Wealth@wor(k)

Helping Employees Achieve Financial Freedom

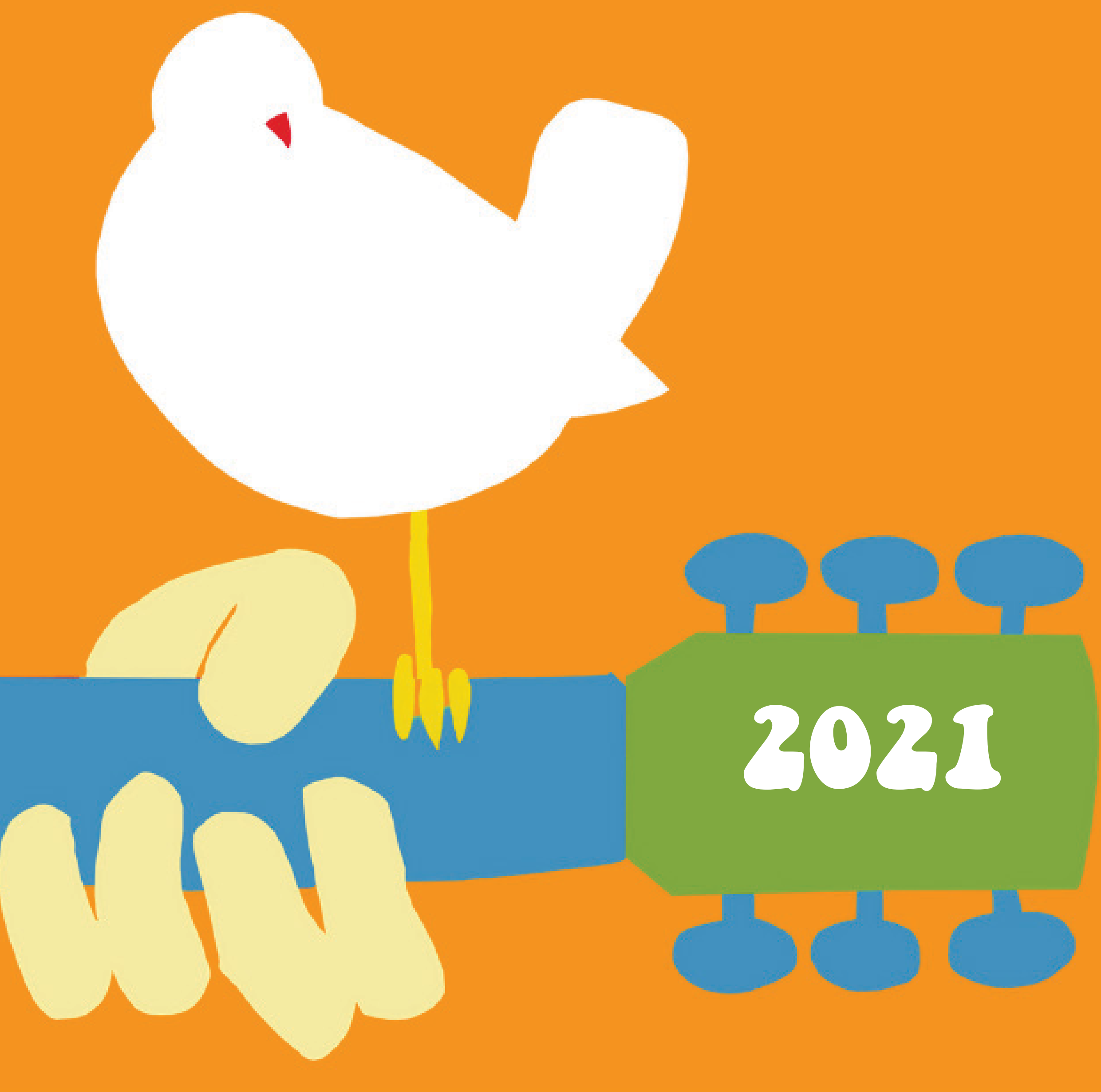


TABLE OF CONTENTS

CONFERENCE PLANNER PROVIDED BY:

ALERUS

GENERAL INFORMATION

ADDITIONAL INFORMATION CAN BE FOUND ON THE MOBILE APP, BY VISITING THE REGISTRATION DESK, OR BY ASKING AN ADVISOR2X TEAM MEMBER.

WIFI INFO

NETWORK NAME: Nationwide401K

PASSWORD: onyourside

PROVIDED BY: Nationwide® is on your side

REGISTRATION DESK HOURS

SUNDAY: 11:00 AM - 4:00 PM

MONDAY: 7:30 AM - 4:00 PM

TUESDAY: 7:30 AM - 4:00 PM

MOBILE APP

1) DOWNLOAD THE "**ADVISOR2X EVENTS**" APP

2) SELECT THE **WEALTH@WOR(K) 2021** EVENT

3) ENTER PASSWORD: **W@W2021**

MEET YOUR 2021 STEERING COMMITTEE

Brad Arends
Committee Chair

Favorite place to vacation? Any place with water where I can decompress. If ocean… the Cloister at Sea Island, GA. If lake… Lake of the Ozarks in central MO… good mini-series too.
Do you have pets? Jack the cat… who is more like a dog
Favorite book? "OBSESSED – Building a Brand People Love from Day One" by Emily Heyward.
As a kid, what did you want to be when you grew up? Like any kid whose Dad was a coach… a pro baseball player
Favorite food? Anything French… including the wine
Favorite US city? Minneapolis/St. Paul… even the winters… great food/wonderful people/tons of recreation
Favorite thing about your job? Over-serving the Underserved American worker

John Clark

Favorite place to vacation? Hawaii
Do you have pets? 8 year old Golden Retriever named Sutter
Favorite book? The Gunslinger by Steven King
As a kid, what did you want to be when you grew up? Baseball player since Will Clark, of the SF Giants, had the same last name. We are not related.
Favorite food? Burgers & Fries
Favorite US city? Chicago
Favorite thing about your job? The vastly different types of companies and non-profits we get to work with.

Erin Hall

Favorite place to vacation? London
Do you have pets? Cats: Madison & Daemon
Favorite book? Green Eggs & Ham - Bedtime reading with my kids
As a kid, what did you want to be when you grew up? Scientist
Favorite food? Hot Browns the day after Thanksgiving
Favorite US city? Wilmington, NC
Favorite thing about your job? I love so many things about my job. I suppose one of the most interesting aspects that I love is interacting with business owners and executives and gaining insight into how they run their organizations.

Jamie Greenleaf

Favorite place to vacation? St. John Virgin Islands
Do you have pets? Dog named Doc, got during quarantine
Favorite book? Switch by Chip Heath and Dan Heath
As a kid, what did you want to be when you grew up? Vet
Favorite food? Good bread and butter – with wine of course
Favorite US city? Rumson – I live there :)
Favorite thing about your job? The impact

Sam Mitchell

Favorite place to vacation? Hawaii
Do you have pets? A yellow lab, Tucker
Favorite book? Drive, by Daniel Pink
As a kid, what did you want to be when you grew up? An airplane mechanic
Favorite food? Mexican
Favorite US city? Boston, of course :)
Favorite thing about your job? Meeting great people

Jania Stout

Favorite place to vacation? Italy
Do you have pets? The sweetest Bernese Mountain Dog you will ever meet. Her name is Khaleesi (yes - I am a GoT fan).
Favorite book? Big Magic by Elizabeth Gilbert
As a kid, what did you want to be when you grew up? A Tupperware lady
Favorite food? In-season tomatoes with salt and pepper
Favorite US city? Portland, ME
Favorite thing about your job? The people

SPEAKER DIRECTORY

BRAD ARENDS
INTELLICENTS

ALEX ASSALEY
AFS 401(K) RETIREMENT SERVICES

DEREK BAILEY
USI CONSULTING GROUP

DOUGLAS BERMUDEZ
STRATEGIC RETIREMENT PARTNERS

ERICA BLOMGREN
CAPTRUST

SUSAN BRADLEY
SUDDEN MONEY INSTITUTE

SAM BRANDWEIN
MORGAN STANLEY

DANIEL BRYANT
SHERIDAN ROAD FINANCIAL
A DIVISION OF HUB INTERNATIONAL

MATT CELLINI
GREENSPRING ADVISORS

JASON CHEPENIK
ONEDIGITAL

JOHN CLARK
HEFFERNAN FINANCIAL SERVICES

JOSEPH CONNELL
SIKICH FINANCIAL

MELISSA COWAN
INDEPENDENT CONSULTANT

KELLI DAVIS
CSI ADVISORY SERVICES, LLC

JOE DENOYIOR
HUB

CRAIG DEWEY
STRATEGIC RETIREMENT PARTNERS

JOHN DIMATTEO
DIMATTEO GROUP FINANCIAL SERVICES

CHRISTOPHER DUBIE
MORGAN STANLEY

JEAN DUFFY
CAPTRUST

MATTHEW EICKMAN
PRIME CAPITAL INVESTMENT ADVISORS/ QUALIFIED PLAN ADVISORS

DEREK FIORENZA
SUMMIT GROUP RETIREMENT PLANNERS, INC.

