HD VEST

HDVEST.COM

Welcome to CONNECT2019™

June 11–14, 2019
Seattle, WA

Welcome to CONNECT2019™ from our Chief Executive Officer

Dear Advisors,

Welcome to Seattle, the heart of the Pacific Northwest! Known for its coffee, music and breathtaking landscape, there's no shortage of things to enjoy here this week.

When gold was discovered in the Klondike River in 1896, Seattle buzzed with excitement as they realized the impact this could have for their fledgling town. Successful miners returned to Seattle and invested their new fortunes in local business. These types of investments played a pivotal role in the growth of the city, and between 1890 and 1910, the population had increased over 500% and the physical size of Seattle had more than doubled.

Just as Seattle grew, this week at CONNECT is all about determining your goal and finding your focus to grow your practice. Whether you are embracing new technology, expanding your advisory business, or revitalizing your client experience through financial planning, there are plenty of growth paths. Blucora's north star is to be famous for tax-advantaged wealth management, and I encourage you to find your growth path so that you too are famous among your clients and your competition.

This week you will hear from our renowned keynote speakers, whose messages will empower you to continue to grow your business. David Horsager's powerful words have inspired leaders and motivated teams around the world. Josh Linkner has spent his career harnessing the spirit of creative disruption and has one main message: it's better to innovate before your competition does.

Our 50+ breakout sessions will also teach you about new tools, ideas, and best practices that you can implement back in your office. And as always, you will have the opportunity to interact with Educational and Strategic Partners and the home office team in the Exhibit Hall.

I cannot thank you enough for placing your trust in us and our vision. It's going to be a fantastic week and I look forward to connecting with each of you.

Best,

Todd C. Mackay

Todd Mackay
CEO

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Key information

Key information

Scanning your badge

HD Vest will be using self-scanners to record your session attendance and ensure you receive the proper certification credit. To scan your badge, simply hold it at the table under the scanner where indicated. When you see a green check mark on the screen and hear a beep, this indicates that your badge has been recorded. Badges may only be accepted during the approved arrival times in order to receive credit. If scanned after the approved scanning period, the laptop screen will display "Session Closed." A red X will appear on the screen if you attempt to scan while the Session Closed period is active.

Wifi information

Wi-Fi is provided in the meeting space of the Washington State Convention Center. To access Wi-Fi for the CONNECT2019 Conference, use the following code:

SSID: HDVest

Password: CONNECT2019

Password is case sensitive.

*This is separate from the internet code given at check-in for guest rooms. Internet is provided by the hotel for all guest rooms.

Cyber Café, Sponsored by Sammons

In the Cyber Cafe, you can easily access your email, flight info, and more. Printers and scanners are also available, should you need to print a boarding pass or scan a business card.

Location:
6E Lobby (Washington State Convention Center)

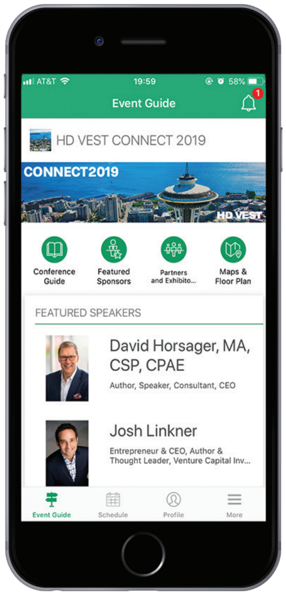
Hours:
Tuesday, June 11, 1:00 PM – 6:45 PM
Wednesday, June 12, 7:00 AM – 6:00 PM
Thursday, June 13, 7:00 AM – 6:00 PM

A full-service, staffed business center is available at the host hotel, the Sheraton Grand Seattle. The hotel also offers the following:

- Copy services
- Notary public
- Overnight delivery/pickup
- Post/parcel

CONNECT by downloading the mobile app

Scan the QR code to download



Get The App

1. **Go to the right store.** Access the App Store on IOS devices and the Play Store on Android.

   If you're using a Blackberry or Windows phone, skip these steps. You'll need to use the web version of the app found here: event.crowdcompass.com/ hdvconnect2019

2. **Install The App.** Search for CrowdCompass AttendeeHub. Once you've found the app, tab either Download or Install. After installing, a new icon will appear on the home screen.

Find event

1. **Search The AttendeeHub.** Once downloaded, open the AttendeeHub app and enter:

   Event Name: HD VEST CONNECT 2019
   Code/Password: conn19

2. **Open Your Event.** Tap the name of the event to open it.

Sponsors and Exhibitors

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ePlan Services
hearsay systems
LTM Client Marketing Partners in your marketing success
PAi Retirement Services
RetireWell Administrators, Inc.
CeriFi

Schedule-at-a-glance

Tuesday, June 11th

All Day	**Arrivals**
8:00 AM – 5:00 PM	**Registration, Packet Pick Up & General Information**
1:00 PM – 3:00 PM	**New Advisor Orientation**
4:00 PM – 5:30 PM	**Opening General Session** featuring the Pike Place Fish Company
5:30 PM – 6:45 PM	**Welcome Reception & Exhibit Hall Opening** (Advisors and assistants are complimentary; limited guest tickets available.)

Wednesday, June 12th

7:00 AM – 5:00 PM	**Registration & General Information**
7:00 AM – 8:15 AM	**Group Breakfast**
8:30 AM – 9:30 AM	**Breakout Session**
9:45 AM – 10:45 AM	**Exhibit Hall**
11:00 AM – 12:00 PM	**Breakout Session**
12:00 PM – 1:00 PM	**Group Lunch**
	Optional Tours (Requires Ticket)
1:15 PM – 2:15 PM	**Breakout Session**
2:30 PM – 3:30 PM	**Breakout Session**
4:00 PM – 5:30 PM	**General Session** featuring Josh Linkner
5:45 PM – 6:45 PM	**Premier Advisors Reception** (By Invitation Only)
7:00 PM – 9:00 PM	**Top 15 Dinner** (By Invitation Only)

Thursday, June 13th

7:00 AM – 5:00 PM	**Registration & General Information**
7:00 AM – 8:15 AM	**Group Breakfast**
8:30 AM – 9:30 AM	**Breakout Session**
9:45 AM – 10:45 AM	**Final Exhibit Hall**
11:00 AM – 12:00 PM	**Breakout Session**
12:00 PM – 1:00 PM	**Group Lunch**
	Optional Tours (Requires Ticket)
1:15 PM – 2:15 PM	**Breakout Session**
2:30 PM – 3:30 PM	**Breakout Session**
4:00 PM – 5:30 PM	**Closing General Session** featuring David Horsager
7:00 PM – 10:00 PM	**Closing Conference Party** (Requires Ticket)

Friday, June 14th

All Day	**Departures**

Optional events & excursions

TUESDAY, JUNE 11, 2019

Guest Welcome Reception & Exhibit Hall Opening

Duration: 5:45 PM – 6:45 PM

It's time to reconnect! Join your friends, home office team members, Educational Partners and Vendors for a mix and mingle reception. Advisors and assistants are complimentary; limited guest tickets available.

