

2026 MMI
ANNUAL CONFERENCE
AGENDA

October 7–9, 2026

The Westin Boston Seaport District
425 Summer Street • Boston, MA



WEDNESDAY, OCTOBER 7

11:00 AM – 12:20 PM REGISTRATION & NETWORKING LUNCHEON

12:30 PM – 12:50 PM WELCOME & OPENING REMARKS

Craig Pfeiffer, President and CEO, Money Management Institute

Joan Lensing, EVP, Chief Programming Officer, Money Management Institute

Conference Co-Chairs:

Patty Quinn McAuley, SVP, Head of Marketing, Clark Capital Management Group

Kyle Thompson, SVP, Strategic Relationships Manager, Voya Investment Management

12:50 PM – 1:40 PM OPENING KEYNOTE PRESENTATION

Leading When It Matters: Building Culture, Trust, and Purpose

What does it take to guide an organization when the stakes are high, the path forward is uncertain, and others are looking to you for direction? Drawing on 25 years as a U.S. Navy SEAL officer and experiences in combat, organizational transformation, and developing high-performing teams, Captain Bradley Geary shares lessons on the principles, people, and culture that sustain success under pressure. Walk away with practical tools for building trust, navigating adversity, and making sound decisions with clarity and purpose – lessons you can put to work the moment you return to your organization.

Bradley Geary, Captain (Ret.), U.S. Navy; Author and Leadership Consultant

John Moninger, Head of U.S. Distribution, Allspring Global Investments

1:40 PM – 2:15 PM BEYOND FINANCIAL SUCCESS: WHAT INVESTORS REALLY WANT FROM WEALTH MANAGEMENT

As investors increasingly connect financial well-being to broader aspects of their lives – from health and family to purpose, community, and personal goals – their expectations are also reshaping the advisor-client relationship. Learn what investors value most, what advisors must do to deliver on those expectations, and how firms can evolve their approach to create more meaningful and lasting client relationships.

Hasan Malik, Chief Strategy Officer, Edward Jones

Russ Tipper, General Partner, Head of Products & Solutions, Edward Jones

2:15 PM – 2:50 PM DEFINING THE ADVISOR VALUE PROPOSITION IN THE AGE OF AI

As AI becomes more embedded in financial planning, and the delivery of investment advice, the question isn't simply what it can do – it's where advisors continue to deliver distinct value. This session explores where AI can enhance the advisor experience, where the human advantage remains critical, and how leading advisors are adapting their value proposition as technology evolves. Gain insights into what firms are doing to support a more intentional approach to AI that strengthens, rather than replaces, the advisor-client relationship.

Moderator:

Danielle Labotka, PhD, Senior Behavioral Scientist, Morningstar

Speakers:

Brad Jung, Head of North America Advisor & Intermediary Solutions, Russell Investments

John Stevens, SVP, Product Management AI, LPL Financial

2:50 PM – 3:20 PM NETWORKING & REFRESHMENT BREAK

3:20 PM – 3:50 PM 2026 MMI INVESTMENT ADVISORY PULSE SURVEY: KEY FINDINGS

This fast-paced session summarizes the most important highlights from MMI's 2026 Pulse Survey in conjunction with Broadridge. Find out where member views on critical distribution, product, and business issues have converged – and where gaps remain. You'll gain timely perspective to challenge your thinking and help you successfully navigate the changing investment advisory landscape.

Tim Kresl, Managing Principal, Head of U.S. Client Success, Broadridge

3:50 PM – 4:30 PM PERSONALIZATION ALPHA: THE NEW OPERATING SYSTEM FOR WEALTH MANAGEMENT

As investors increasingly seek integrated solutions, wealth management is evolving beyond product selection and investment alpha toward delivering personalized client outcomes at scale. Firms are rethinking who owns different parts of the value chain, how capabilities are delivered, and which strategic partnerships matter most. Join senior executives from three leading wealth platforms for a candid conversation on how they are integrating personalization, tax management, custom portfolios, private markets, planning, and technology – and deciding what to build, buy, or access through partners.