JEANNE FISHER
STRATEGIC RETIREMENT PARTNERS

JESSICA FITZGERALD
THE FITZGERALD GROUP AT MORGAN STANLEY

STEVEN GLASGOW
JANNEY MONTGOMERY SCOTT

JOHN GLOMSKI
MIDWEST FINANCIAL PARTNERS INVESTMENTS, INC.

AMY GLYNN
GRP ADVISOR ALLIANCE

JAMIE GREENLEAF
CAFARO GREENLEAF

WILL HACKLER
INTEGRATED WEALTH CONCEPTS

ERIN HALL
STRATEGIC RETIREMENT PARTNERS

BRIAN HARTSTEIN
BAYNTREE WEALTH MANAGEMENT

SAMUEL HENSON
LOCKTON COMPANIES

LEAH HILL
SHEPHERD FINANCIAL, LLC

JAMES HOLLAND
MILLENNIUM INVESTMENT & RETIREMENT ADVISORS LLC

JOSH ITZOE
FIDUCIARYWOR(K)S

ROSS JAMES
SENTINEL BENEFITS & FINANCIAL GROUP

KATHLEEN KELLY
COMPASS FINANCIAL PARTNERS

HOLLY KNIGHT
SAPERS & WALLACK, INC.

DAVID KULCHAR
OSWALD FINANCIAL

CHAD LARSEN
HUB | MRP

REGINA LEWIS
CAP PARTNERS, LLC

NICK MADL
INTELLICENTS

EVAN MELCHER
CAPTRUST

SAM MITCHELL
SENTINEL BENEFITS & FINANCIAL GROUP

VINCENT MORRIS
RESOURCES INVESTMENT ADVISORS
A ONE DIGITAL COMPANY

CARRIE OHM
ONEDIGITAL | RETIREMENT + WEALTH

JENNIFER PEARSON
ONEDIGITAL

PAM POPP
LOCKTON COMPANIES

MANUEL ROSADO
SPECTRUM INVESTMENT ADVISORS, INC.

JAKE RUSHTON
TRUENORTH RETIREMENT SERVICES

JIM SAMPSON
HILB GROUP RETIREMENT SERVICES

ANGELIQUE SCHENA
SENTINEL BENEFITS & FINANCIAL GROUP

BRENT SHEPPARD
CADENCE FINANCIAL MANAGEMENT

TODD STEWART
SAGEVIEW ADVISORY GROUP

DAVID STOFER
MARINER RETIREMENT ADVISORS

JANIA STOUT
FIDUCIARY PLAN ADVISORS
A ONEDIGITAL COMPANY

BLAKE THIBAULT
HEFFERNAN FINANCIAL SERVICES

MATT TWEDT
INTELLICENTS

FRED BARSTEIN
RPA CONVERGENCE

JD CARLSON
PLAN DESIGN CONSULTANTS

MATT CAWLEY
BUILD ASSET MANAGEMENT

THOMAS CLARK
THE WAGNER LAW GROUP

DICK DARIAN
WISE RHINO GROUP

GLENN DIAL
AMERICAN CENTURY INVESTMENTS

PATRICK DUFFY
FIDELITY

SHERI FITTS
SHERI FITTS & CO.

LAURA GARFIELD
IDEA DECANTER

MICHELLE GIBILISCO
MUTUAL OF OMAHA

KRIS GOEDEN
PRINCIPAL

MARY GORDON
THE STANDARD

TRINA GROSS
ACUFF & ASSOCIATES

BRENT HINES
FOUNDATION FOR FINANCIAL WELLNESS

SHARON HOPPEL
PRINCIPAL GLOBAL ASSET MANAGEMENT

MATTHEW JACKSON
401(K) MANEUVER

CHAD JOHANSEN
PLAN DESIGN CONSULTANTS, INC.

KARA KIDNEY
ONEAMERICA

STANLEY KIM
TRANSAMERICA

SCOTT LANIGAN
NEW YORK LIFE INVESTMENTS

ALEX MCCARTHY
BUILD ASSET MANAGEMENT

BRIAN MUNN
AMERICAN CENTURY INVESTMENTS

ALEXANDRA NOBILE
JP MORGAN CHASE & CO.

BRANDON RADACH
JOHN HANCOCK INVESTMENT MANAGEMENT

STUART RITTER
T. ROWE PRICE

MICHAEL ROSENBERG
FIRST EAGLE INVESTMENT MANAGEMENT

CRAIG ROSENTHAL
FIDUCIARY DECISIONS

SAMANTHA RUSSELL
FMG SUITE & TWENTY OVER TEN

JOHN RUTH
BUILD ASSET MANAGEMENT

RYAN SCHUTTY
PRINCIPAL FUNDS

KATIE SHELIGA
THE STANDARD

LISA SMITH
WE. INSPIRE. PROMOTE. NETWORK (WIPN)

JOHN SULLIVAN
401(K) SPECIALIST MAGAZINE

HUGH TOUMEY
BUILD ASSET MANAGEMENT

MARCIA WAGNER
THE WAGNER LAW GROUP, A PROFESSIONAL CORPORATION

BOB WOODS
MUTUAL OF OMAHA

JONATHAN YOUNG
CAPITAL GROUP | AMERICAN FUNDS

MJ ZAYAC
ALLIANCEBERNSTEIN

PARTNER DIRECTORY (ALPHABETICAL)

B6 401(K) MARKETING
F4 401GO
J4 ADP RETIREMENT SERVICES
C1 ADVANTAGE|FORBESBOOKS
C3 ALERUS
N5 ALLIANCEBERNSTEIN

I5 AMERICAN CENTURY INVESTMENTS
C4 AMERITAS
K2 AMUNDI PIONEER ASSET MANAGEMENT
G1 ARTISAN PARTNERS
K4 ASCENSUS
A1 BENETIC

G3 BLACKROCK
A3 BLUESTAR RETIREMENT
L2 BROADRIDGE
I6 BUILD ASSET MANAGEMENT
I4 CAPITAL GROUP | AMERICAN FUNDS
C2 CARILLON TOWER ADVISERS

F6 CHARLES SCHWAB
D2 COHEN & STEERS
G2 COLONIAL SURETY COMPANY
F2 COLUMBIA THREADNEEDLE INVESTMENTS
D1 COMERICA BANK
B3 CUNA MUTUAL RETIREMENT SOLUTIONS

C5 DELAWARE FUNDS BY MACQUARIE
B5 EGPS
F1 EMONEY
N4 EMPLOYEE FIDUCIARY
M5 EMPOWER
E6 ENTERPRISE IRON

A6 ENVESTNET RETIREMENT SOLUTIONS
J5 FIDELITY INVESTMENTS
E4 FIDUCIARY DECISIONS
G5 FINANCIAL FITNESS FOR LIFE
I1 FIRST EAGLE INVESTMENT MANAGEMENT
A2 FISHER INVESTMENTS

A4 FOUNDATION FOR FINANCIAL WELLNESS
M4 FRANKLIN TEMPLETON INVESTMENTS
C6 FUTUREPLAN BY ASCENSUS
B2 GOLDMAN SACHS ASSET MANAGEMENT
O3 GSM MARKETING
J6 HUMAN INTEREST

