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CFDD 2012 ADVISOR CONFERENCE

October 22-24, 2012 (Monday-Wednesday)
The Swissotel
Chicago, IL 60601

Outcomes Based Consulting, Higher Margin Business & Increasing Efficiency
DRAFT AGENDA

2/17/12

KEYNOTES:

Save More Tomorrow: Practical Behavioral Finance Solutions to Improve 401(k) Plans (Monday)
-Shlomo Benartzi, PhD, Professor & Co-chair of the Behavioral Decision Making Group, Anderson Graduate School of Management at UCLA, Chief Behavioral Economist, Allianz Global Investors Center for Behavior Finance
-Glenn Dial, Sr. VP, Head of Retirement, Allianz Global Investors

Outcomes Based Consulting: Transitioning From Advisor To Consultant (Monday or Tuesday)
-Joe Masterson, Sr. VP, Chief Sales & Marketing Officer, Diversified
-Stig Nybo, President, Transamerica Retirement Services

Benchmarking Advisor Fees From A Legal Perspective (Monday or Tuesday)
-Fred Reish, Partner, Drinker, Biddle & Reath LLP

The Evolving Role Of The Intermediary in The Nonprofit Market (Tuesday)
-Edward Moslander, Sr. Managing Director, Institutional Sales & Service, TIAA-CREF

The Three Sources of DC Risk: Yesterday, Today & Tomorrow (Wednesday
-Chip Castille, Managing Director, Head Of Defined Contribution, BlackRock

ERISA vs. Non-ERISA Fiduciary Standards, DOL Exemptions & Hold Harmless Agreements
-Marcia S. Wagner, Managing Director,The Wagner Law Group (Wednesday)

DC Plan Investment Trends: Death of The Style Box (Wednesday)
-Neel Kashkari, Managing Director, Head of Global Equities, PIMCO

PREMIER RESEARCH ORGANIZATIONS

Nonprofit Market Survey
-Gerry O’Connor, Director, **Spectrem** Group

What The Voice Of The Customer Tells Us: Using Sponsor Insights To Drive Future Business
-Peter Starr, CEO/Principal, **Chatham** Partners LLC

New Approaches To Engaging Participants: The App Revolution, Behavioral Science & What It Means
-Paul Henry, Managing Director, Retirement Clients & Products, **LIMRA** International

Translating Success in the Corporate 401(k) Market to the NFP 403(b) Market
-Ron Bush, Founder & Principal, **Brightwork** Partners, LLC

LEGISLATION, LITIGATION, INSURANCE & BONDING

ERISA Fee Litigation Update
-Michael J. Prame, Principal, Groom Law Group

The Prudent Allocation Of Participant Account Fees: Avoiding Future Litigation
-Bruce Ashton, Partner, Drinker Biddle & Reath LLP

Legislative Update
-Kathryn Capage, Director of Retirement Research, Invesco

Evaluating & Vetting Advisors: A Mock Plan Sponsor Committee Meeting
-Gary Sutherland, CEO, NAPLIA
-Bruce Ashton, Partner, Drinker Biddle & Reath LLP
-Trish Brambley, Partner, Retirement Playbook, Inc
-Edward M. Lynch, Founder & Managing Director, Fiduciary Plan Governance, LL

INVESTMENTS

Shining A Light On Target Date Fund Analysis
-Sean Murray, Sr. VP, National Retirement Sales Manager, DC Practice, PIMCO

Using Behavioral Finance & Retirement Income Needs To Craft Target Date Fund Solutions
(11:45 am Tuesday)
-Glenn Dial, Head Of Retirement, Allianz Global Investors

Bait & Switch: Glide Path Instability
Jeremy Stempien, Director of Investments, Morningstar Retirement Solutions

Single Fund Family vs. Multi-Strategy Target Date Funds: Pros & Cons
-Gene Huxhold, Sr. Managing Director, John Hancock Mutual Funds, DCIO
-TBD, T. Rowe Price

Target Date Funds: The Past, Present & Future
-John Rekenthaler, VP, Research, Morningstar, Inc.

Follow The Money: Tort Bar Eyes Target Date Funds
-Marcia Wagner, Director, The Wagner Law Group

Custom Portfolios: Challenges & Solutions
-John D. Blossom Jr., President & CEO, Alliance Benefit Group of Illinois
-TBD, Advisor
-TBD, Advisor

Rethinking Stable Value
-Steve Ferber, Sr. VP, Account Manager & CIT Strategist, PIMCO

The State of ETFs In 401(k) Type Plans Today?
-Greg Porteous, Head of DC Intermediary Relationships, BlackRock
-TBD, Panelist
-TBD, Panelist

BUNDLED, TPA, DB & NQDC

Help Your Clients Win The Talent War & Improve The Bottom Line
-Michael Vincent, Director of New Business Development, Non-Qualified Plans, New York Life Retirement Plan Services

Cash Balance Plans & Managing DB Plan Liability
-Steve Sansone, Principal, Kravitz Investment Services, Inc.
-TBD

Using TPA & Bundled Programs Effectively
-George Revoir, Sr. VP Distribution, John Hancock Retirement Plan Services
-Daniel Boardman, Hickok & Boardman Retirement Solutions
-TBD, Advisor

EFFICIENCY/SCALABILITY

Managing An Efficient Practice For Improved Margins
-Ann Schleck, Principal, Ann Schleck & Company
-Dana Hartwell, Sr. VP, DCIO Sales, Natixis