Price: $40.00 per person
Dress Code: Best described as semi-casual dress.
Audience: For ages 10+. All guests require a ticket. Please note this event features adult beverages.
Location: Exhibit Hall 4A (Level 4), Washington State Convention Center

Lakes Cruise

Duration: 1:00 PM – 4:30 PM

Embark on an unforgettable cruise on lakes Washington and Union against the backdrop of sparkling water, majestic Mt. Rainier, and the urban shoreline. This cruise begins from the shores of Kirkland, just north of Bellevue. Guests will explore Lake Washington and sail past the stunning estates of Seattle's rich and famous, including a peek-a-boo view of Microsoft co-founder Bill Gates' home. In route to Lake Union, the vessel will pass Seattle's famous floating bridge and the University of Washington's Husky Stadium. Guests will see kayakers, sailors, and the historic houseboat community, including the famous houseboat from the film "Sleepless in Seattle" on Lake Union. Lunch will be provided on this tour.

Price: $190.00 per person
Dress Code: You are encouraged to wear comfortable shoes and dress for the weather.
Includes: Exclusive use of the boat, the Champagne Lady, a narrated 1-hour tour cruise, appetizers and roundtrip coach transportation.

WEDNESDAY, JUNE 12, 2019

Explore Seattle Center

Duration: 12:00 PM – 5:00 PM

Begin with a trip on Seattle's Monorail, a nostalgic relic from the 1962 World's Fair. Upon arrival at the Seattle Center, the group will have time to visit the **Space Needle** and **Chihuly Garden and Glass**. Afterwards, attendees will walk to the **Bill & Melinda Gates Foundation Visitor Center**, to learn about the work the world's largest non-profit is doing across the globe.

Price: $100.00 per person
Dress Code: This tour involves walking to the Monorail and during the tours. You are encouraged to wear comfortable shoes and dress for the weather.
Includes: Admission to The Space Needle, Chihuly Garden and Glass and the Bill and Melinda Gates Foundation. Roundtrip Monorail and your trip director.

THURSSDAY, JUNE 13, 2019

Wine Tasting in Woodinville

Duration: 11:00 PM – 2:30 PM

Situated on the same latitude as the French wine country, Washington State has a growing wine industry and is the nation's second-largest premium wine producer. Nestled in the Sammamish River Valley, Woodinville is a small community that has become a haven for fine winemakers. Travel to Woodinville and taste your way through some of the state's most celebrated boutique wineries and a Washington staple, responsible for exporting nearly 70% of all wine from the state.

Price: $112.00 per person
Dress Code: You are encouraged to wear comfortable shoes and dress for the weather.
Audience: Must be over the age of 21 to go on this tour.
Includes: A guided Private Tour and Tasting experience at Guardian Cellars and Chateau Ste. Michelle. Roundtrip coach transportation.

THURSDAY, JUNE 13, 2019

Starbucks Reserve Roastery

Duration: 12:00 PM – 2:30 PM

Starbucks chief Howard Schultz imagined Willy Wonka's chocolate factory when we envisioned creating a special Starbucks destination. Welcome to the Starbucks Roastery, a coffee-lover's dream. Here connoisseurs can sample coffee made from rare, small-farm beans sourced from every corner of the world, and watch while master roasters process raw beans and turn them into a delicious cuppa joe.

Price: $40.00 per person
Dress Code: This tour involves walking to the Starbucks Roastery which is approximately .04 miles. You are encouraged to wear comfortable shoes and dress for the weather.
Includes: This tour includes a coffee seminar, brewing demonstration and a private guided tasting.

THURSDAY, JUNE 13, 2019

Closing Conference: Flight Night Party

Duration: 7:00 PM – 10:00 PM

Join us at The Museum of Flight for a night of aviation and artifacts as we celebrate a successful week and the closing of CONNECT2019! The Museum of Flight Closing Conference Party includes a delicious buffet dinner, open bar and entertainment throughout the evening.

Price: $65.00 per person
Dress Code: Best described as semi-casual dress. The weather in June tends to be moderately warm with relatively little rain. We recommend you bring a light sweater or jacket as evenings are cooler in the low 50s.
Audience: For ages 10+. All attendees require a ticket. Please note this event features music, dancing and adult beverages.
Includes: Round Trip Transportation, Party Admission, Dinner and Drinks.

Tuesday, June 11, 2019

8:00 AM – 5:00 PM

Registration & General Information

Atrium Lobby (Level 4)

PC100

Building Value in Your Practice (Pre-conference)

Join us for an interactive session that will explore the factors that drive value in a financial services practice – growth, transferability, profitability and quality of clients and relationships. Philip Palaveev, the CEO of The Ensemble Practice and author of the book "G2: Building the Next Generation" will share his experience in working with thousands of advisors through the challenges of creating depth of talent, capacity and continuity. Philip will discuss the best practices of building an enduring firm and will guide the audience through a realistic case study examining the challenges of succession and value.

Philip Palaveev, CEO The Ensemble Practice, LLC
1:00 PM – 3:00 PM
612, Level 6 (125 Theater)
CE: NASBA
Audience: Invitation Only

NEWADV

New Advisor Orientation: Optimize Your Success at Conference & Beyond (Pre-conference)

Join us for this engaging and practical 2-hour session where you will: Connect and learn from tenured Advisors, develop your personalized CONNECT2019 conference experience with guidance and support from HD Vest mentors, learn helpful tips, techniques and conference tools to foster networking and collaboration, and learn practical methods and practices to optimize your success now and in the future.

Duncan Gates, EA, CFP®, ChFC®, CLU®, RICP® HD Vest Senior Wealth Management Strategist
Lisa A. Allen, HD Vest Learning & Development Manager
1:00 PM – 3:00 PM
613 & 613, Level 6 (CR)
CE: NASBA
Audience: First-time CONNECT Attendees & New Advisors

4:00 PM – 5:30 PM

Opening General Session featuring the World Famous Pike Place Fish “Flying Fish Presentation”

6A, 6B, 6C, (Level 6)

This special Keynote will give you an introduction to how Pike Place Fish really became “World Famous”. You’ll see an outrageously fun fish tossing exhibition – could the catcher be you? You’ll also take away some powerful insights to generate success and satisfaction back in your workplace!

5:30 PM – 6:45 PM

Opening Cocktail Reception and Exhibit Hall
(Included for Advisors & Assistants; Guests Require Tickets)
4A (Level 4)

Wednesday, June 12, 2019

7:00 AM – 5:00 PM

Registration & General Information

Atrium Lobby (Level 4)

7:00 AM – 8:15 AM

Breakfast
(Included for Advisors & Assistants)

4B (Level 4)

Session One

8:30 AM – 9:30 AM

W100

Tax-Smart Investing: What It Is and How It Works

Tax-Smart Investing streamlines sophisticated tax planning, empowering advisors to help clients pursue their financial goals. See a demo of how the new Tax-Smart Investing toolbox can drastically enhance the speed at which you can deliver your core value proposition to your clients. (Ability to Monitor Clients)

Adam Mukaty, HD Vest Product Manager
Andy Watts, CFP®, HD Vest Sr. Director, Business Development & Partnerships, Strategy
606 & 607, Level 6 (300 Theater)
CE: None Available
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents
Recommended for Experienced Assistants; Optional for New Assistants

Repeats: Thursday, June 13
Session 6 (11:00 AM – 12:00 PM)
T603
612, Level 6 (125 Theater)

W101

Building Your Advisory Transition Strategy

It does not matter if you are a veteran to the Advisory platform or brand new, this session will assist you in building and improving your value proposition to clients within Advisory. You will hear from experienced Advisors on best practices to transition your practice from direct to fund or brokerage to Advisory and how tools like Envestnet and eMoneyPro can support your advisory commitments to clients.