O4 IJOIN/IPX
M3 INVESCO
E5 J.P. MORGAN ASSET MANAGEMENT
J1 JANUS HENDERSON INVESTORS
D5 JOHN HANCOCK
H1 LAZARD ASSET MANAGEMENT

H4 LINCOLN FINANCIAL GROUP
B4 LSV ASSET MANAGEMENT
A5 LT TRUST
N2 MASSMUTUAL FINANCIAL GROUP
M2 MASSMUTUAL INVESTMENTS
J2 MFS INVESTMENT MANAGEMENT

D6 MILLIMAN
M6 MORNINGSTAR INVESTMENT MANAGEMENT
I3 MUTUAL OF OMAHA
I2 NATIONWIDE
B1 NEUBERGER BERMAN
O2 NEW YORK LIFE - STABLE VALUE INVESTMENTS

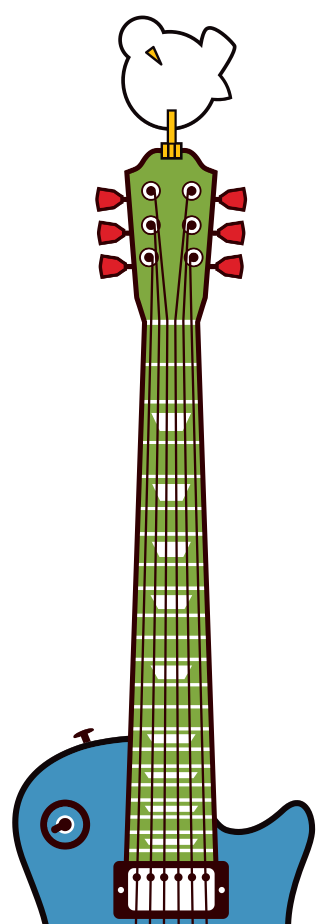
L6 NEW YORK LIFE INVESTMENTS
O6 NPPG FIDUCIARY SERVICES
N3 NWPS
H5 ONEAMERICA
K3 ONEDIGITAL | RETIREMENT + WEALTH
D3 PAYCHEX RETIREMENT SERVICES

F5 PAYLOCITY
O5 PCS RETIREMENT
N1 PENSION ASSURANCE
E3 PGIM INVESTMENTS
L1 PIMCO
J3 PRICEKUBECKA

D4 PRINCIPAL
H3 PUTNAM INVESTMENTS
G4 RETIREREADY SOLUTIONS
L3 SCHRODERS
E2 SECURIAN FINANCIAL
G6 SECURITY BENEFIT

K6 T. ROWE PRICE
N6 THE CERRADO GROUP
K5 THE STANDARD RETIREMENT PLANS
L5 TRANSAMERICA
O1 TRAU - THE RETIREMENT ADVISOR UNIVERSITY
H6 VANGUARD

K1 VESTWELL
H2 VIRTUS INVESTMENT PARTNERS
E1 VOYA INVESTMENT MANAGEMENT
L4 WELLS FARGO ASSET MANAGEMENT
F3 WILMINGTON TRUST
M1 WOMEN IN PENSIONS NETWORK



PARTNER DIRECTORY (BY TABLE)

A1 BENETIC
A2 FISHER INVESTMENTS
A3 BLUESTAR RETIREMENT
A4 FOUNDATION FOR FINANCIAL WELLNESS
A5 LT TRUST
A6 ENVESTNET RETIREMENT SOLUTIONS

B1 NEUBERGER BERMAN
B2 GOLDMAN SACHS ASSET MANAGEMENT
B3 CUNA MUTUAL RETIREMENT SOLUTIONS
B4 LSV ASSET MANAGEMENT
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B6 401(K) MARKETING

C1 ADVANTAGE | FORBESBOOKS
C2 CARILLON TOWER ADVISERS
C3 ALERUS
C4 AMERITAS
C5 DELAWARE FUNDS BY MACQUARIE
C6 FUTUREPLAN BY ASCENSUS

D1 COMERICA BANK
D2 COHEN & STEERS
D3 PAYCHEX RETIREMENT SERVICES
D4 PRINCIPAL
D5 JOHN HANCOCK
D6 MILLIMAN

E1 VOYA INVESTMENT MANAGEMENT
E2 SECURIAN FINANCIAL
E3 PGIM INVESTMENTS
E4 FIDUCIARY DECISIONS
E5 J.P. MORGAN ASSET MANAGEMENT
E6 ENTERPRISE IRON

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F2 COLUMBIA THREADNEEDLE INVESTMENTS
F3 WILMINGTON TRUST
F4 401GO
F5 PAYLOCITY
F6 CHARLES SCHWAB

G1 ARTISAN PARTNERS
G2 COLONIAL SURETY COMPANY
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H2 VIRTUS INVESTMENT PARTNERS
H3 PUTNAM INVESTMENTS
H4 LINCOLN FINANCIAL GROUP
H5 ONEAMERICA
H6 VANGUARD

I1 FIRST EAGLE INVESTMENT MANAGEMENT
I2 NATIONWIDE
I3 MUTUAL OF OMAHA
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I5 AMERICAN CENTURY INVESTMENTS
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J5 FIDELITY INVESTMENTS
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K1 VESTWELL
K2 AMUNDI PIONEER ASSET MANAGEMENT
K3 ONEDIGITAL | RETIREMENT + WEALTH
K4 ASCENSUS
K5 THE STANDARD RETIREMENT PLANS
K6 T. ROWE PRICE

L1 PIMCO
L2 BROADRIDGE
L3 SCHRODERS
L4 WELLS FARGO ASSET MANAGEMENT
L5 TRANSAMERICA
L6 NEW YORK LIFE INVESTMENTS

M1 WOMEN IN PENSIONS NETWORK
M2 MASSMUTUAL INVESTMENTS
M3 INVESCO
M4 FRANKLIN TEMPLETON INVESTMENTS
M5 EMPOWER
M6 MORNINGSTAR INVESTMENT MANAGEMENT

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N2 MASSMUTUAL FINANCIAL GROUP
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O3 GSM MARKETING
O4 IJOIN/IPX
O5 PCS RETIREMENT
O6 NPPG FIDUCIARY SERVICES

WE Inspire. Promote. Network (WIPN)

COCKTAIL PARTY

Sunday, October 24

Lou/Na Rooftop Bar

7:00-9:00 PM

All woman attendees welcome! Join us to celebrate WIPN's rebranding, and enjoy time networking with other women attendees while you sip on a cocktail and enjoy some post-dinner treats!

John Hancock Investment Management

CAPITAL GROUP® | AMERICAN FUNDS®

ADVISOR 2X

SUNDAY AGENDA OVERVIEW

11:00 AM-4:00 PM **REGISTRATION DESK OPEN**

8:00 AM - 5:00 PM **FI360 AIF® DESIGNATION WORKSHOP & EXAM**
(PRIVATE/INVITE ONLY)

1:00 PM-4:00 PM **JOHN HANCOCK SUPER CE SESSION**
(PRE-REGISTRANTS ONLY)

3:00 PM-5:00 PM **WOMEN IN TRANSITION WORKSHOP: SHAPING CHANGE IN RETIREMENT**
(ALL WELCOME)

7:00 PM-9:00 PM **WE INSPIRE. PROMOTE. NETWORK (WIPN) RECEPTION**
(ALL WOMEN ATTENDEES WELCOME)
HOSTED BY:
ADVISOR2X
CAPITAL GROUP | AMERICAN FUNDS
JOHN HANCOCK INVESTMENT MANAGEMENT

SUNDAY, OCTOBER 24

8:00AM-5:00PM

FI360 AIF® DESIGNATION WORKSHOP & EXAM

PRIVATE/INVITE ONLY
LOCATION: SUMMIT A

1:00PM-4:00PM

SUPER CE SESSION: RETIREMENT PLANS FOR SMALL BUSINESSES

PRE-REGISTRANTS ONLY
LOCATION: SUMMIT B
SPEAKERS: MATTHEW SAVAGE, JOHN HANCOCK

Open to advisors who pre-registered only. Thank you John Hancock Retirement Plan Services & John Hancock Investments!