Cheri Belski, EVP, Head of Investment Management Solutions, LPL Financial

Dana D'Auria, EVP, Wealth Solutions and Chief Investment Officer, Envestnet

Chris Scott-Hansen, Head of Investment Advisory Solutions (Consulting Group), Morgan Stanley

4:30 PM – 5:00 PM EXECUTIVE INSIGHTS: EMPOWERING INVESTOR SUCCESS IN A MORE COMPLEX LANDSCAPE

Join Kunal Kapoor and Craig Pfeiffer for a forward-looking conversation on the forces reshaping investing and wealth management. From evolving investor expectations and expanding investment choices to the growing influence of technology, AI, and private markets, this session will delve into how the industry can help investors navigate an increasingly complex financial landscape.

Kunal Kapoor, Chief Executive Officer, Morningstar

Craig Pfeiffer, President and CEO, Money Management Institute

5:00 PM – 5:15 PM PARTNERSHIP IN ACTION: GATEWAY FOUNDATION X SAPERE AUDE CONSORTIUM

Hear how a shared commitment to expanding opportunities for first generation college students is coming to life through the partnership between the Gateway Foundation and Sapere Aude Consortium. This conversation brings the partnership's purpose – and its lasting impact – to life.

Jill Brown, Chair, Gateway Foundation

Maeve Luparello, Associate, Goldman Sachs, *Former Sapere Aude Investment and Wealth Management Intern*

5:15 PM – 5:35 PM RECOGNIZING EXCELLENCE: MMI INDUSTRY LEADERSHIP AWARD & MMI DISTINGUISHED SERVICE AWARD

Join us as we honor two extraordinary leaders whose vision, impact, and commitment have helped shape our industry and the MMI community.

Introductions:

Craig Pfeiffer, President and CEO, Money Management Institute

Dalton Gustafson, Head of Intermediary Investment Client Group, Fidelity Investments

Honorees:

Abigail Johnson, Chairman and CEO, Fidelity Investments

Arlen Oransky, former Chief Membership Officer, Money Management Institute

5:35 PM – 5:45 PM DAY ONE WRAP UP

5:45 PM – 6:45 PM TRANSPORTATION FROM HOTEL TO OPENING RECEPTION

6:00 PM – 9:00 PM OPENING RECEPTION AT FENWAY PARK

Experience Fenway Park after hours as Day One of the 2026 MMI Annual Conference comes to a memorable close. Attendees will gather in one of Boston's most recognizable settings, where distinctive architecture and timeless character provide an unforgettable backdrop for creative local fare, great company, and new connections.

9:00 PM – 9:30 PM RETURN TRANSPORTATION TO HOTEL

THURSDAY, OCTOBER 8

7:15 AM – 8:00 AM NETWORKING BREAKFAST

8:00 AM – 8:10 AM DAY TWO WELCOME

Conference Co-Chairs:

Patty Quinn McAuley, SVP, Head of Marketing, Clark Capital Management Group

Kyle Thompson, SVP, Strategic Relationships Manager, Voya Investment Management

8:10 AM – 8:45 AM FROM ACCESS TO ADOPTION: BRINGING PRIVATE MARKETS INTO THE ADVISORY MAINSTREAM

Private market investments are more accessible than ever – and advisors and investors are asking for them. But the industry has yet to solve the challenge of making private markets a repeatable, scalable part of advisory practices. This session takes a hard-eyed look at the barriers still limiting adoption, including education, product suitability and usability, liquidity expectations, fees, and gaps in platform workflows, data, and reporting. Learn how challenges vary by advisor channel, what is changing today, and what operating infrastructure and standards are needed to bring private markets fully into the wealth management mainstream.