Ellen Crandell, CFP®, HD Vest Advisory Services Specialist
Joshua N. Yeakel, HD Vest Senior Relationship Manager
Panelists: Kami Zonin, HD Vest Advisor & Steve Wilson, HD Vest Advisor
608 & 609, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents
Recommended for Experienced Assistants; Optional for New Assistants

Repeats: Thursday, June 13
Session 7 (1:15 PM – 2:15 PM)
T704
613 & 614, Level 6 (150 Theater)

W102

Anatomy of a Recession

It's vital to know the warning signs that the markets could be losing steam. Join Legg Mason/ClearBridge Investments as we explore the complex relationship between market drawdowns and recessions, referencing the current state of the U.S. economy, Washington's new policy regime, the U.S. dollar, corporate earnings and "QE", central bank policies, and the outlook for markets outside the U.S.

In this session, advisors will learn:

- How to distinguish between signal and noise for large market drawdowns
- Identify key drivers of asset prices over the next year
- Understand the economy and how recessions impact the markets
- Understand where we are in the current economic cycle, based on ClearBridge's key economic indicators
- Understand the importance of the consumer for the U.S. economy

Jeff Schulze, CFA – Investment Strategist for ClearBridge Investments, a Legg Mason Company
611, Level 6 (125 Theater)
CE: CFP®, ChFC®, CLU®

W103

Working with Widows

How many of your clients are married women? Do you know what to do when one of those clients tells you she has lost the love of her life? Over the course of your career, you will likely work with numerous clients who are grieving the loss of a spouse or family member. Being prepared for that situation by knowing the right thing to say, making your client feel comfortable, and offering invaluable advice can make you a trusted partner as she moves into the next stage of her life.

Attend the Working with Widows breakout session, hosted by Dr. Kathleen Rehl, to learn a specialized approach that considers the cognitive and emotional challenges experienced by widows and find ways to apply it to your practice.

Dr. Kathleen Rehl, PhD, CFP®, CeFT®, Protective Life
612, Level 6 (125 Theater)
CE: CFP®, CLU®/ChFC®, CPE/CPA; CE not approved for HI, MA, or TX

W104

1031 Exchanges VS Opportunity Zones and Other Tax Advantaged Real Estate Solutions

Opportunity Zone funds have created a lot of buzz since the tax overhaul bill was passed, but how do they compare with 1031 Exchanges? AEI is a multi- decade sponsor of tax advantaged debt-free real estate Funds and 1031 Exchange solutions. Please join us to learn how AEI's traditional 1031 Exchanges compare and contrast with Opportunity Zone investing, and which type of investment solution should be used for different client situations. Additionally, we will discuss converting tax clients to investment clients with the PIG/PAL investment strategy. AEI offers high quality real estate Funds that can generate passive income that can be sheltered by passive losses.

AEI Capital Corporation
613 & 614, Level 6 (150 Theater)
CE: None Available

W105

Transitioning from "Doer" to "Director" of Your Business

What got you to the level of success you experience now can sometimes be what prevents you from having greater success in the future. As your business expands, it will grow to a point that you can no longer be the person that does all of the work, you will need to learn new skills to get the work done by delegating to others on your team. If you are finding yourself saying things like, "I can do this faster than I can teach someone," or "Why am I the only one that is working overtime?" or "No one seems to take accountability but me," it's time for you transition from doer to director. Join us as HD Vest Advisor Jennifer Milligan and Jessica Harrington talk about Jennifer's journey transitioning from the "doer" of activities to the director of activities in her business. You will learn how continuing to "do" can stunt your business growth, how to effectively delegate tasks and how to step back to allow others to shine to create more accountability and ownership on your team.

Jennifer Milligan, MBA, CFP®,EA, HD Vest Advisor
Jessica Harrington, PCC, HD Vest Practice Management Coach
615, 616 & 617, Level 6 (170 Classroom)
CE: NASBA
Audience: All Advisors & Assistants

W106

From Optional to Essential: How to Avoid Disruption, Protect Your Client Base, and Expand Your Business

As an advisor, being a good "option" for financial advice is a dangerous strategy in today's world of technology innovations, regulatory changes, and demographic shifts. Since clients have more options than ever, business continuity can be hard to maintain. The secret to long-term success is to make the leap from optional to essential in the eyes of your clients. This content outlines how to transform your client relationships from optional to essential.

Bill McManus, Hartford Funds
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

Repeats: Wednesday, June 12
Session 2 (11:00 AM – 12:00 PM)
W206
615, 616 & 617, Level 6 (170 Classroom)

9:45 AM – 10:45 AM

Exhibit Hall

4A (Level 4)

Session Two

11:00 AM – 12:00 PM

W200

Living in a Fiduciary World: New Laws, Best Practices & Common Mistakes to Avoid

The Age of the Fiduciary is here, as the SEC and states enact tough new requirements for financial professionals. Learn about the new rules and where they're going, and how you can best stay compliant in a fiduciary environment.

David Peavler, Vice President & General Counsel;
Eric Chartan, Vice President & Associate General Counsel;
Casey Griffin, HD Vest Chief Compliance Officer
606 & 607, Level 6 (300 Theater)
CE: NASBA, CFP®
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 6 (11:00 AM – 12:00 PM)
T600
606 & 607, Level 6 (300 Theater)

W201

eMoney: Client Set Up, Client Portal Customization & Foundational Planning Overview

eMoney is a comprehensive and scalable financial planning technology that empowers advisors to meet a broad range of planning needs as well as provide clients a consolidated view of their complete financial picture through its industry-leading Client Portal. Join us as we explore three key topics: add clients and prospects to the eMoney platform and enable them to create their own Client Portal, dive into customization options for the Client Portal and how you can create efficiencies for your office as well as an enhanced client experience, introduce a new financial planning option in eMoney called Foundational Planning. Foundational Planning allows you to create more plans for more clients quickly through a streamlined process while deepening client engagement through goal-based planning.

Brian Schmidt, CFP®, EA, HD Vest Financial Planning Specialist
608 & 609, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 6 (11:00 AM – 12:00 PM)
T601
608 & 609, Level 6 (300 Theater)

W202

Clarifying Your Value & Proving Your Fees in the Evolving World of Financial Services

Today more than ever, powerful messaging regarding your value matters. Do your clients know what you charge and all that you do for the fees? Do your prospects believe your value is worth the price? Is your presentation of value memorable? You will learn techniques to deliver an undeniably strong, memorable, repeatable, and easy to deliver client-centric value proposition.

Maribeth Kuzmeski, President, Red Zone Marketing, Author & Speaker
611, Level 6 (125 Theater)
CE: NASBA
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 2 (11:00 AM – 12:00 PM)
T604
613 & 614, Level 6 (150 Theater)

W203

The Power of One: Understanding & Serving Divorcees & Widows

All about the opportunity and risk with suddenly single women for advisors. Specifically goes over baby boomer concerns and give ways to help: healthcare, Social Security, then goes into family wealth with some client event ideas.

Elizabeth Flint, Manager - West Coast Internal Sales Division, MFS
612, Level 6 (125 Theater)
CE: None Available

Repeats: Thursday, June 13
Session 3 (1:15 PM – 2:15 PM)
T703
612, Level 6 (125 Theater)

W204

Who's Your Next Hire?

Explore how to determine where in your organization you should be hiring and what data you can use to make decisions.