2:00PM-5:00PM

WOMEN IN TRANSITION WORKSHOP: SHAPING CHANGE IN RETIREMENT

LOCATION: SUMMIT C
SPEAKERS: ROSS MARINO, TRANSITUS WEALTH PARTNERS | SUSAN BRADLEY, FINANCIAL TRANSITIONIST INSTITUTE ®, A DIVISION OF THE SUDDEN MONEY® INSTITUTE

Attend this workshop to learn how to help female participants through some of the more challenging aspects of preparing for and enjoying retirement. Based on Ross and Susan's new book, Shaping Change, How to Respond When Life Disrupts Your Retirement Plan.

7:00PM-9:00PM

WE INSPIRE. PROMOTE. NETWORK. (WIPN) RECEPTION

LOCATION: LOU/NA (GRAND HYATT ROOFTOP)

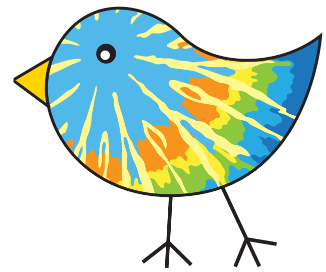
Please join We Inspire. Promote. Network. (WIPN) for cocktails and desserts as we get to know one another, get better acquainted with WIPN, learn about the benefits of membership, and discuss objectives for 2021 and beyond. All women attendees welcome!

Provided by

ADVISOR 2X

John Hancock Investment Management

CAPITAL GROUP | AMERICAN FUNDS



NOTES

retirement & longevity summit

March 13-14, 2022

Hotel Del Coronado
San Diego, California

About RLS

The Retirement and Longevity Summit (RLS) is for advisors who recognize asset management and financial planning are important, but know it's not enough. Learn how elite advisors and their firms are building successful, holistic practices by helping people live long and live well.

www.rlsummit.com

ADVISOR2X

MONDAY
AGENDA OVERVIEW

7:30 AM-4:00 PM	**REGISTRATION DESK OPEN**
7:30 AM-8:30 AM	**BREAKFAST IN EXHIBIT HALL**
8:00 AM-8:30 AM	**BREAKFAST SESSIONS** BREAKFAST ALSO SERVED OUTSIDE SESSION ROOMS
8:40 AM-9:05 AM	**WELCOME TO WEALTH@WOR(K)**
9:05 AM-9:55 AM	**AMERICAN CENTURY KEYNOTE**
10:05 AM-10:35 AM	**BREAKOUT SESSIONS**
10:40 AM-11:10 AM	**BREAK IN EXHIBIT HALL**
11:15 AM-12:05 PM	**BREAKOUT SESSIONS**
12:05 PM-1:05 PM	**LUNCH AND LUNCH TABLE TOPICS IN EXHIBIT HALL**
1:15 PM-2:20 PM	**BREAKOUT SESSIONS**
2:30 PM-3:00 PM	**BREAK IN EXHIBIT HALL**
3:10 PM-4:15 PM	**BREAKOUT SESSIONS**
5:00 PM-7:00 PM	**PARTY AT TIN ROOF** HOSTED BY: BUILD ASSET MANAGEMENT

8:00–8:30 BREAKFAST SESSIONS

MONDAY, OCTOBER 25

WE INSPIRE. PROMOTE. NETWORK. (WIPN) PRESENTS 2020 RESEARCH

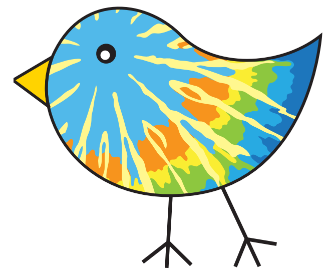
LOCATION: SUMMIT A
SPEAKERS: CARRIE OHM, ONEDIGITAL | RETIREMENT + WEALTH & LISA SMITH, WIPN

WIPN launched the first-of-its-kind research with partner Escalent and sponsors T. Rowe Price and OneDigital | Retirement + Wealth. Learn how the research project came to life as well as what it means to members, sponsors, advocates of WIPN, and our industry as a whole.

MANAGING THE DIFFICULT COMMITEE MEMBER

LOCATION: SUMMIT B
SPEAKERS: JEAN DUFFY, CAPTRUST

During this session, we will discuss the challenges you may face with difficult committee members. We will also discuss some key components of creating an effective committee structure and what you can do to make sure the committee is aligned.



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GENERAL SESSION & KEYNOTE

MONDAY, OCTOBER 25

8:40AM-9:05AM

WELCOME TO WEALTH@WOR(K)

LOCATION: SUMMIT BALLROOM
2021 COMMITTEE MEMBERS:
BRAD ARENDS, INTELLICENTS
JOHN CLARK, HEFFERNAN FINANCIAL
JAMIE GREENLEAF, CAFARO GREENLEAF
ERIN HALL, STRATEGIC RETIREMENT PARTNERS
SAM MITCHELL, SENTINEL BENEFITS & FINANCIAL GROUP
JANIA STOUT, FIDUCIARY PLAN ADVISORS, A ONEDIGITAL COMPANY

9:05AM-9:55AM

IN-PLAN GUARANTEED INCOME: WILL THE SECURE ACT SPARK A TRANSFORMATION OF THE 401(K) INDUSTRY?

LOCATION: SUMMIT BALLROOM
SPEAKER: GLENN DIAL, AMERICAN CENTURY INVESTMENTS

The passage of the SECURE Act in 2019 removed the last barriers facing plan sponsors adoption of "in-plan" guaranteed income features. This session will explore participant demand, the types of guaranteed solutions offered, and how to implement the three-step process outlined in the SECURE Act when evaluating guaranteed solutions.

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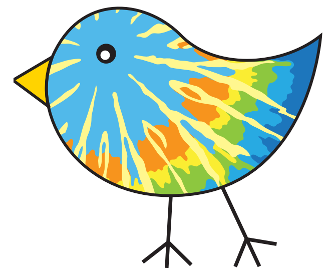


MONDAY, OCTOBER 25

10:05–10:35 BREAKOUT SESSIONS

PRACTICE MANAGEMENT FIN TECH TO HELP YOU RUN YOUR BUSINESS

LOCATION: NORTH COAST B

SPEAKERS: JESSICA FITZGERALD, THE FITZGERALD GROUP AT MORGAN STANLEY | WILL HACKLER, INTEGRATED WEALTH CONCEPTS

Join this session to hear about and share ideas on tools to help you scale your practice. What tools have helped other advisors create efficiencies and increase productivity?

PEP OR GROUP TRUST?

LOCATION: SUMMIT A

SPEAKERS: DAVID STOFER, MARINER RETIREMENT ADVISORS | JOHN DIMATTEO, DIMATTEO GROUP FINANCIAL SERVICES

PEP, Group Trust or MEAP? We will talk about the opportunities each of these options offer advisors. We will also cover the pros, cons, and target prospects for each option. This is valuable information for advisors targeting micro to large plans and everything in between.

THE VIRTUAL ADVISOR: THE SERVICE MODEL OF THE FUTURE?

LOCATION: SUMMIT B

SPEAKERS: CRAIG DEWEY, STRATEGIC RETIREMENT PARTNERS

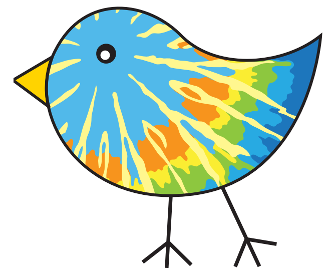
This session will show the different varieties of virtual meetings. Does an advisor need to meet face-to-face with their clients/prospects anymore? We do not think so. Virtual meetings make for a better life style for advisors (come see why).

GROW YOUR PRACTICE: OPPORTUNITIES IN THE TAX-EXEMPT MARKETPLACE

LOCATION: SUMMIT C

SPEAKERS: KARA KIDNEY, ONEAMERICA

Despite regulatory changes in 2009, many tax-exempt entities remain non-compliant. This market accounts for nearly one-third of the total DC marketplace with $2.6T AUM, but is underserved as 46% of plans do not work with an advisor today, thus creating opportunities for you. Join OneAmerica to learn about consultative plan design ideas and how to leverage key intel from the lesser known IRS Form-990 that will set you apart from the competition.