Moderator:

Andrew Tarver, President, Altic, the Private Markets Network from InvestCloud

Speakers:

Sean Connor, CEO, Global Private Wealth, Blue Owl

David McNatt, EVP, Chief Wealth Solutions & Strategy Officer, AssetMark

8:45 AM – 9:05 AM 2026 REGULATORY WATCHLIST: FIVE CRITICAL ISSUES FOR ASSET & WEALTH MANAGEMENT LEADERS

Scott Kirwin, Deputy General Counsel, Cetera Financial Group

9:05 AM – 10:05 AM WHAT'S YOUR RETURN-ON-INTERACTION? HOW TO DISCUSS WHAT MATTERS MOST

In our technology-driven world, human interaction is becoming rarer, riskier, yet more consequential than ever. From Triad Consulting Group, the firm that produced two New York Times Bestsellers – *Difficult Conversations®* and *Thanks for the Feedback®* – this session will deepen your capacity to navigate your high-stakes conversations so that every interaction, even the toughest ones, becomes an opportunity to create real relational value.

Julie Okada, CEO and Partner, Triad Consulting Group

Introduction:

Anita Heisl, Chief Distribution Evangelist, Red Oak

10:05 AM – 10:30 AM NETWORKING & REFRESHMENT BREAK

10:30 AM – 11:15 AM BREAKOUTS SESSION 1 (CHOOSE 1)

Session A – Tax Management Becomes the Portfolio

New research shows that federal taxes eat up more than a third of investors' long-term equity wealth. Learn how leading wealth managers are elevating tax management from a portfolio feature to an organizing principle across the client relationship. This session surveys strategies such as tax-aware transitions, direct indexing and tax-loss harvesting, concentrated stock solutions, charitable giving, asset location, withdrawal sequencing, and tax-aware management across public and private assets – and how they can work together to deliver better client outcomes.

Moderator:

Brendan Powers, Senior Director, Product Development and Institutional, Cerulli Associates

Speakers:

Emily Gray, Managing Director, Custom Core Product Management, Parametric

Kerry Pierce, Senior Managing Director, Head of Investment Advisory Solutions, Cetera Financial Group

Session B – What Leading Advisors Do Differently and How Firms Can Engage Them

Drawing on Barron's perspective on the nation's leading advisory practices, this session delves into what separates high-performing, high-growth teams from the rest. Discover how top advisors are evolving their value propositions, building for scale, driving organic and referral-based growth, and standing out in an increasingly competitive marketplace. The discussion will also provide asset managers with a clearer view of what these advisors value – and how to build stronger, more relevant partnerships with them.

Jack Otter, Global Head, Dow Jones Wealth & Asset Management

Beth Finegan, Senior Director, Strategic Partnerships, Dow Jones Wealth & Asset Management

10:30 AM – 11:15 AM BREAKOUTS SESSION 1 (CHOOSE 1)

Session C – Social Media in the New Distribution Ecosystem

Social media is increasingly influencing how investors and advisors discover ideas, consume financial content, and engage with brands and individuals. This session will explore what effective social engagement looks like today, from short-form video and thought leadership to influencers and social selling, and how firms can balance authenticity, reach, and compliance.

Nick Restivo, Head of Social Media, Capital Group
Samantha Russell, Chief Evangelist, FMG Suite

Session D – Beyond Beta: The ETF Opportunities That Will Shape the Next Decade

ETFs are moving well beyond their passive roots, creating new opportunities – and new strategic questions. Hear experts examine the forces shaping the next era of ETFs, from the rise of active strategies and direct or indirect exposure to private assets to fixed income ETFs as core portfolio holdings, index concentration risk, ETF share classes and fund conversions, Section 351 exchanges, and tokenization. Learn what these developments could mean for portfolio construction, product strategy, distribution, and the infrastructure underpinning the ETF ecosystem.