Doug Johnson, Senior Consultant, The Ensemble Practice, LLC
613 & 614, Level 6 (150 Theater)
CE: NASBA
Audience: All Advisors & Assistants

W205

All In the Family: Multigenerational Income Planning Using Annuities

There's a great deal at stake over the next couple of decades. With 10,000 baby boomers retiring every day, an estimated $30 trillion dollars in wealth is expected to change hands from the baby-boomer generation to Gen Xers and millennials over the next 30 years. That's almost triple the $12 trillion inheritance, referred to as the "Great Transfer" that is still taking place as baby boomers inherit the wealth from their parents.

Patti Taylor, LFD
615, 616 & 617, Level 6 (170 Classroom)
CE: Insurance in all states and CFP®, CIMA®, CLU®/ChFC®, CPE/CPA, CPWA®, CRPC®, TX-CPA

W206

From Optional to Essential: How to Avoid Disruption, Protect Your Client Base, and Expand Your Business

As an advisor, being a good "option" for financial advice is a dangerous strategy in today's world of technology innovations, regulatory changes, and demographic shifts. Since clients have more options than ever, business continuity can be hard to maintain. The secret to long-term success is to make the leap from optional to essential in the eyes of your clients. This content outlines how to transform your client relationships from optional to essential.

Bill McManus, Hartford Funds
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

12:00 PM – 1:00 PM

Lunch
(Included for Advisors & Assistants)
4B (Level 4)

Session Three

1:15 PM – 2:15 PM

W300

Grow Your Business: "What We Did Wrong So You Won't"

Bob and Davin Carey share their business lessons, mistakes, tactics and wins as they grew their practice. At the end of this session you will understand the importance of the right mindset, knowledge, confidence, processes, and a Firm vision play to speed your growth and success.

Bob & Davin Carey, HD Vest Advisors
606 & 607, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

W301

eMoney: Data Entry Best Practices, Advanced Planning and Presentations

eMoney Advanced Planning allows you to collaborate with your clients and to demonstrate complicated real-world scenarios through its interactive planning tools. Through these tools you can bring plans to life and demonstrate how client decisions can impact a plan's probability of success, life-time cash flow as well as estate planning considerations. Join us as we explore three key topics. First, we will review best practices related to data gathering and input to drive meaningful and impactful planning conversations. Second, we will dive into the interactive Advanced Planning Tools including Goal Planner, Decision Center and Distribution Center. Third, we will review the pre-built presentations to allow you to easily deliver your results to clients as well as additional detailed reports that will help you demonstrate your recommendations.

Brian Schmidt, CFP®, EA, HD Vest Financial Planning Specialist
608 & 609, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 7 (1:15 PM – 2:15 PM)
T701
608 & 609, Level 6 (300 Theater)

W302

Lesser Known Estate Planning & Wealth Transfer Strategies That Every High Net Worth Family Should Know

This presentation will educate Advisors and Accountants on several powerful estate planning benefits of 529 Plans, including: 1) tax-advantaged wealth transfer opportunities; 2) ability to potentially remove millions of dollars from a client's estate, without giving up control of the assets; 3) an alternative to costly trusts; and 4) protecting a client's assets from creditors

Robert Johanson, Director, Senior Portfolio Specialist, Legg Mason
611, Level 6 (125 Theater)
CE: CIMA®, CPWA®, CIMC®, CFP®, ChFC®, CLU®, CRPS®, CRPC®

W303

Using Annuities to Enhance Individual Retirement Accounts (IRAs)

IRAs makeup a large portion of client retirement savings. This session will review how annuity solutions can help you conquer some of the planning challenges that arise with IRA assets.

Aaron Runyon CFP®, CLU®, RICP®, CAS, HD Vest Manager - Annuity Marketing
612, Level 6 (125 Theater)
CE: NASBA
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 7 (1:15 PM – 2:15 PM)
T702
611, Level 6 (125 Theater)

W304

Commercial Real Estate Credit Investing - Introduction and Opportunity

With more than $1.5 trillion in U.S. commercial real estate mortgages maturing over the next four years, there is unprecedented demand for financing commercial loans. Learn why commercial real estate loans can be considered a fixed-income alternative and how they have historically generated higher income potential than corporate bonds. During this presentation, attendees will learn about the factors leading to increased demand, the types of loans used and how they generate income potential, and why floating-rate loans potentially add a level of protection against volatility and generally can keep pace with rising rates and inflation. No advance preparation is required. Prerequsites(s): none. There is no fee to attend this presentation.

Inland
613 & 614, Level 6 (150 Theater)
CE: CFP®, CPE/CPA

W305

2019 Retirement Opportunities and a Changing Industry

The retirement industry is preparing for an unprecedented shift in retirement assets. How can you make the most of this market transition? This thought-provoking presentation identifies the key trends, risks and strategies that may help you to effectively take advantage of the changes to come. Attendees will understand: 1) how the changing political landscape is affecting retirement plans; 2) how to take a 401K from a saving plan to a retirement plan; 3) how to have retirement conversations with clients on several topics.

Thomas Rowley, Director of Retirement and Education Strategies, Invesco
615, 616 & 617, Level 6 (170 Classroom)
CE: None Available

W306

The New Paradigm in Retirement Income

With the demise of Defined Benefit Pension Plans and other safety nets, market risk, longevity risk, and the risk of retiring at the wrong time have been transferred to clients. Many clients are unaware that they can transfer the risk of running out of money to some of the largest insurance companies in the country.

The New Paradigm of Retirement Income program from AIG examines the "retirement" of yesterday versus the retirement of today, explores today's retirement challenges, and highlights key investor sentiment findings from our Income Savvy® survey.

Through this program, advisors will learn more about:

- The importance of introducing clients to protected lifetime income solutions
- How lifetime income can help enhance your clients' lifestyle and behavior
- Income solutions from AIG

If you have clients that are preparing for retirement, you won't want to miss this important session.

AIG
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

Session Four

2:30 PM – 3:30 PM

W400

A Winning Combination: The Intersection of Tax-Smart Investing & Wealth Management Planning

We fundamentally believe that investment decisions are tax decisions. Learn how to put Tax-Smart Investing tools into practice.

Gene Bell, EA, NTPI Fellow®, CFP®, HD Vest Advisor & Jalene Barlow, MBA, CFP®, HD Vest Customer Marketing Manager
606 & 607, Level 6 (300 Theater)
CE: NASBA, CFP®
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents

Repeats: Thursday, June 13
Session 8 (2:30 PM – 3:30 PM)
T801
608 & 609, Level 6 (300 Theater)

W401

VestAdvisor Select: Reinventing the Investment Process

James Hickey, Chief Investment Strategist will share trends, insights, and investment strategy options.

James "Jimmy" Hickey, CFA®, HD Vest Chief Investment Strategist
608 & 609, Level 6 (300 Theater)
CE: None Available
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 7 (1:15 PM – 2:15 PM)
T700
606 & 607, Level 6 (300 Theater)

W402

The Conversation BEFORE the Conversation

Learn how to create a dialogue that motivates clients to incorporate life insurance, while revealing assets and future sales opportunities.