Scalable & Cost Effective Plan Level Benchmarking
-David Witz, Managing Director, FRA/PlanTools

Scalable Solutions For 3(38) "Plan" Level Investment Management Services
-Deyan Stojanovich, President, Benefit Solutions Corp
-TBD, Independent B-D
-TBD, Independent B-D

NONPROFIT/GOVERNMENTAL

Nonprofit Retirement Plans Update: Who’s Winning, Who’s Losing & Why
-Tom Scalici, Managing Director & CEO, Cornerstone Inst’l Investors, Inc
-David Hinderstein, President, Strategic Retirement Group, Inc
-Scott Dauenhauer, President, Meridian Wealth Management
-Mike DiCenso, National Practice Leader, Gallagher Retirement Services,
President of GBS Investment Consulting, LLC

Winning PowerBall Is Not A Retirement Strategy (Tuesday 11:45)
-Jack Florea, VP, Institutional Marketing, TIAA-CREF
-TBD, Consultant
-TBD, RIA

What’s The Big Deal On The Nonprofit Market (Monday 11:45)
-Robert Kissel, Director, Institutional Sales & Services, TIAA-CREF
-TBD, Consultant
-TBD, RIA

The Governmental DC Plan Market & The Role Of Advisors
-David N. Levine, Principal, Groom Law Group, Chartered
-Marc S. Pester, Sr. VP, Institutional Income, Prudential Retirement
-Herb Whitehouse, J.D., Fiduciary Consultant, Chief Fiduciary Officer & Partner,
Public Employee Fiduciary Services

HOLISTIC CONSULTING/OUTCOMES

Success Metrics
-Stephen J. Smith (Moderator), VP, Sales, Diversified
-Jason K Chepenik, Managing Partner, Chepenik Financial
-Jamie Worrell, President, GPS Investment Advisors

A Holistic Approach To Retirement Plans Consulting: A Path To Consolidation
-Jeff Gratton, Managing Director, SageView Advisory Group
-Don Stone, President & Co-Founder, Plan Sponsor Advisors

Actionable Steps To Improve The Plan Level Funding Gap
-Dorann Cafaro (Moderator), Sr. VP, Fiduciary Benchmarks Inc.
-Randy Long, Managing Principal, SageView Advisory Group
-Fred Reish, Partner, Drinker, Biddle & Reath LLP
-John Kalamarides, Sr.VP, Institutional Investment Solutions, Prudential Retirement

DISCLOSURE/REGULATORY

Outsourced Fiduciary Solutions
-Dominic A. Falaschetti, Sr. VP, Investment Strategies, Mesirow Financial

The Impact Of Disclosure On Consolidation: Opportunity & Attrition
-Tom Kmak, CEO, Fiduciary Benchmarks

Revenue Sharing & Disclosure: The B-D Dilemma
-Jason Roberts, CEO, Pension Resource Institute, LLC
-Amy Glynn, President & Founder, Pension Resource Institute, LLC
-Geoff Ward, National Director, MetLife Pension Resource Center

Post Regulatory Reform Part II: How Advisors Compete In The New Environment?
-Joe Lee (Moderator), Head of DC Advisor-Sold Distribution, BlackRock
-TBD, Independent B-D
-Randy Long, Managing Principal, SageView Advisory Group
-Pat Oberlander, Head of Retirement Plans, UBS Financial Services

VALUE PROPOSITION/LEAD GENERATION

Expanding/Differentiating Your Value Proposition
-Daniel Long (Moderator), Division VP, Central Region, Transamerica Retirement Services
-Paul D'Aiutolo, VP, Institutional Consultant, UBS Institutional Consulting
-Charles Corpening, Director, The Corpening Group at Deutsche Bank Alex. Brown
-Michael W. Maresh, Principal, The Maresh Yoshida 401k Group

Developing Consultant Relations At Direct-Sold Recordkeepers: A Dynamic Resource, A Referral Source Or An Ineffective Use Of Time
-T. Henry Yoshida (Moderator), Partner, The Maresh Yoshida 401k Group
-Doug Prince, Managing Director, Stifel Nicolaus
-Kimberly Baker Wayne, National Director of Intermediary Relations, Retirement Plan Services, T. Rowe Price
-Bryan David, VP, Investment Services, Consultant Relations, Fidelity Investments

What Worries Advisors Today
-Pat Oberlander (Moderator), Head of Retirement Plans, UBS Financial Services
-Stace Hilbrant, Managing Director, 401kAdvisors, LLC
-Trent Sanden, 1st VP, Institutional Consultant, UBS Institutional Consulting
-Steve Glasgow, Sr. VP, Avondale Partners, LLP

OTHER

Connecting With Clients & Raising Visibility Through Technology
-Ryan Byrne, VP Business Development, CLS Investments, LLC

Segmenting Plans Effectively: Needs, Services & Support That Make Sense
-Dale Magner, VP, Retirement Product Sales, The Guardian

TBD
-TBD, Trademark Capital Target Retirement Fund

Tipping To Success: How Subtle Changes Can Trigger Significant Business Growth
TBD (10/22)
-Tom Warren, Sr. VP, American Funds Distributors

WHOLESALER/VENDOR

A Day In The Life Of An Advisor: Why The 2nd Appointment Is Harder To Get (Vendors Only)
-Ross Marino, CEO, 40(k) ReKon