Moderator:

Daniil Shapiro, Director, Product Development, Cerulli Associates

Speakers:

Michael Dworacek, Managing Director, Head of Mutual Funds and Exchange Traded Products, Bank of America Merrill Lynch

Lukas Smart, Senior Investment Director, Dimensional Fund Advisors

Alec Wentworth, VP, U.S. Global Wealth Management, Growth Markets, PIMCO

11:25 AM – 12:10 PM BREAKOUTS SESSION 2 (CHOOSE 1)

Session A – From Models to Mass Personalization: Delivering Customized Portfolios at Scale

Model portfolios are evolving beyond standardized asset allocation frameworks to deliver more personalized outcomes while preserving the efficiencies that made models valuable in the first place. Hear how firms are incorporating private markets, income solutions, tax-aware strategies, and automated customization to address client-specific circumstances and preferences. This session will examine how model portfolios, custom models, direct indexing, and UMAs are converging – and what it takes to balance personalization with investment discipline, governance, advisor efficiency, and implementation at scale.

Moderator:

Mark Aziz, Director, Strategist – Enterprise Wealth, S&P Dow Jones Indices

Speakers:

Brandon Fabiani, VP, Enterprise Relationship Management, Wealth Advisory Managed Solutions, Fidelity Investments

Paul Ricciardelli, Managing Director, Morgan Stanley

Greg Weiss, Managing Director, Wealth Solutions, Goldman Sachs

11:25 AM – 12:10 PM BREAKOUTS SESSION 2 (CHOOSE 1)

Session B – When AI Outruns Infrastructure: The Coming Data Divide

Managers are struggling to operationalize more advanced artificial intelligence use cases on legacy data infrastructure. With AI reasoning capabilities advancing rapidly and model context capacity expanding dramatically, organizations whose data infrastructure isn't prepared for the fast-approaching AI-enabled future risk falling critically behind competitors in the proverbial blink of an eye. This session examines the data strategies that are the foundation of effective next generation AI deployments.

Moderator:

Ashley Wood, Managing Principal, Data & Analytics, Broadridge

Speakers:

Ben Blaisdell, Advanced Technologies and Investment Intelligence, Bank of America Merrill Lynch

Mark McShane, Global Distribution Management, Business Strategy & Enablement, Wellington Management

Session C – Rethinking the Distribution Talent Pipeline

Digital-first engagement and AI are reshaping how asset managers structure, staff, and deploy their distribution organizations. Join us for a lively discussion on how firms are evolving roles and responsibilities across field sales, internal desks, national accounts, and product and sales enablement specialists. Hear the skills they are hiring for and developing, from data and AI fluency to consultative selling, digital engagement, and deeper product expertise.

Moderator:

Neil Bathon, Managing Partner, FUSE Research Network

Speakers:

Brad Baker, Head of Specialized Investment Distribution, Manulife John Hancock Investments

Daniel Noonan, EVP, Head of Global Distribution, Cohen & Steers

Andrew Stavaridis, Chief Relationship Officer, Head of Wealth Solutions and Asset Management Distribution, Envestnet

Session D – From Access to Mindshare: Driving Private Markets Education & Adoption

Access is no longer enough. The wealth landscape continues to undergo a structural transformation, driven by the rise of alternative investment platforms, digital-first engagement, and a new generation of advisors and investors with evolving expectations. This discussion will look at how asset and wealth managers are adapting to meet the needs of today's wealth ecosystem, shifting from product-centric to solutions-oriented distribution, and the growing importance of education and content.

Moderator:

Marina Rayman, SVP, Wealth Managers & Platform Partnerships, iCapital

Speakers:

Jennifer Abate, Senior Managing Director, Private Wealth-RIA, Blackstone

Bill Duffy, Head of Alternative Investment Platform Solutions, Fidelity Investments

12:10 PM – 1:10 PM NETWORKING LUNCHEON

1:10 PM – 1:55 PM BREAKOUTS SESSION 3 (CHOOSE 1)

Session A – Tokenization: Disruption, Opportunity, and the Future of Asset Management

Tokenization is moving from concept to a strategic issue for asset and wealth management leaders. What does it actually mean, where could it create value, and how might it change the way investment products are created, distributed, and held? Get up to speed on the current state of play, the opportunities and challenges ahead, and how tokenization could reshape business models, client experiences, and industry infrastructure.