Marc Verbos, Vice President & Managing Director, AIMCOR EIF
611, Level 6 (125 Theater)
CE: None Available

W403

Communicating Your Value: Discussing Fees with Clients

The program is designed to help advisors:

- Define the real issue with fees
- Explore strategies used by top producers
- Identify the key elements of your brand and begin the process of creating your personal value policy
- Take specific steps to create a clear and consistent value message for your team, your clients, and your prospects

John Hancock
612, Level 6 (125 Theater)
CE: CPE/CPA & State Insurance in: AL, AR, CA, CO, CT, DE, DC, GA, IL, IN, IA, KS, ME, MS, MO, NV, NH, NY, NC, ND, PA, SC, SD, TN, UT, VA, VT, WV, WI, WY

Repeats: Thursday, June 13
Session 5 (8:30 AM – 9:30 AM)
T503
612, Level 6 (125 Theater)

W404

Actionable Income and Estate Planning Strategies Under the Tax Cuts and Jobs Act

The passage of the Tax Cuts and Jobs Act (TCJA) represents the most sweeping changes to the tax code in decades. From lower tax rates to reduced deductions to new provisions impacting business owners, the law presents a myriad of planning challenges and opportunities for clients. In this workshop we will explore actionable income and estate planning strategies including:

- Tax-smart planning for limits to popular deductions
- Managing cost basis for efficient wealth transfer
- Optimizing the new 20% deduction for Qualified Business Income (QBI)

Bill Cass, CFP®, CPWA® - Director, Wealth Management Programs, Putnam Retail Management
613 & 614, Level 6 (150 Theater)
CE: CFP®, CPE/CPA, PACE as well as Insurance in all states EXCEPT MA, MI, MO, NJ, RI, TX, VA, WA

Repeats: Thursday, June 13
Session 5 (8:30 AM – 9:30 AM)
T501
608 & 609, Level 6 (300 Theater)

W405

Advisory Best Practices: Optimizing Envestnet

In this session, Advisors and Assistants will gain insight into upcoming Envestnet enhancements, and observe ways to properly utilize the platform for routine client, account, and model management.

April Meyers, HD Vest Advisory Specialists Manager
Saeed Bowens, HD Vest Advisory Specialist
615, 616 & 617, Level 6 (170 Classroom)
CE: NASBA
Audience: All Advisors & Assistants

Repeats: Thursday, June 13
Session 8 (2:30 PM – 3:30 PM)
T800
606 & 607, Level 6 (300 Theater)

W406

Adding Exchange Traded Funds (ETFs) in Your Client's Portfolios: Better Investments and Better Investor Experience

Did you know that some ETFs may outperform their benchmarks? Help minimize tax exposure? In this session, we will provide you with a road map to help take advantage of the benefits of ETFs all with the ability to potentially add performance. You will leave this presentation with a better understanding of why many advisors are using ETFs and how to immediately access tools to help improve client outcomes and grow your business utilizing this superior structure.

Joe Tenaglia, Wisdom Tree
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

Repeats: Thursday, June 13
Session 5 (8:30 AM – 9:30 AM)
T506
618, 619 & 620, Level 6 (170 Classroom)

4:00 PM – 5:30 PM

General Session featuring Josh Linkner, Entrepreneur & CEO, Author & Thought Leader, Venture Capital Investor and Keynote Speaker

6A, 6B, 6C, (Level 6)

To Josh Linkner, creativity and innovation are the lifeblood of all human progress, and as such, he's spent his career harnessing the spirit of creative disruption. The five-time successful tech entrepreneur, keynote speaker, and CEO delivers a clear call to action — it's better to innovate and disrupt your organization before your competition does. The riskiest move companies can make today is hugging the status quo — believing the future will be like the past is the fast road to obsolescence. To get to know Josh, one can explore the interconnected aspects of his work: Entrepreneur & CEO, Author & Thought Leader, Venture Capital Investor and Keynote Speaker.

5:45 PM – 6:45 PM

PAF Reception & 2020 Destination Reveal
(Invitation Only)

7:00 PM – 10:00 PM

Top 15 Dinner
(Invitation Only)

Thursday, June 13, 2019

7:00 AM – 5:00 PM

Registration & General Information

Atrium Lobby (Level 4)

7:00 AM – 8:15 AM

Breakfast
(Included for Advisors & Assistants)

4B (Level 4)

Session Five

8:30 AM – 9:30 AM

TT500

Talking with the Top

Join the HD Vest Leadership Team to connect in the moment with a question and answer session.

Senior Leadership Team
Todd Mackay, CEO
Scott Rawlins, President
Crystal Clifford, Chief Operating Officer
Casey Griffin, Chief Compliance Officer
James "Jimmy" Hickey, Chief Investment Strategist
Tim Stewart, Head of Business Development
David Peavler, Vice President, General Counsel
606 & 607, Level 6 (300 Theater)
CE: None Available
Audience: All Advisors & Assistants

T501

Actionable Income and Estate Planning Strategies Under the Tax Cuts and Jobs Act

The passage of the Tax Cuts and Jobs Act (TCJA) represents the most sweeping changes to the tax code in decades. From lower tax rates to reduced deductions to new provisions impacting business owners, the law presents a myriad of planning challenges and opportunities for clients. In this workshop we will explore actionable income and estate planning strategies including:

- Tax-smart planning for limits to popular deductions
- Managing cost basis for efficient wealth transfer
- Optimizing the new 20% deduction for Qualified Business Income (QBI)

Bill Cass, CFP®, CPWA® - Director, Wealth Management Programs, Putnam Retail Management
608 & 609, Level 6 (300 Theater)
CE: CFP®, CPE/CPA, PACE as well as Insurance in all states EXCEPT MA, MI, MO, NJ, RI, TX, VA, WA

T502

Cultivating Your Most Valuable Asset....YOU

This presentation is high energy, humorous, entertaining and audience interactive. It is "how" we say something that is more often than not more important than "what" we say. Yet, most people spend the vast majority of their time constructing and delivering their desired remarks without taking any time to think about their presentation skills. We will spend time focusing on the Body, Mind and Soul. We will go through each component of the Body, showing you the dos and don'ts so you can enhance your presentation while not distracting your audience. When discussing the Mind, there's a very strong sales component about being specific in your call to action.

Jimmy Pomerance, Impact Speakers, Sammons
611, Level 6 (125 Theater)
CE: Course does not qualify for CE but CE vouchers will be available for online CE

T503

Communicating Your Value: Discussing Fees with Clients

The program is designed to help advisors:

- Define the real issue with fees
- Explore strategies used by top producers
- Identify the key elements of your brand and begin the process of creating your personal value policy
- Take specific steps to create a clear and consistent value message for your team, your clients, and your prospects

John Hancock
612, Level 6 (125 Theater)
CE: CPE/CPA & State Insurance in: AL, AR, CA, CO, CT, DE, DC, GA, IL, IN, IA, KS, ME, MS, MO, NV, NH, NY, NC, ND, PA, SC, SD, TN, UT, VA, VT, WV, WI, WY

T504

Creative Destruction & the Future of the Adaptive Advisor

Financial advisors are facing serious headwinds, including technology, markets, clients, and regulation. Because the dynamic of industry disruption is hardly unique to wealth management, we can use history as a guide for how to adapt and thrive. Advisors narrowly focused on investments will struggle, but those who embrace roles as planners, educators, and coaches will retain ample opportunity to both empower others and grow professionally.

Paul Cahill, Virtus
613 & 614, Level 6 (150 Theater)
CE: None Available

T505

The Millennial Mindset

After growing up in an era of technology, economic volatility, social change and connectivity, many Millennials have more strongly varying values than previous generations. To build a business with sustainable growth and high succession value, advisors needs to understand these generational differences. This presentation discusses tapping into key influences, creating Millennial service models, and onboarding Millennial clients and employees.