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MONDAY, OCTOBER 25
11:15–12:05 BREAKOUT SESSIONS

DUST OFF YOUR MARKETING PLAN

LOCATION: NORTH COAST B

SPEAKERS: SAMANTHA RUSSELL, FMG SUITE & TWENTY OVER TEN

Marketing plan? What plan? Samantha Russell is sure to deliver her usual super-practical ideas to get you revved up and ready for 2022!

MONETIZING THE 401(K) PARTICIPANT: WHO "OWNS" THE PARTICIPANT?

LOCATION: SUMMIT A

SPEAKERS: BRAD ARENDS, INTELLICENTS | JD CARLSON, PLAN DESIGN CONSULTANTS

Is there a battle looming when is comes to monetizing the participant? How will the different roles in the retirement plan industry compete and/or partner as it relates to the future of participant monetization?

THE EVOLUTION OF FIDUCIARY DUTIES BEYOND RETIREMENT PLANS

LOCATION: SUMMIT B

SPEAKERS: ERIN HALL, STRATEGIC RETIREMENT PARTNERS | JAMIE GREENLEAF, CAFARO GREENLEAF

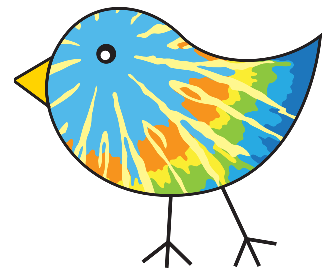
The Consolidated Appropriations Act (CAA) has inserted ERISA smack in the middle of health care. Just as 408(b)(2) changed our industry, CAA will change the health care industry. Learn how retirement plan advisors can add value (and revenue) by bringing fiduciary expertise to change the conversation. Spoiler alert: it's not by becoming a health insurance broker!

DOES ESG INVESTING HAVE A PLACE IN RETIREMENT PLANS?

LOCATION: SUMMIT C

SPEAKERS: MARCIA WAGNER, THE WAGNER LAW GROUP: A PROFESSIONAL CORPORTATION | ALEX ASSALEY, AFS 401(K) RETIREMENT SERVICES

There's growing interest among investors and retirement plan participants to invest in ESG funds – is this the next evolution in building diversified investment menus or a legal trap that carries significant liability for plan sponsors? The Biden administration will now take its turn to address this issue that has been addressed by every presidential administration since Clinton! Identifying the different types of ESG-themed investments, those focusing on risk-adjusted return v. those solely on moral / ethical grounds (e.g., divesting from South Africa investments because of its apartheid policy) could add clarity and resolution to concerns among plan sponsors and the industry at large.



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MONDAY, OCTOBER 25

12:05-1:05 LUNCH TABLE TOPICS

HOW SHOULD I PAY MY SALESPEOPLE?

LOCATION: EXHIBIT HALL | TABLE 1

HOST: BRAD ARENDS, INTELLICENTS

WHAT TO DO IN NASHVILLE: HEAR FROM A LOCAL!

LOCATION: EXHIBIT HALL | TABLE 2

HOST: REGINA LEWIS, CAP PARTNERS

CRYPTOCURRENCY IN RETIREMENT PLANS?

LOCATION: EXHIBIT HALL | TABLE 3

HOST: BRIAN HARTSTEIN, BAYNTREE WEALTH MANAGEMENT

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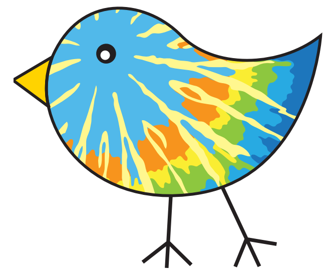


MONDAY, OCTOBER 25

1:15-1:45 BREAKOUT SESSIONS

HIGHER RETURNS: NONTRADITIONAL INVESTMENT OPTIONS IN 401(K)S

LOCATION: SUMMIT A

SPEAKERS: JOHN SULLIVAN, 401(K) SPECIALIST | STEVEN GLASGOW, JANNEY MONTGOMERY SCOTT | JIM SAMPSON, HILB GROUP RETIREMENT SERVICES | JOSH ITZOE, FIDUCIARYWOR(K)S

Bitcoin, cannabis stocks, alternative asset classes--do they belong in investment menus? Plan sponsors (and their advisors) are understandably conservative in the choices they include. Yet younger workers are increasingly interested in nontradtional options. How far should sponsors and advisors go in accommodating younger participants' requests? Our panel of top advisors weighs in.

DO I HAVE TO DO WEALTH MANAGEMENT TO SURVIVE?

LOCATION: SUMMIT B

SPEAKERS: MELISSA COWAN, INDEPENDENT CONSULTANT | JAMES HOLLAND, MILLENNIUM INVESTMENT & RETIREMENT ADVISORS

Industry convergence marches on. Can you continue to build a successful practice managing 401(k) plans without expanding your services to include financial planning for individual participants? How can you continue to specialize in this niche part of our industry, while remaining competitive with your peers and responding to industry changes and demands? Join the discussion as we ponder the future!

HOW WEALTH MANAGEMENT & FINANCIAL PLANNING ARE DIFFERENT AND WHY IT MATTERS

LOCATION: SUMMIT C

SPEAKERS: ROSS JAMES, SENTINEL BENEFITS & FINANCIAL GROUP | SUSAN BRADLEY, FINANCIAL TRANSITIONIST INSTITUTE ®, A DIVISION OF THE SUDDEN MONEY® INSTITUTE

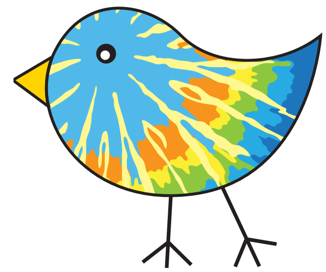
Wealth management is for the 1% and financial planning for the other 99%. Both serve important but different functions. The mass-customized financial planning for employees increases stability, confidence, and productivity. The addition of life transition support minimizes loss of productivity and turnover.

LEVERAGING PARTNER CHANNELS FOR EXPONENTIAL GROWTH

LOCATION: NORTH COAST B

SPEAKERS: MARY GORDON, BRIAN MUNN, EKATERINA SHELIGA, THE STANDARD RETIREMENT PLAN SERVICES | TRINA GROSS, ACUFF & ASSOCIATES

Recordkeepers. TPAs. DCIOs. Our industry is rich with professionals who offer unique expertise, perspectives and relationships with retirement plan sponsors. How can you leverage these partnerships to create meaningful connections and grow your selling circle? From sharing knowledge and resources to prospecting and cross selling, you can position yourself as a go-to advisor for partners and clients. Join us for a dynamic discussion.



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MONDAY, OCTOBER 25

1:50-2:20 BREAKOUT SESSIONS

COULD A HEALTH INSURANCE SOLUTION STRENGTHEN YOUR PRACTICE?

LOCATION: NORTH COAST B

SPEAKERS: DOUGLAS BERMUDEZ, STRATEGIC RETIREMENT PARTNERS | DEREK BAILEY, USI CONSULTING GROUP

Join Doug and Derek for a discussion about how to expand your practice to provide a health insurance solution to your plan sponsor clients. Build it? Partner up? Learn more about the possibilities!

LEVERAGING EMPLOYEE DEMOGRAPHICS TO PRODUCE TAILORED OUTCOMES

LOCATION: SUMMIT A

SPEAKERS: DANIEL BRYANT, SHERIDAN ROAD FINANCIAL, A DIVISION OF HUB INTERNATIONAL | PAM POPP, LOCKTON COMPANIES

How can you use data to win plan business? Join Daniel and Pam for practical ideas and real-life stories of success!

FROM BOOMERS TO GEN Z: NAVIGATING RELATIONSHIPS WITH MONEY

LOCATION: SUMMIT B

SPEAKERS: BOB WOODS & MICHELLE GIBILISCO, MUTUAL OF OMAHA

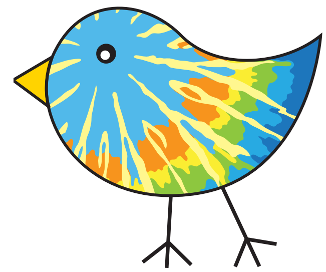
Each generation is impacted by different historical events that shape their mindset and relationship with money. Knowing the motivations and fears that each generation holds, as well as their preferred platforms, allows advisors to make deeper connections with their clients and propose solutions that address their unique concerns. This presentation dives into their characteristics and discusses ways to solves their needs.

