2017 MMI Leadership Pathway Seminar

September 6 | Pyramid Club | Philadelphia

Draft August 18

8:30 AM – 9:00 AM
Registration & Networking Breakfast

9:00 AM – 9:05 AM
Opening Remarks

Co-Chairs:
Ross David, National Sales Manager, Neuberger Berman
Patty Quinn McAuley, Director of Marketing, Clark Capital Management

9:05 AM – 9:20 AM
Leadership Pathway: Program Overview

Moderator:
Craig Pfeiffer, President & CEO, MMI

Panelists:
Joel Hempel, Director, Chief Operating Officer, Lockwood Advisors, Inc.
Brian Schappert, Head of Alternative Sales, American Century Investments

9:20 AM – 10:20 AM
Opening Keynote Presentation: Strengthening Your Leadership Skills
Intensifying demands for high performance are pressing organizations to become more flexible and fast-acting. In today's uncertain environment, they are finding that, more than ever, critical initiatives require effective leadership and a supportive culture. The challenge is to develop leaders and build well-led teams throughout the enterprise, and that requires a capacity to think strategically, communicate persuasively, and act decisively. In his presentation, Professor Michael Useem identifies steps to strengthen your personal leadership skills and build a team for those moments when your leadership – and your firm's future success – are on the line.

Speaker:
Michael Useem, Professor of Management and Director of the Leadership Center, Wharton School, University of Pennsylvania

10:20 AM – 11:10 AM
Shifting Perspectives in the Active/Passive Debate
There's no denying the current surge of interest and flows to passive products, but how long will that trend continue? Eight years and counting into a bull market run, are we due for a resurgence in active strategies? This panel will offer their expert point of view on properly framing the conversation – is it truly a question of passive "versus" active or is there a place for both in the post DOL world? Specific topics will include how asset managers should consider positioning active products in today's climate and the role of smart beta and other factors in the continuing evolution of passive products.

Moderator:
Ron Madey, CFA, President & Chief Investment Officer, Wealthcare Capital Management

Panelists:
Sean Clark, CFA, Chief Investment Officer, Clark Capital Management
Bob Rice, Managing Director, Tangent Capital Partners

11:10 AM – 11:25 AM
Networking Break

11:25 AM – 11:40 AM
Snap Session: Make the Most of Mentoring

Speakers:
Cheryl Nash, President, Investment Services, Fiserv
Patty Quinn McAuley, Director of Marketing, Clark Capital

11:40 AM – 12:30 PM
The Ever-Evolving Technology, Data and Analytics Landscape
At a time of evolving – and steadily heightening – consumer expectations, this panel of experts will focus on how firms are managing the digital transformation, what's next for advisory solutions in the realm of big data, data analytics and goals-based wealth management, and – given the advances in technology – which human qualities have become more and less valuable. Part of the discussion will revolve around the role of emotional intelligence and how to leverage technology in the right way.

Moderator:
Arvind Ramakrishnan, Executive Director, Morgan Stanley Wealth Management

Panelists:
Peter Antonucci, Managing Director, Pershing
John Boccio, Head of Strategy & Analytics, Wealth Management, New York Life Insurance Company
Jeff McMillan, Chief Analytics and Data Officer, Morgan Stanley Wealth Management
Cheryl Nash, President, Investment Services, Fiserv

12:30 PM – 1:20 PM
Networking Luncheon

1:20 PM – 2:10 PM
Interactive Breakouts: The Next Generation Looks Ahead
Attendees will break out into separate groups to look at the future of advice delivery through different lenses. Each group will report back to the larger group with the goal of turning their predictions into a deliverable for distribution to MMI members.

2:10 PM – 3:00 PM
The Regulatory Winds' Impact on Fees
Regulatory reform is creating pressure for change across the fee/revenue spectrum. This panel will review the evolution of share classes and payment models being brought about by the DOL rule, the impact on home office revenues, and how firms can best differentiate their product offerings to avoid commoditization and fee compression. The group will also discuss who is feeling the pressure the most – advisors, distributors or asset managers.

Moderator:
Mark Granshaw, Director, Managed Solutions Group, Merrill Lynch

Panelists:
Steve Harris, CFA, UMA Program Management Leader, Edward Jones
Tom O'Shea, Associate Director, Cerulli Associates
Len Reinhart, Executive Chairman & CEO, Wealthcare Capital Management

3:00 – 3:50 PM
Career & Leadership Development in Advisory Solutions
Our final session will focus on what it takes to move ahead. Topics include effective networking inside and outside of the Leadership Pathway program, developing the right mix of skills and leadership qualities, and best practices for hiring and building high-performance teams in times of change and uncertainty.

Moderator:
Brian Kilcullen, President and Founder, Kilcullen & Company

Panelists:
Nick Alfier, Head of Sales and Relationship Management, Albridge Analytics
Danielle Learned, AVP, Advisory Product Management, LPL Financial
TBA

3:50 PM – 4:00 PM
Closing Remarks

Co-Chairs:
Ross David, National Sales Manager, Neuberger Berman
Patty Quinn McAuley, Director of Marketing, Clark Capital Management