Delaware
615, 616 & 617, Level 6 (170 Classroom)
CE: None Available

T506

Adding Exchange Traded Funds (ETFs) in Your Client's Portfolios: Better Investments and Better Investor Experience

Did you know that some ETFs may outperform their benchmarks? Help minimize tax exposure? In this session, we will provide you with a road map to help take advantage of the benefits of ETFs all with the ability to potentially add performance. You will leave this presentation with a better understanding of why many advisors are using ETFs and how to immediately access tools to help improve client outcomes and grow your business utilizing this superior structure.

Joe Tenaglia, Wisdom Tree
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

9:45 AM – 10:45 AM

Exhibit Hall

4A (Level 4)

Session Six

11:00 AM – 12:00 PM

T600

Living in a Fiduciary World: New Laws, Best Practices & Common Mistakes to Avoid

The Age of the Fiduciary is here, as the SEC and states enact tough new requirements for financial professionals. Learn about the new rules and where they're going, and how you can best stay compliant in a fiduciary environment.

David Peavler, Vice President & General Counsel;
Eric Chartan, Vice President & Associate General Counsel;
Casey Griffin, HD Vest Chief Compliance Officer
606 & 607, Level 6 (300 Theater)
CE: NASBA, CFP®
Audience: All Advisors & Assistants

T601

eMoney: Client Set Up, Client Portal Customization & Foundational Planning Overview

eMoney is a comprehensive and scalable financial planning technology that empowers advisors to meet a broad range of planning needs as well as provide clients a consolidated view of their complete financial picture through its industry-leading Client Portal. Join us as we explore three key topics: add clients and prospects to the eMoney platform and enable them to create their own Client Portal, dive into customization options for the Client Portal and how you can create efficiencies for your office as well as an enhanced client experience, introduce a new financial planning option in eMoney called Foundational Planning. Foundational Planning allows you to create more plans for more clients quickly through a streamlined process while deepening client engagement through goal-based planning.

Brian Schmidt, CFP®, EA, HD Vest Financial Planning Specialist
608 & 609, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

T602

Real Estate & Sustainability: Is There a Green Premium?

Environmental factors ("E-factors") will contribute significantly to the financial performance of real estate portfolios over the coming years, and investors will need to put increasing focus on this 'green premium' if they are to maximize returns. We will introduce the main environmental factors that drive the best risk adjusted returns for real estate – green building certifications, energy conservation, carbon footprint reduction, water and waste reduction. These environmental factors are closely linked to other secular, long-term drivers of real estate demand such as demographics, technology and urbanization. We will review the changing attributes of sustainability and the market response to them both from an investment and leasing standpoint. This will cover changes in how tenants utilize their space and their demands for space across the property sectors. We will discuss current benchmarking and measurement tools from an investor's perspective. We will discuss why environmental factors are integral to investment analysis and to show how our thinking about "E-factors" at LaSalle continues to evolve. The presentation will cover frameworks that establish the linkages between superior investment performance, improved environmental performance, and the risk-return trade-offs inherent in pursuing both goals simultaneously.

JLL Income Property Trust
611, Level 6 (125 Theater)
CE: None Available

T603

Tax-Smart Investing: What It Is and How It Works

Tax-Smart Investing streamlines sophisticated tax planning, empowering advisors to help clients pursue their financial goals. See a demo of how the new Tax-Smart Investing toolbox can drastically enhance the speed at which you can deliver your core value proposition to your clients.

Adam Mukaty, HD Vest Product Manager
Andy Watts, CFP®, HD Vest Sr. Director, Business Development & Partnerships, Strategy
612, Level 6 (125 Theater)
CE: None Available
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents
Recommended for Experienced Assistants; Optional for New Assistants

T604

Clarifying Your Value & Proving Your Fees in the Evolving World of Financial Services

Today more than ever, powerful messaging regarding your value matters. Do your clients know what you charge and all that you do for the fees? Do your prospects believe your value is worth the price? Is your presentation of value memorable? You will learn techniques to deliver an undeniably strong, memorable, repeatable, and easy to deliver client-centric value proposition.

Maribeth Kuzmeski, President, Red Zone Marketing, Author & Speaker
613 & 614, Level 6 (150 Theater)
CE: NASBA
Audience: All Advisors & Assistants

T605

Beyond Retirement Income-Advanced Annuities Strategies for Affluent Clients

This course will provide financial professionals with techniques using variable annuities to overcome some unique challenges their affluent clients may face. Understanding how an annuity can provide solutions to advanced planning strategies will provide clients with potential solutions to their advanced planning challenges. Topics to be covered in this course include trust planning, wealth transfer techniques, including using a private foundation, and opportunities for business owners with Defined Benefit plans.

AXA
615, 616 & 617, Level 6 (170 Classroom)
CE: CFP®, CPE/CPA, CIMA®, American College, & Insurance in all states except AK & MA

T606

Economic Update: A Perfect Storm of Policy Uncertainty

Investors are facing a perfect storm of policy uncertainties which stand to challenge income returns and amplify volatility. As our expansion turns 10, concerns about an economic downturn are increasing. In addition, Fed policy, trade policy, and a growing list of other policy choices stand to impact investors. Understanding the relationship between the economic cycle and these investor challenges is critical for navigating markets in 2019.

FS2 Capital Partner
618, 619 & 620, Level 6 (170 Classroom)
CE: CFP®

12:00 PM - 1:00 PM

Lunch
(Included for Advisors & Assistants)

4B (Level 4)

Session Seven

1:15 PM – 2:15 PM

T700

VestAdvisor Select: Reinventing the Investment Process

James Hickey, Chief Investment Strategist will share trends, insights, and investment strategy options.

James "Jimmy" Hickey, CFA®, HD Vest Chief Investment Strategist
606 & 607, Level 6 (300 Theater)
CE: None Available
Audience: All Advisors & Assistants

T701

eMoney: Data Entry Best Practices, Advanced Planning and Presentations

eMoney Advanced Planning allows you to collaborate with your clients and to demonstrate complicated real-world scenarios through its interactive planning tools. Through these tools you can bring plans to life and demonstrate how client decisions can impact a plan's probability of success, life-time cash flow as well as estate planning considerations. Join us as we explore three key topics. First, we will review best practices related to data gathering and input to drive meaningful and impactful planning conversations. Second, we will dive into the interactive Advanced Planning Tools including Goal Planner, Decision Center and Distribution Center. Third, we will review the pre-built presentations to allow you to easily deliver your results to clients as well as additional detailed reports that will help you demonstrate your recommendations.

Brian Schmidt, CFP®, EA, HD Vest Financial Planning Specialist
608 & 609, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

T702

Using Annuities to Enhance Individual Retirement Accounts (IRAs)

IRAs make up a large portion of client retirement savings. This session will review how annuity solutions can help you conquer some of the planning challenges that arise with IRA assets.

Aaron Runyon CFP®, CLU®, RICP®, CAS, HD Vest Director - Annuity Marketing
611, Level 6 (125 Theater)
CE: NASBA
Audience: All Advisors & Assistants

T703

The Power of One: Understanding & Serving Divorcees & Widows

All about the opportunity and risk with suddenly single women for advisors. Specifically goes over baby boomer concerns and give ways to help: healthcare, Social Security, then goes into family wealth with some client event ideas.

Elizabeth Flint, Manager - West Coast Internal Sales Division, MFS
612, Level 6 (125 Theater)
CE: None Available

T704

Building Your Advisory Transition Strategy

It does not matter if you are a veteran to the Advisory platform or brand new, this session will assist you in building and improving your value proposition to clients within Advisory. You will hear from experienced Advisors on best practices to transition your practice from direct to fund or brokerage to Advisory and how tools like Envestnet and eMoneyPro can support your advisory commitments to clients.