Ric Golubov, VP, Digital Assets Business Development & Partnerships, Franklin Templeton
Aisha Hunt, Founder, Kelley Hunt, PLLC

Session B – What Wealth Platforms Need from Asset Managers – and What They No Longer Value

As wealth platforms become more selective about where they invest their time and resources, what separates a strategic partner from another product provider? Hear what platform leaders value most in their asset manager relationships – from investment solutions and advisor adoption to data, technology, practice management, and client insights. Learn what earns deeper engagement and what sets the most successful partnerships apart.

Moderator:

Lee Kowarski, Head of Distribution Solutions & Head of U.S. Product, SS&C Global Investor & Distribution Solutions

Speakers:

Anthony Scalese, Executive Director, Head of National Accounts, Eaton Vance Distributors
Wendy Strutt, SVP, Head of U.S. Accounts, PGIM

Session C – Generational Overhaul: How to Better Serve Next Gen Advisors & Investors

As Millennials and Gen Z reshape both the advisor workforce and the investor landscape, how can asset and wealth managers engage them more effectively? This session will explore what next-gen advisors and investors value, how they prefer to access information and interact with financial firms, and where traditional engagement, content, and distribution strategies must evolve.

Linda York, Senior Vice President, Cogent Syndicated, Escalent
Meredith Rice, Vice President, Cogent Syndicated, Escalent

Session D – Innovation to Implementation: The Keys to Scaling Private Markets in Wealth

Scaling private markets in the wealth channel requires product innovation and operational execution to work in tandem — without compromising investment realities. This session explores the product features, workflow improvements, and industry standards needed to reduce friction and move advisors and investors from interest to implementation.

Moderator:

Joshua Masia, Chief Product Officer, Altic, the Private Markets Network from InvestCloud

Speakers:

Stella Dadson, Principal, Private Markets, Product Strategy, Blackstone
Sophie Gechijian, Head of Alternatives & Crypto Infrastructure, Fidelity Investments
Helen Flood, Managing Director, Head of Fund Operations, Partners Group

2:05 PM – 2:50 PM BREAKOUTS SESSION 4 (CHOOSE 1)

Session A – Inside the Wealth Management Value Chain: Build, Buy, or Partner?

For wealth managers, delivering an integrated client experience requires assembling a larger and more sophisticated set of capabilities. This session takes a deeper look at the build, buy, or partner decisions reshaping the wealth management value chain. Examine how firms are weighing economics, control, differentiation, speed, and scale; consolidating providers; and structuring strategic partnerships – and what those decisions mean for where and how asset managers can add value.

Corey Fiedler, Chief Product Officer, Vestmark

Steve Harris, Principal, Strategic Initiatives Leader, Edward Jones

Shannon Larson, President, AE Wealth Management

Session B – The New RIA Roadmap: Rethinking Sales, Service, and Partnership

As RIAs grow in scale and influence, their needs and expectations are changing. What do RIAs value most from asset managers, technology providers, and other strategic partners? Hear how firms are rethinking their products, coverage, service, and engagement models to address an increasingly diverse RIA marketplace – and what it takes to become a valued partner as the channel evolves.

Moderator:

Alex Garfield, Director, Platform Consultant, Charles Schwab

Speakers:

Tom Kiley, Chief Distribution Officer, Calamos Investments

Tony Svach, Head of U.S. Intermediary Distribution, Allspring Global Investments

Session C – The AI Prompt Playbook: Best Practices for Better Results

Join this highly interactive session for practical tips on writing sharper AI prompts that produce more useful, accurate results and a repeatable playbook you can immediately apply to your day-to-day work. You'll also learn how LLMs are changing the way advisors and investors search for and synthesize information.

