MMI
Advancing the Future of Professionally Managed Investing
1140 Connecticut Avenue, NW, Suite 1040, Washington, DC 20036-4001 • Phone: (202) 822-4949 • Fax: (202) 822-5188 • www.moneyinstitute.com

June 14, 2010

Dear Colleague,

MMI launched The Managed Investment Solutions Institute for Education to help member firms cost effectively train personnel and leverage experience from industry experts. MMI delivered five successful Managed Investment Solutions workshops and is pleased to announce the next workshop will be held on Wednesday, September 29th, 2010 in Chicago at the William Blair & Company offices.

The MMI has teamed with Maureen Wilke of Wilke and Associates, an experienced industry trainer and practice management firm, to deliver this workshop (www.connectedadvisor.com). **This is a one-day workshop designed to educate new hires or employees new to managed solutions including sales teams, operations staff, product and marketing personnel and customer service representatives from investment manager, sponsor firms and service providers.**

The workshop provides a well-rounded industry overview in a facilitator-led format that will include background information, platforms, terminology, business processes, industry data/statistics and advisor best practices.

As a follow up to the workshop, participants will be sent session highlights, which include the key ideas to reinforce the important learning points.

Managed Investment Solutions Workshop

Location:	William Blair & Company, LLC 222 West Adams (check in at the front desk) Chicago, IL 60606
Date:	Wednesday, September 29, 2010
Time:	8:00 am – 4:00 pm
Cost:	$450 per person (includes one-day workshop, workbook, lunch and refreshments breaks, and follow-up communications).

The agenda and enrollment form are attached. The workshop is limited to 50 participants, and our previous sessions sold out quickly, so we encourage you to register today. If you have any questions, please call Arlen Oransky, (212) 309-6451 or email, **aoransky@mminst.org.**

Sincerely,

Jim Seuffert
Chairman
MMI Educational Outreach Committee
Chief Executive Officer
Pershing Managed Account Solutions

Christopher L. Davis
President
MMI

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MANAGED INVESTMENT SOLUTIONS WORKSHOP UPDATE

September 29, 2010
William Blair & Company, LLC
222 West Adams (check in at the lobby desk)
Chicago

AGENDA

This is a one-day workshop designed to educate **new hires or employees new to managed solutions** including sales teams, operations staff, product and marketing personnel and customer service representatives from investment manager, sponsor firms and service providers.

8:00 am – 8:30 am **Continental Breakfast**

8:30 am – 8:45 am **Welcome and Program Overview**
Jim Seuffert, Chairman, MMI Educational Outreach Committee

8:45 am – 9:45 am **The Evolution of Managed Solutions**
The evolution of managed investment solutions has changed dramatically since its origination. This session will explore the background, history, and industry future. At the end of this session the attendees will have:
- a clear overview of platforms
- a broad perspective on the market opportunity and an overview of the opportunity for clients and firms

Len Reinhart, President, Reinhart Consulting Group

9:45 am – 10:00 am ***Break with Refreshments***

10:00 am – 11:00 am **Regulator and Regulation Update**
This session will focus on the regulation and compliance of the managed solutions industry and the impact to a firm. Key terms will be explained including the difference between wirehouse and independent firms, RIAs, banks and insurance companies. Also, industry nomenclature will be covered.
John Lohr, Securities Lawyer

11:00 am – 12:00 am **The Evolution of Sponsor Solutions – Product, Pricing and Platform**
It is important to be familiar with the main sponsors and programs being used in managed solutions. At the end of this session each attendee will have an understanding of the how Unified Managed Accounts, SMAs, Mutual Fund Advisory, ETFs, and Alternatives provide a comprehensive sponsor solution set. This session will include the managed solutions process an advisor follows to run a client-centered business. Managed solutions allow for the expansion of investment choices based on investors' needs.
Jim Seuffert, Chairman, MMI Educational Outreach Committee

12:00 pm – 1:00 pm **Lunch and Advisor Panel Discussion**
Moderator*:*
Maureen Wilke, Wilke & Associates

1:00 pm – 1:50 pm **The Role of ETFs with Managed Solutions**
This session will focus on ETFs and the role they play with managed solutions. The discussions will include what is an ETF, how an investment manager gets an ETF on a sponsor platform and what happens after they are selected. Hear about the process a manager follows with ETFs, the tools used and the alignment within UMA platforms.
Kevin W. Quigg, Director, ETF Global Capital Markets Group, State Street Global Advisors

1:50 pm – 2:05 pm ***Break with Refreshments***

2:05 pm – 2:45 pm **Understanding Industry Data Resources**
This session will focus on data about the managed solutions industry resources and industry standards being adopted. This data will help attendees understand the trends, potential opportunities and future business expectations. At the end of this session the participants will have a broad based understanding of data accumulation, reporting and standards and how they impact decision-making.
Hilary Fiorella, Vice President Communications, MMI

2:45 pm – 3:35 pm **Understanding the Process to Open a New Account (Follow the Dollar)**
This session will focus on following the process of opening a new account from the moment the investment dollars enter an investment firm. It will provide an overview of how the dollar is allocated and what happens. At the end of this session, participants will understand how the oversight and operational process are critical to successfully opening a new account.
Gary Jones, Consultant to the MMI

3:35 pm – 4:00 pm **Managed Solutions Knowledge Quiz and Wrap-up**
Jim Seuffert, Chairman, MMI Educational Outreach Committee

THE MONEY MANAGEMENT INSTITUTE

MANAGED INVESTMENT SOLUTIONS WORKSHOP

September 29, 2010

William Blair & Company, LLC
222 West Adams (check in at the lobby desk)
Chicago

NAME: ______________________ **BADGE NAME:** ______________________

COMPANY: ______________________ **TITLE:** ______________________

ADDRESS: ____

CITY: ______________________ **STATE:** __________ **ZIP:** ______________

PHONE: ______________ **FAX:** ______________ **EMAIL:** ______________

REGISTRATION:

☐ **MANAGED INVESTMENT SOLUTIONS WORKSHOP**
Conference fee: $450.00

CREDIT CARD PAYMENT:
Please circle card type: VISA / MC / AMEX

______________________ Card number

_____/_____ Expiration date

$__________ Amount

______________________ Name as it appears on card

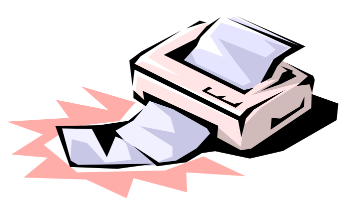
______________________ Signature

Billing Address if different ______________________________________
Street City State Zip

MAIL CHECKS TO:
MMI, PO BOX 759231, Baltimore, MD 21275-9231

CANCELLATIONS:
No refunds will be granted for cancellations after 5:00 pm ET on Wednesday, September 22. Substitutions are permitted. Please notify the MMI office at (202) 822-4949 in advance of any such substitutions.

CONFERENCE ATTIRE:
Business attire



REGISTER BY FAX
(202) 822-5188

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