and current rules-of-thumb for estimating value*
2. *Four recommendations to increase the value of your business*
3. *Current M&A trends (multiples, deal structure, taxes) for advisors*
4. *Five specific recommendations to increase the value of your practice*

9:15 AM **Panel Discussion**

Moderator: **David Grau, Jr. - Founder & CEO, Succession Resource Group**

Panelists: **Matthew Cooper - Partner & President, Beacon Pointe Wealth Advisors**

Andrew Dziedzic - General Partner, Financial Strategies Advisory

David Shepherd - C0-CEO & Co-CIO, Shepherd Kaplan Krochuk, LLC

Discussing ways independent financial practices can develop a sustainable business model and best practices to maximize and preserve enterprise valuations.

9:50 AM **Break**

10:00 AM **Central Bank Cheap Money Now a Global Contagion**

Speaker: **Danielle DiMartino Booth - CEO and Director of Intelligence at Quill Intelligence LLC**

Former Advisor at the Federal Reserve Bank of Dallas (9/06-6/15), Danielle is a global thought leader on monetary policy and economics, and will offer an insider's look into the Fed operations and policy-making process, while outlining the ramifications of credit issuance and how it has driven global fixed income, equity and real estate market valuations. Sounding an early warning about the housing bubble in the 2000s, Danielle will offer unique perspective honed from years of experience as to the challenges ahead in a debt-ladened world.

11:00 AM **Diving into the DRS**

Speakers: **Marc Odo, CFA, CAIA, CIPM, CFP - Client Portfolio Manager, Swan Global Investments**

Chris Hausman, CMT - Portfolio Manager, Managing Director-Risk, Swan Global Investments

A deeper dive into the Defined Risk Strategy, from process to implementation. This session will offer a better understanding of the use of options and a distinct combination of passive and active processes to create a goals-based strategy to ultimately better meet clients' long term investment objectives and desired outcomes.

11:45 AM **Lunch** (Fields Ballroom, 14th floor)

12:45 AM **Swan Global: More than an Asset Manager, an Overlay Manager** (Adler Ballroom, 15th floor)

Moderator: **Marc Odo, CFA, CAIA, CIPM, CFP - Client Portfolio Manager, Swan Global Investments**

Panelists: **Rob Swan - COO, Portfolio Manager, Swan Global Investments**

Chris Hausman, CMT - Portfolio Manager, Managing Director - Risk, Swan Global Investments

Micah Wakefield, CAIA - Portfolio Manager, Director of Research & Product Development, Swan Global

Overview of how the Defined Risk Strategy can be applied across asset classes, structures, and risk tolerances through customized portfolio overlays to meet a wide variety investment objectives.

1:45 PM **Investing Should Be About Goals, Not Markets**

Speaker: **Jack Ablin, CFA - CIO & Founding Partner, Cresset Asset Management, LLC**

BUILDING A GOALS-BASED INVESTMENT PRACTICE

The tension between the desire for cash flow predictability funded by market uncertainty creates anxiety that often prompts inopportune selling or repositioning. Studies show how loss aversion forces investors to often sell a the wrong time. Unpack ways to leverage goals-based investing to help clients maximize the predictability of the investment portfolio matching investment time horizons with goal timing, and help build and solidify your practice in the process.

2:20 PM **Break**

2:30 PM **CIO Roundtable: Assessing and Addressing Risks on the Horizon**

Moderator: **Jack Ablin, CFA - CIO & Founding Partner, Cresset Asset Management, LLC**

Panelists: **Chris Bouffard, CFA - Managing Director, Prime Capital Investment Advisors**

Paul Courtney - Co-Founder, Co-CIO , SpringTide Partners

Frederick W. Wahl, Jr., CFA, CIMA - CIO & CCO, Brownlie & Braden Advisors

3:10 PM **Investing Redefined: A 21-Year Perspective for Managing Risk**

Moderator: **Marc Odo, CFA, CAIA, CIPM, CFP - Client Portfolio Manager, Swan Global Investments**

Panelists: **Randy Swan - Founder, CEO, Lead Portfolio Manager, Swan Global Investments**

Rob Swan - COO, Portfolio Manager, Swan Global Investments

Overview of the Defined Risk Strategy and Q&A to understand how founder and lead PM, Randy Swan navigated two of the worst bear markets in history and why he designed the DRS. An insider's conversation for how investment professionals can utilize the strategy to better address systematic risk and ultimately to better meet clients' long term investment objectives.

4:00 PM **Closing Remarks & Salutation**

Jamie Atkinson - Managing Director, Head of Distribution, Swan Global Investments

Reception - Immediately Following Closing Remarks (Boleo Bistro, rooftop lounge on 15th Floor)