Susan Theder, Chief Marketing and Experience Officer, FMG Suite

Paul Zettl, EVP, Chief Marketing Officer, Money Management Institute

Session D – From Approval to Adoption: What Makes a Product Platform-Ready

Due diligence teams today are tasked with evaluating not only traditional mutual funds, but also ETFs, SMAs, private market solutions, model portfolios, tax-managed strategies, and other emerging structures. As investment products and vehicles proliferate, so are distribution channels — with approval and onboarding processes differing significantly by channel and firm. Learn how firms evaluate, onboard, and ultimately drive adoption of investment products in an increasingly complex marketplace — and what it means for a product to be truly 'platform-ready.'

Joshua Cumberland, Head of Traditional Investments Oversight, Bank of America Merrill Lynch

Brooks Friederich, Senior Director, Investment Solutions Strategy, Envestnet

Danielle Singer, Head of Wealth Management Platforms, Invesco

2:50 PM – 3:20 PM NETWORKING & REFRESHMENT BREAK

3:20 PM – 4:00 PM NEXT GENERATION DIGITAL DISTRIBUTION

How is the client journey, and the distribution model supporting it, changing in an increasingly digital and data-driven world? This conversation will explore how firms are blending digital and human engagement, leveraging data and AI, and rethinking the relationship between marketing and sales to build the distribution model of the future.

Ed Buecker, Managing Director, Investment Solutions, Wealth Management,
Morgan Stanley

Sarah Johnson, Head of Marketing, Capital Group

4:00 PM – 4:10 PM KEEPING ACCOUNTABLE: WHAT ARE YOUR TOP THREE MUST-DO'S?

Conference Co-Chairs:

Patty Quinn McAuley, SVP, Head of Marketing, Clark Capital Management Group

Kyle Thompson, SVP, Strategic Relationships Manager, Voya Investment Management

4:10 PM – 4:40 PM 2026 MMI/BARRON'S INDUSTRY AWARDS PRESENTATION

The Annual Conference provides a lens into some of the incredibly innovative work being done across our industry to deliver better outcomes for financial advisors and investors. Join us as we announce and celebrate the winners of the 2026 MMI/Barron's Industry Awards, recognized by their peers for demonstrating innovation and leadership in investment advisory solutions over the past year.

Speakers:

Beth Finegan, Senior Director, Strategic Partnerships, Dow Jones Wealth
& Asset Management

Samantha Greenstein, SVP, Director of Programming Experience, Money
Management Institute

Industry Awards Steering Council Co-Chairs:

Matt Coldren, EVP, Financial Institutions Group, Natixis Investment Management

Suzanne Lieb, Head of North America Marketing, Columbia Threadneedle Investments

4:40 PM – 5:15 PM A LEGACY OF LEADERSHIP: HONORING CRAIG PFEIFFER

5:15 PM – 7:30 PM NIGHT TWO RECEPTION: SEAPORT SOCIAL

The Westin Boston Seaport District

Before heading out to enjoy your last night in Boston, join your fellow attendees for good conversations and tasty fare in our bustling Solutions Center.

FRIDAY, OCTOBER 9

Don't head out early! For Day Three, we're reprising the well-received format that emphasizes small-group meetings and meaningful interactions. Take advantage of this unique opportunity to grow your professional network while discussing critical issues, opportunities, and challenges with industry peers.

8:00 AM – 9:00 AM NETWORKING BREAKFAST

9:00 AM – 11:00 AM CONNECTIONS THAT COUNT: COMMUNITY EXCHANGES

Connect with peers who share your role, priorities, and challenges. Choose the meet up that best aligns with your areas of interest and participate in small-group discussions on key session takeaways and top-of-mind issues.

Advisory Products & Solutions

For leaders shaping investment platforms, products, solutions, and the advisor/client experience

Distribution & Sales

For leaders focused on distribution strategy, sales effectiveness, partnerships, and growth.

Marketing

For leaders driving brand, client engagement, communications, digital strategy, and marketing effectiveness.

Leadership Pathway Meeting (by invitation)

11:00 AM CONFERENCE ADJOURNS