Ellen Crandell, CFP®, HD Vest Advisory Services Specialist
Joshua N. Yeakel, HD Vest Senior Relationship Manager
Panelists: Lisa Pugel, HD Vest Advisor and Dan Machnik, HD Vest Advisor
613 & 614, Level 6 (150 Theater)
CE: NASBA
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents
Recommended for Experienced Assistants; Optional for New Assistants

T705

Diversity & Demography: Preparing to Meet the Needs of the Client of the Future

This presentation will highlight demographic changes and how they may impact the financial services industry. We will detail minority group attributes and how successful advisors can best position their practice and serve diverse clientele.

A.J. Loving, PhD, Delaware
615, 616 & 617, Level 6 (170 Classroom)
CE: None Available

T706

The Missing Piece to Retirement Confidence – "Why Annuities"

This course discusses four key factors affecting today's retirees that make annuities an essential component of a well-balance plan, and prepares financial advisors to discuss these financial tools with clients. Learn how an approach that balances asset accumulation with insurance-based solutions that protect what clients have worked for can serve as the foundation for a comprehensive risk management strategy designed for both lifetime income and portfolio longevity.

Brighthouse
618, 619 & 620, Level 6 (170 Classroom)
CE: State Insurance, CFP®, CRPC®, CRPS®, RP, PACE

Session Eight

2:30 PM – 3:30 PM

T800

Advisory Best Practices: Optimizing Envestnet

In this session, Advisors and Assistants will gain insight into upcoming Envestnet enhancements, and observe ways to properly utilize the platform for routine client, account, and model management.

April Meyers, HD Vest Advisory Specialists Manager
Saeed Bowens, HD Vest Advisory Specialist
606 & 607, Level 6 (300 Theater)
CE: NASBA
Audience: All Advisors & Assistants

T801

A Winning Combination: The Intersection of Tax-Smart Investing & Wealth Management Planning

We fundamentally believe that investment decisions are tax decisions. Learn how to put Tax-Smart Investing tools into practice.

Gene Bell, EA, NTPI Fellow®, CFP®, HD Vest Advisor
Jalene Barlow, MBA, CFP®, HD Vest Customer Marketing Manager
608 & 609, Level 6 (300 Theater)
CE: NASBA, CFP®
Audience: All Advisors & Assistants, Return Preparers, Enrolled Agents

T802

Your Prosperity Picture: Fresh Perspectives Designed to Create Momentum with Female Clients

The benefits of working with women investors in the country are well-documented. Despite the facts that women control 51% of the country's wealth and that our research indicates a startling number of Baby Boomer women threaten to change financial advisors should they outlive their husbands, surprisingly few advisors intentionally pursue this relatively untapped marketplace. One reason may be that it's not clear exactly how to proceed; some financial professionals are coached to market overtly to women, to literally and figuratively produce "pink" materials. Others adopt a "treat everyone the same" philosophy and ignore their clients' gender completely. Our research shows that both approaches may backfire. Using instant-response "dial" technology research, field testing in hundreds of workshops across the US, and concepts covered in the book, Picture Your Prosperity-Smart Moves to Turn Your Vision into Reality, co-authored by Invesco Consulting's Lisa Kueng as a research basis, this interactive one-hour presentation aims to provide a practical toolbox for successfully working with female investors. With "Your Prosperity Picture" our goal is to offer financial advisors fresh perspective on how to create momentum with female investors by adopting a strategic mindset, adjusting their processes and applying new ideas to their practices.

Lisa Kueng, Director of Creative Campaigns, Invesco
611, Level 6 (125 Theater)
CE: None Available

T803

A New Look at Asset Allocation

It is becoming increasingly difficult to produce needed returns within a portfolio without taking on too much risk. This course can help you understand recent theories and perspectives on asset allocation and how your clients can balance risk and return within their portfolios now and into the future.

Allianz
612, Level 6 (125 Theater)
CE: CFP®, ChFC®, CLU®, CPE/CPA, CIMA®, CRPC®, CRPS®, as well as Insurance (in all states except AR, DC, MA, MI, NY and WA)

T804

Minds Over Markets

Minds Over Markets is a short and colorful tour of the investing and financial planning landscape through the lens of smart decision-making. Minds Over Markets empowers financial advisors to focus clients on achieving personal goals (and not market benchmarks) while appreciating the behavioral challenges to achieving them.

Paul Cahill, Virtus
613 & 614, Level 6 (150 Theater)
CE: CFP®; INVESTMENTS & WEALTH INSTITUTE

T805

The Blueprint to Relationship Marketing in a Digital Age

Relationship marketing is more than just shaking hands and remembering birthdays. It involves a continual effort to provide a unique and valuable experience that delights—whether it's taking a prospect through their initial investigation, through engagement, or creating a satisfied client that will continue to be an advocate for years to come. Luckily, it's easier than ever with today's technology. We'll cover 5 strategies that include sending meaningful communications, embracing social media, pairing content by buyer journey and more.

Jennifer French, Vice President of Business Development, FMG Suite
615, 616 & 617, Level 6 (170 Classroom)
CE: None Available
Audience: All Advisors & Assistants

T806

Executive Benefit Planning with Life Insurance

Are you looking for ways to benefit key members of a business without being handcuffed by qualified plan rules? Join Todd Wilson, Brokerage Director for Mass Mutual, for a review of non-qualified executive benefit opportunities. Todd will cover various executive bonus arrangements, non-qualified deferred comp, and split dollar options. Come gather some ideas to increase your value to your business owner clients.

Todd Wilson, Mass Mutual
618, 619 & 620, Level 6 (170 Classroom)
CE: None Available

4:00 PM – 5:30 PM

General Session featuring David Horsager, CEO of Trust Edge Leadership Institute

6A, 6B, 6C, (Level 6)

David Horsager, MA, CSP, CPAE is the CEO of Trust Edge Leadership Institute, national bestselling author of The Trust Edge, inventor of the Enterprise Trust Index™, and director of one of the nation's foremost trust studies: The Trust Outlook™. His work has been featured in prominent publications such as Fast Company, Forbes, The Huffington Post and The Wall Street Journal. David has advised leaders and delivered life-changing presentations on six continents, with audiences ranging everywhere from FedEx, Toyota and global governments to the New York Yankees and the Department of Homeland Security.

7:00 PM – 10:00 PM

Closing Conference Party

(Ticket Required)

The Museum of Flight

Course matrix

Course matrix

Wednesday, June 12, 2019

	606 & 607 Level 6 (300 Theater)	608 & 609 Level 6 (300 Theater)	611 Level 6 (125 Theater)
Session One 8:30 AM – 9:30 AM	W100 **Tax-Smart Investing: What It Is and How It Works** Adam Mukaty and Andy Watts	W101 **Building Your Advisory Transition Strategy (Panel)** Ellen Crandell and Josh Yeakel with HD Vest Advisors, Kami Zonin and Steve Wilson	W102 **Anatomy of a Recession** Jeff Schulz, Clear Bridge, Legg Mason
Session Two 11:00 AM – 12:00 PM	W200 **Living in a Fiduciary World: New Laws, Best Practices & Common Mistakes to Avoid** David Peavler, Eric Chartan and Casey Griffin	W201 **eMoney: Client Set Up, Client Portal Customization & Foundational Planning Overview** Brian Schmidt	W202 **Clarifying Your Value & Proving Your Fees in the Evolving World of Financial Services** Maribeth Kuzmeski
Session Three 1:15 PM – 2:15 PM	W300 **Grow Your Business: "What We Did Wrong So You Won't"** HD Vest Advisors Bob Carey and Davin Carey	W301 **eMoney: Data Entry Best Practices, Advanced Planning & Presentations** Brian Schmidt	W302 **Lesser Known Estate Planning & Wealth Transfer Strategies that Every High Net Worth Family Should Know** Robert Johanson, Legg Mason
Session Four 2:30 PM – 3:30 PM	W400 **A Winning Combination: The Intersection of Tax-Smart Investing & Wealth Management Planning** Jalene Barlow with HD Vest Advisor, Gene Bell	W401 **VestAdvisor Select: Reinventing the Investment Process** James Hickey	W402 **The Conversation BEFORE the Conversation** Marc Verbos, AIMCOR EIF

