

# SHOOK RESEARCH™

## 2018 Forbes/SHOOK NY/NJ/CT Top Advisor Event at Forbes on Fifth, November 27, 2018

Tuesday,  
November 27, 2018

### TIME

### SESSION & SPEAKER

2:00 - 2:25 pm

#### Pre-Conference Session

#### Compensating and Incentivizing Your Team

- Mary Deatherage, Morgan Stanley
- Paul Tramontano, First Republic
- **Moderator:** Jac McLean, Sr. Managing Director, NY Life Investments
- Presented by NY Life Investments

2:25 - 2:50 pm

#### Pre-Conference Session

#### The Future of Advice: Meeting Client Expectations in a Changing World

- Patti Brennan, Key Financial, Inc.
- Gregg Kaufman, Morgan Stanley
- **Moderator:** John Diehl, Sr. VP, Hartford Funds
- Presented by Hartford Funds

2:50 - 3:00 pm

Networking/Refreshments

3:00 - 3:10 pm

#### Opening Remarks

- R.J. Shook (Founder, SHOOK Research & Forbes Contributor)

3:10 - 3:15 pm

#### SHOOK "Talks"

Top Advisor shares #1 best idea

- Peter Prentis, Wells Fargo

3:15 - 3:40 pm

#### SHOOK Impact: How our Top Advisors are impacting their clients' lives

- Michael Poppo, UBS Financial Services
- Elizabeth Weikes, JP Morgan Securities
- **Moderator:** Frank Famiglietti, Managing Director/Head of Alt Distribution, Morgan Stanley Investment Mgmt

3:40 - 4:10 pm

#### Top Portfolio Managers discuss global investment strategies

- Matthew McLennan, Head of Global Value, First Eagle
- Brendan Ahern, Chief Investment Officer, KraneShares
- William Housey, Head of Leveraged Finance, First Trust
- **Moderator:** Gerry Klingman, Klingman & Associates

4:10 - 4:40 pm

#### What's Next for the Market and Economy

- **Jeremy Siegel, Professor, Wharton School of Finance,  
Senior Investment Strategy Advisor, WisdomTree**

4:40 - 4:55 pm

Networking/Refreshments

4:55 - 5:10 pm

#### Partnership of Empowerment

- Jeff Erdmann, Merrill Lynch

# 2018 Forbes/SHOOK NY/NJ/CT Top Advisor Event

<b>TIME</b>	<b>SESSION &amp; SPEAKER</b>
5:10 - 5:35 pm	<b>Adding Value in a Passive World</b> – <i>Joel Greenblatt</i> - Managing Principal & Co-Chief Investment Officer, Gotham Asset Management
5:35 - 6:00 pm	<b>Open Dialogue with the Fastest Growing Teams</b> – Dan Schwartz, UBS Financial Services – Michael Sawyer, Morgan Stanley – Robert Waldele, Merrill Lynch – <b>Moderator:</b> Jim Cotchett, Sr. VP/Eastern Divisional Sales Manager, First Eagle Investment Management
6:00 - 6:05 pm	<b>Closing Remarks</b> – R.J. Shook (Founder, SHOOK Research & Forbes Contributor)
6:05 - 7:00 pm	<b>Cocktails/Heavy Apps</b>