HAS THE PRIVATE EQUITY ONSLAUGHT CHANGED OUR SERVICE MODEL?

LOCATION: SUMMIT C

SPEAKERS: JASON CHEPENIK, ONEDIGITAL | MANUEL ROSADO, SPECTRUM INVESTMENT ADVISORS

Our industry is evolving quickly as large benefit firms backed by Private Equity firms have been acquiring retirement and wealth practices at lightning speed. Our clients are also being acquired by PE Firms requiring advisors to be nimble and sensitive to how quickly we need to change in an effort to keep up. This session will be an open and engaging discussion on how these changes are impacting our service model.



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MONDAY, OCTOBER 25
3:10–3:40 BREAKOUT SESSIONS

FIVE WAYS TO BOOST PARTICIPANT ENGAGEMENT

LOCATION: NORTH COAST B

SPEAKERS: HOLLY KNIGHT, SAPRES & WALLACK, INC. | LEAH HILL, SHEPHERD FINANCIAL

Are you tired of being met with glazed-over looks while presenting to retirement plan participants? Effective engagement requires more than just a cursory review of the enrollment kit – it's an ongoing endeavor that calls for customized solutions, easy on-roads, and empathetic team members. This dynamic session will provide practical, relevant methods to immediately implement with retirement plan sponsors and employees.

I'M INEFFICIENT AS HECK AND I CAN'T TAKE IT ANYMORE!

LOCATION: SUMMIT A

SPEAKERS: CRAIG ROSENTHAL, FIDUACIARY DECISIONS

An interactive session loosely based on the quote from 1976's "Network". What does this have to do with improving my practice you ask? Well, it is nearly 46 years later and advisors are similarly frustrated even if the drivers are different. Why is it so difficult to run an efficient practice? We aren't going to stand, go to the windows and yell, but we are going to discuss practical solutions that you take back to the office and make real change

HOW TO BUILD YOUR PERSONAL BRAND

LOCATION: SUMMIT B

SPEAKERS: SHERI FITTS, SHERI FITTS & CO

Everyone is a personal brand that creates an immediate first impression – whether you're intentional about it or not. Many advisors continue to neglect theirs, perhaps because it feels too "personal" or egotistical. The way to start is by crafting a personal brand grounded in digital EQ, a process that helps advisors evolve toward more empathic and authentic communication. The process is designed to foster the emotional connection that drives both long-term commitment and advisor revenue.

RETIREMENT INCOME STRATEGIES

LOCATION: SUMMIT C

SPEAKERS: MATTHEW EICKMAN, PRIME CAPITAL INVESTMENT ADVISORS/QUALIFIED PLAN ADVISORS | MATT TWEDT, INTELLICENTS

More than ever before, qualified plan participants and individual investors are focusing their attention on what they need to make their retirement savings last. The ability to thrive in the retirement income space will require that advisors understand the qualified plan and retail marketplace. Are you prepared? This interactive discussion will provide a practical perspective for navigating those conversations and setting up your clients and your practice for success.

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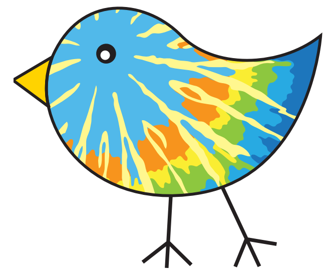

MONDAY, OCTOBER 25
3:45–4:15 BREAKOUT SESSIONS

THE TREND TOWARD "GIVE ME MORE"

LOCATION: NORTH COAST B

SPEAKERS: ALEXANDRA NOBILE, JP MORGAN ASSET MANAGEMENT

Though an unprecedented year, the state of the participant remains sound. Most have stayed the course and some are even more confident about retirement savings. But the most overwhelming trend we've observed in our 2021 DC Plan Participant Research is the need for more. Participants identify retirement savings as key and they want more help. Use our client-ready survey results to identify trends, uncover opportunities, and expand your practice.

UNDERSTAND THE DIFFERENCE BETWEEN MUTUAL FUNDS AND CITS TO HELP YOUR CLIENTS REACH THEIR DESIRED OUTCOMES

LOCATION: SUMMIT A

SPEAKERS: SHARON HOPPEL, RYAN SCHUTTY, KRIS GOEDEN, PRINCIPAL

Generating income, managing volatility and protecting purchasing power in a changing economic and investing environment are just some of the challenges your clients are facing. As client objectives have shifted, they seek desired outcomes with their investments instead of simply looking to outperform benchmarks. Learn the difference between mutual funds and collective investment trusts (CITs)—how the industry is evolving with retirement investment solutions, is one better than the other, and how you can empower your clients reach the optimal investment options they deserve.

HOW THE PANDEMIC WILL CHANGE THE FUTURE OF OUR INDUSTRY

LOCATION: SUMMIT B

SPEAKERS: JOHN SULLIVAN, 401(K) SPECIALIST | JOHN GLOMSKI, MIDWEST FINANCIAL PARTNERS INVESTMENTS, INC. | DAVID KULCHAR, OSWALD FINANCIAL | BRENT SHEPPARD, CADENCE FINANCIAL MANAGEMENT

Join John and two of the 401(k) Specialist Top Advisor by Participant Outcomes (TAPO) finalists for a conversation about how COVID-19 has changed the way we work. Which changes are temporary, and which might stick around forever? What GOOD that has come out of the pandemic?

LIFE DOES NOT END AT 65: THE NEW RETIREMENT

LOCATION: SUMMIT C

SPEAKERS: CHRISTOPHER DUBIE, MORGAN STANLEY

65 is the new...40? Gig work, startup businesses and second (and third!) careers, and more have changed what "retirement" looks like. How does that change your conversations with plan participants?

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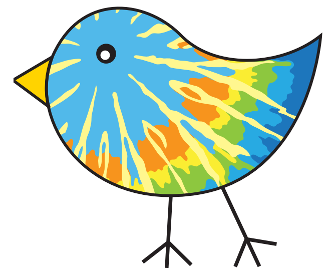


TOP ADVISOR

by Participant Outcomes (TAPO)

Top Advisors by Participant Outcomes (TAPO) is the recognition and celebration of just that—successful participant outcomes—and the advisors who make them possible.

As always, they demonstrate creativity, enthusiasm, and genuine concern for the financial futures of the plan sponsors and participants whom they serve. They act in the best interests of their clients, while raising the bar for the industry as a whole. While unsurprising, it's nonetheless still inspiring that they're able to do so during the COVID-19 pandemic, and social and political unrest, another testament that their techniques (and business models) endure and are there when needed most.

Simply put, they're making an impact on their clients and communities, and we're honored to designate them as 2021 TAPO honorees.

The announcement for the "2021 Top Advisor by Participant Outcomes (TAPO)" happens right here, at this year's Wealth@wor(k) Conference. Join us!

To learn more about each 2021 TAPO honoree, scan each code below:

TAPO Talk

TAPO TV

401(k) Specialist is the exclusive media partner of the 2021 Wealth@wor(k) Conference

401K Specialist

We're proud to introduce this year's "Top Advisor by Participant Outcomes" designees

Top Advisor
by PARTICIPANT OUTCOMES

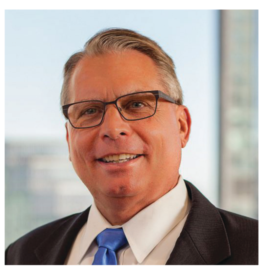
BRIAN HARTSTEIN
Bayntree Wealth Advisors
(January)

STEVEN GLASGOW
Tower Circle Partners of Janney Montgomery Scott
(February)

BRENT SHEPPARD
Cadence Financial Management
(March)

JOSH ITZOE
FeeMetri(k)s
(April)

SYED NISHAT
Wall Street Alliance Group
(May)



DAVID KULCHAR
Oswald Financial
(June)

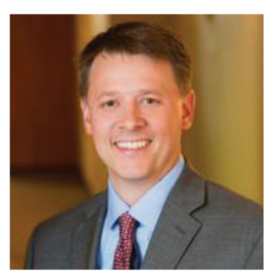
JESSICA FITZGERALD
The Fitzgerald Group, Morgan Stanley Wealth Management
(July)

JIM SAMPSON
Hilb Group Retirement Services
(August)

ERIN HALL
SRP
(September)

JEAN DUFFY
CAPTRUST
(October)

DAVID STOFER
Mariner Retirement Advisors
(November)



JOHN GLOMSKI
MFP
(December)

Wealth@wor(k)

Helping Employees Achieve Financial Freedom

Join us in 2022!