— Repeat — Panel — Recommended Assistant Track

612 Level 6 (125 Theater)	613 & 614 Level 6 (150 Theater)	615,616 &617 Level 6 (170 Classroom)	618,619 & 620 Level 6 (170 Classroom)
W103 **Working with Widows** Dr. Kathleen Rehl, Protective Life	W104 **1031 Exchanges VS Opportunity Zones and Other Tax Advantaged Real Estate Solutions** AEI	W105 **Transitioning From "Doer" to "Director" of Your Business** HD Vest Advisor, Jennifer Milligan & Jessica Harrington	W106 **From Optional to Essential: How to avoid disruption, protect your client base and expand your business** Bill McManus, Hartford
W203 **The Power of One: Understanding & Serving Divorcees & Widows** Elizabeth Flint, MFS	W204 **Who's Your Next Hire?** Doug Johnson, Ensemble Practice	W205 **All in the Family: Multigenerational Income Planning Using Annuities** LFD	W206 **From Optional to Essential: How to avoid disruption, protect your client base and expand your business** Bill McManus, Hartford
W303 **Using Annuities to Enhance IRA's** Aaron Runyon	W304 **Commercial Real Estate Credit Investing - Introduction and Opportunity** Inland	W305 **2019 Retirement Opportunities and a Changing Industry** Thomas Rowley, Invesco	W306 **The New Paradigm in Retirement Income** AIG
W403 **Communicating Your Value: Discussing Fees with Clients** John Hancock	W404 **Actionable Income and Estate Planning Strategies Under the Tax Cuts and Jobs Act** Bill Cass, Putnam	W405 **Advisory Best Practices: Optimizing Envestnet** April Meyers & Saeed Bowens	W406 **Adding ETFs in Your Client's Portfolios: Better Investments and Better Investor Experience** Joe Tenaglia, Wisdom Tree

Course matrix

Thursday, June 13, 2019

	606 & 607 Level 6 (300 Theater)	608 & 609 Level 6 (300 Theater)	611 Level 6 (125 Theater)
Session Five 8:30 AM – 9:30 AM	TT500 **Talking with The Top (Panel)** HD Vest Advisor, Davin Carey with Todd Mackay, Scott Rawlins, Crystal Clifford, Casey Griffin, James Hickey, Tim Stewart, and David Peavler	T501 **Actionable Income and Estate Planning Strategies Under the Tax Cuts and Jobs Act** Bill Cass, Putnam	T502 **Cultivating Your Most Valuable Asset…YOU** Jimmy Pomerance, Sammons
Session Six 11:00 AM – 12:00 PM	T600 **Living in a Fiduciary World: New Laws, Best Practices & Common Mistakes to Avoid** David Peavler, Eric Chartan and Casey Griffin	T601 **eMoney: Client Set Up, Client Portal Customization & Foundational Planning Overview** Brian Schmidt	T602 **Real Estate and Sustainability: Is There a Green Premium?** JLL Income Property Trust
Session Seven 1:15 PM – 2:15 PM	T700 **VestAdvisor Select: Reinventing the Investment Process** James Hickey	T701 **eMoney: Data Entry Best Practices, Advanced Planning & Presentations** Brian Schmidt	T702 **Using Annuities to Enhance IRA's** Aaron Runyon
Session Eight 2:30 PM – 3:30 PM	T800 **Advisory Best Practices: Optimizing Envestnet** April Meyers and Saeed Bowens	T801 **A Winning Combination: The Intersection of Tax-Smart Investing & Wealth Management Planning** Jalene Barlow with HD Vest Advisor, Gene Bell	T802 **Your Prosperity Picture: Fresh Perspectives Designed to Create Momentum with Female Clients** Lisa Kuenig, Invesco

— Repeat — Panel — Recommended Assistant Track

612 Level 6 (125 Theater)	613 & 614 Level 6 (150 Theater)	615,616 &617 Level 6 (170 Classroom)	618,619 & 620 Level 6 (170 Classroom)
T503 **Communicating Your Value: Discussing Fees with Clients** John Hancock	T504 **Creative Destruction and The Future of the Adaptive Advisor** Paul Cahill, Virtus	T505 **The Millennial Mindset** Delaware	T506 **Adding ETFs in Your Client's Portfolios: Better Investments and Better Investor Experience** Joe Tenaglia, Wisdom Tree
T603 **Tax Smart Investing: What It Is and How it Works** Adam Mukaty and Andy Watts	T604 **Clarifying Your Value & Proving Your Fees in the Evolving World of Financial Services** Maribeth Kuzmeski	T605 **Beyond Retirement Income: Advanced Annuities Strategies for Affluent Clients** AXA	T606 **Economic Update: A Perfect Storm of Policy Uncertainty** FS2 Capital Partner
T703 **The Power of One: Understanding & Serving Divorcees & Widows** Elizabeth Flint, MFS	T704 **Building Your Advisory Transition Strategy (Panel)** Ellen Crandell and Josh Yeakel with HD Vest Advisors, Lisa Pugel and Dan Machnick	T705 **Diversity & Demography: Preparing to Meet the Needs of the Client of the Future** A.J. Loving, Delaware	T706 **The Missing Piece to Retirement Confidence - "Why Annuity"** Brighthouse
T803 **A New Look at Asset Allocation** Allianz	T804 **Minds over Markets** Paul Cahill, Virtus	T805 **The Blueprint to Relationship Marketing in a Digital Age** Jennifer French, FMG Suite	T806 **Executive Benefit Planning with Life Insurance** Todd Wilson, Mass Mutual

Personal agenda

Wednesday, June 12th

8:30 AM – 9:30 AM

Session One

Course name: ______________________________

Course code: ______________ Page number: ______________

11:00 AM – 12:00 PM

Session Two

Course name: ______________________________

Course code: ______________ Page number: ______________

1:15 PM – 2:15 PM

Session Three

Course name: ______________________________

Course code: ______________ Page number: ______________

2:30 PM – 3:30 PM

Session Four

Course name: ______________________________

Course code: ______________ Page number: ______________

Thursday, June 13th

8:30 AM – 9:30 AM

Session Five

Course name: ______________________

Course code: ____________ Page number: ____________

11:00 AM – 12:00 PM

Session Six

Course name: ______________________

Course code: ____________ Page number: ____________

1:15 PM – 2:15 PM

Session Seven

Course name: ______________________

Course code: ____________ Page number: ____________

2:30 PM – 3:30 PM

Session Eight

Course name: ______________________

Course code: ____________ Page number: ____________

Notes:

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See you in Dallas!

CONNECT2020™

June 22 – 25, 2020

Gaylord Texan Resort & Convention Center

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