OCTOBER 16-18
PARIS LAS VEGAS

TUESDAY
AGENDA OVERVIEW

7:30 AM-4:00 PM	**REGISTRATION DESK OPEN**
7:30 AM-8:30 AM	**BREAKFAST IN EXHIBIT HALL**
8:00 AM-8:30 AM	**BREAKFAST SESSIONS** BREAKFAST ALSO SERVED OUTSIDE SESSION ROOMS
8:40 AM-8:50 AM	**DAY 2 KICKOFF**
8:50 AM-9:10 AM	**401(K) SPECIALIST TOP ADVISOR BY PARTICIPANT OUTCOMES AWARD CEREMONY**
9:10 AM-10:00 AM	**CAPITAL GROUP | AMERICAN FUNDS KEYNOTE**
10:05 AM-10:35 AM	**BREAKOUT SESSIONS**
10:40 AM-11:10 AM	**BREAK IN EXHIBIT HALL**
11:15 AM-12:20 PM	**BREAKOUT SESSIONS**
12:20 PM-1:20 PM	**LUNCH & LUNCH TABLE TOPICS IN EXHIBIT HALL**
1:30 PM-2:55 PM	**BREAKOUT SESSIONS**
2:55 PM-3:25 PM	**BREAK IN EXHIBIT HALL**
3:30 PM-4:35 PM	**BREAKOUT SESSIONS**
5:00 PM-7:00 PM	**PARTY AT ACME**

7:30–8:30 BREAKFAST SESSIONS

TUESDAY, OCTOBER 26

ENDING HUNGER ONE ADVISOR AT A TIME

LOCATION: SUMMIT A
SPEAKERS: DEREK FIORENZA, SUMMIT GROUP RETIREMENT PARTNERS, INC./FIORENZA'S FOOD FOR FRIENDS

Who is hungry in our country? What can you do to help? What are the impacts you'll make? Join Derek Fiorenza, Co-Founder of Summit Group Retirement Partners and founder of F4 Fiorenza's Food for Friends.

LEVERAGING THE POWER OF AN INDEPENDENT FINANCIAL WELLNESS PLATFORM AND A REVIEW OF A SPECIAL REPORT ON RACE AND FINANCIAL STRESS

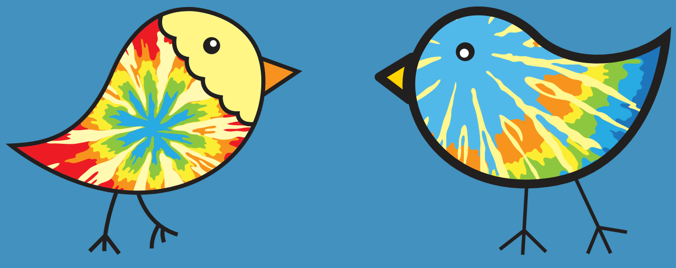
LOCATION: SUMMIT B
SPEAKERS: AMY GLYNN, 401(K) SPECIALIST

In this session, we will review the strategy behind an independent model and how various practice types are having success through an independent framework. In addition, we will provide a brief review of a special report from Financial Finesse on Race and Financial Stress and show how financial wellness is making a positive change to racial equity.

LEARN HOW TO INFLUENCE YOUR PROSPECTS AND COMMITTEE MEETINGS WITH NON-VERBAL COMMUNICATION

LOCATION: SUMMIT C
SPEAKERS: MATTHEW JACKSON, 401(K) MANEUVER

The worth of an adviser may be measured in terms of the influence. It may be just as important as verbal communication. Learn how many top influencers magnify their skills with non-verbal communication skills. Is what you are communicating non-verbally helping or hurting you?



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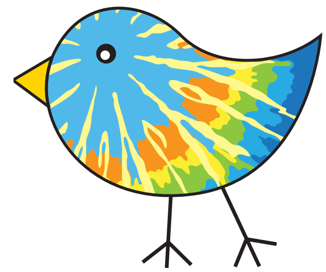

GENERAL SESSION & KEYNOTE

TUESDAY, OCTOBER 26

8:40AM-8:50AM

DAY 2 KICKOFF

LOCATION: SUMMIT BALLROOM

SPEAKERS: ROSS MARINO, ADVISOR2X & TRANSITUS WEALTH PARTNERS

8:50AM-9:10AM

TRIUMPH IN A TOUGH YEAR! THE 2021 TOP ADVISOR BY PARTICIPANT OUTCOMES (TAPO)

LOCATION: SUMMIT BALLROOM

SPEAKER: JOHN SULLIVAN, 401(K) SPECIALIST

Delivering superior results in a global pandemic was not a challenge most 401(k) advisors would expect to face, but deliver they did, and then some. We highlighted what they best-of-the-best did to stay focused, stay safe, and—most importantly—assist plan sponsors and participants when they needed it most. It's finally time to celebrate their success and name this year's overall Top Advisor By Participant Outcomes (TAPO)! Who will it be? Our TAPO finalists take the stage with 401(k) editor John Sullivan for the exciting announcement.

9:10AM - 10:00AM

MISBEHAVIN' IN RETIREMENT PLANS - IT'S TIME TO RETIRE THAT THINKING

LOCATION: SUMMIT BALLROOM

SPEAKER: JONATHAN YOUNG, CAPITAL GROUP | AMERICAN FUNDS

When bad behaviors happen to good participants, it is usually because of timing, uncertainty or attention biases that cloud sound decision-making. We will share practical strategies in plan design and participant education from the world of behavioral finance. The goal is to improve conversations with plan sponsors and participants in order to help offset the natural tendencies that lead to bad outcomes.

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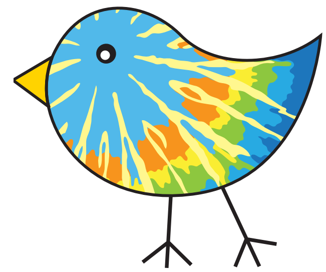

TUESDAY, OCTOBER 26

10:05-10:35 BREAKOUT SESSIONS

SOLUTIONS FOR THE STUDENT LOAN EPIDEMIC

LOCATION: SUMMIT A

SPEAKER: JANIA STOUT, FIDUCIARY PLAN ADVISORS, A ONEDIGITAL COMPANY

Join Jania to discuss student loan assistance plans as part of employee benefit programs.

IT'S A TIKTOK WORLD. ARE YOU READY TO COMMUNICATE?

LOCATION: SUMMIT B

SPEAKER: JOHN CLARK, HEFFERNAN FINANCIAL SERVICES

Social Media 1.0 changed how the people communicate with each other. Now, the next evolution of social media is changing again how people consume content and information. What are strategies to get your message heard?

COLLECTIVE INVESTMENT TRUSTS - TAKE A CLOSER LOOK

LOCATION: SUMMIT C

SPEAKER: MJ ZAYAC, ALLIANCEBERNSTEIN

Collective Investment Trusts (CITs) have been growing in popularity. In fact, CITs have outpaced mutual funds in growth in retirement plans over the past few years. In addition to being cost-efficient alternatives to mutual funds, CITs are easy to establish and maintain. Join us as we break down the myths around CITs and offer compelling reasons why advisors, plan sponsors and even participants are attracted to these investment vehicles.

NAVIGATING THE CONSEQUENCES OF ZERO INTEREST RATE AND EASY MONEY POLICIES

LOCATION: NORTH COAST B

SPEAKERS: MATT CAWLEY, JOHN RUTH, ALEX MCCARTHY, BUILD ASSET MANAGEMENT

The classic stock to bond portfolio and other traditional methods used the last 30 plus years, are no longer performing as they once did. Historically low interest rates, tight credit spreads, and richly priced equity markets are forcing retirement savers to make less than ideal choices to protect their nest egg. How does one navigate to achieve the goal of retirement, on the time table they want? What innovations are needed to avoid consequences?

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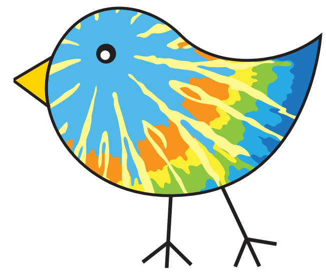

TUESDAY, OCTOBER 26

11:15–11:45 BREAKOUT SESSIONS

FINDING CLARITY IN THE POOLED PLAN SPACE

LOCATION: NORTH COAST B

SPEAKER: STANLEY KIM, TRANSAMERICA

PEPs, MEPs, PPPs, GOPs, Exchanges. The SECURE Act has ignited a flurry of activity from advisors looking for ways to offer solutions to clients and prospects using different Pooled Plan Arrangements. Come hear about the benefits of these PPAs and how you can use them to grow your business and increase efficiency and profitability of your practice.

IF RETIREMENT SPENDING IS THE QUESTION, IS "4%" THE SOLUTION?

LOCATION: SUMMIT A

SPEAKER: STUART RITTER, T ROWE PRICE

Many conventional models of retirement spending use some version of the "4% guideline" – a starting spending amount, with that dollar amount increased by inflation each year, perhaps with a couple of big purchases thrown in along the way. This session will reveal the results of our proprietary research on how retirees use their money, from their behavior early in retirement through the changes they make later in retirement.

BUILDING YOUR PIPELINE THROUGH EMAIL MARKETING

LOCATION: SUMMIT B

SPEAKER: ANGELIQUE SCHENA, SENTINEL BENEFITS & FINANCIAL GROUP

Email marketing is crucial for businesses to grow their customer base and generate more sales; it's a proven way to generate interest and engagement with your brand—and ultimately build your pipeline. Email marketing is all about reaching out to the right lead at the right time with appropriate content. Having a strategy in place allows you to attract the attention of your ideal prospects, gain their trust, and get more conversions!

HOW TO GET STARTED IN THE WEALTH MANAGEMENT BUSINESS

LOCATION: SUMMIT C

SPEAKERS: BLAKE THIBAULT, HEFFERNAN FINANCIAL SERVICES | CHAD LARSEN, HUB | MRP

Join this session for advisors who have traditionally focused specifically on 401(k) plan business and are interested in practical advice on how to expand services to offer financial planning.

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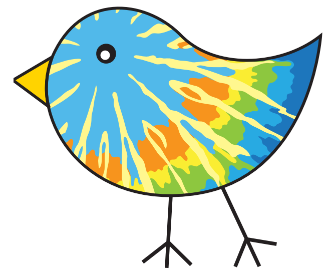

TUESDAY, OCTOBER 26

11:50-12:20 BREAKOUT SESSIONS

WINNING BUSINESS WITH RETIREMENT PLAN SPONSORS

LOCATION: SUMMIT A

SPEAKER: BRANDON RADACH, JOHN HANCOCK INVESTMENT MANAGEMENT

Come listen to what plan sponsors liked and didn't like about advisors from discovery phase to the finals meeting. This includes independent thoughts on finals meeting follow up, personal positioning, question asking and more.

WHAT'S YOUR SOCIAL MEDIA STRATEGY?

LOCATION: SUMMIT B

SPEAKERS: JEANNE FISHER, STRATEGIC RETIREMENT PARTNERS | JAKE RUSHTON, TRUENORTH RETIREMENT SERVICES
LAURA GARFIELD, IDEA DECANTER

Jeanne Fisher, CFP®, CPFA, MBA and Jake Rushton, AIF® are all over social media and we know what you're thinking: how do they find the time? Do they edit their videos and if so, how? How does Jeanne create content that sounds prepared, without sounding scripted? How does Jake talk while biking at that pace and will he run out of oxygen at the top of that mountain? Laura Garfield will find out the answers to all your burning questions!

RELATIONSHIP PRICING, ROLLOVERS AND MORE - WHAT'S ALLOWED?

LOCATION: SUMMIT C

SPEAKER: THOMAS CLARK, THE WAGNER LAW GROUP

With advisors increasingly offering participant level services inside and outside 401(k) plans, this session will discuss the dos and don'ts under ERISA. The effect of the DOL's latest rollover rule on pricing will also be covered.

ESG INVESTING AND RETIREMENT PLANS

LOCATION: NORTH COAST B

SPEAKER: SCOTT LANIGAN, NEW YORK LIFE INVESTMENTS

Join us while we help guide advisors and plan sponsors to make prudent decisions involving ESG.

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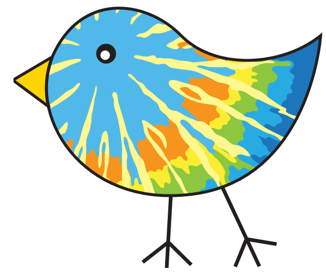

TUESDAY, OCTOBER 26

12:20-1:20 LUNCH TABLE TOPICS

THE ROLE OF HEALTH SAVINGS ACCOUNTS IN RETIREMENT PLANNING

LOCATION: EXHIBIT HALL | TABLE 1

HOST: JAMIE GREENLEAF, CAFARO GREENLEAF

BRAND YOURSELF USING VIDEO

LOCATION: EXHIBIT HALL | TABLE 2

HOST: JAKE RUSHTON, TRUENORTH RETIREMENT SERVICES

HOW MINDFUL MEDITATION CAN IMPROVE YOUR PRACTICE AND YOUR LIFE

LOCATION: EXHIBIT HALL | TABLE 3

HOST: FRED BARSTEIN, RPA CONVERGENCE/TRAU

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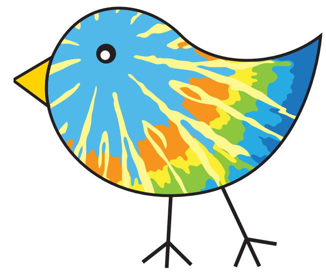

TUESDAY, OCTOBER 26
1:30–2:00 BREAKOUT SESSIONS

CONGRATULATIONS, YOU'RE A FINALIST. WHAT'S THE WINNING FORMULA?

LOCATION: SUMMIT A

SPEAKERS: JENNIFER PEARSON, ONEDIGITAL | KATHLEEN KELLY, COMPASS FINANCIAL PARTNERS

You're a finalist. Congrats! Now it's time to win the business. Join a conversation with two advisors as they discuss the various avenues to becoming a finalist, how they prepare for the meeting, presentation styles, and follow up with the prospective client.

CAN A SMALL FIRM COMPETE WITH THE AGGREGATORS?

LOCATION: SUMMIT B

SPEAKERS: DEREK FIORENZA, SUMMIT GROUP RETIREMENT PARTNERS COMPANY, INC. | JOSEPH CONNELL, SIKICH FINANCIAL

Join Derek and Joe in this session to learn how they manage their practices and compete with the large aggregator firms.

THE ROAD TO SUB-OPTIMAL RETIREMENT OUTCOMES

LOCATION: SUMMIT C

SPEAKERS: JOE LEE, MICHAEL ROSENBERG, FIRST EAGLE INVESTMENT MANAGEMENT

To leverage an old proverb, the road to suboptimal retirement outcomes is paved with good intentions. Even the most thoughtfully allocated retirement portfolio, if left unattended, will drift over time based on the relative performance of the asset classes that comprise it. The allocation that results may be poorly aligned with retirement savers' risk profiles and represent a significant threat to their accumulated assets.

FINANCIAL WELLNESS – STATE OF THE MARKET

LOCATION: NORTH COAST B

SPEAKERS: BRENT HINES, FOUNDATION FOR FINANCIAL WELLNESS

Financial Wellness is our industry's modern-day wild west. Many are claiming to be in the Financial Wellness space, but what does that even mean, and more importantly, what does it mean to you, your practice and your clients? We will discuss the current state of the financial wellness marketplace, including examples of best practices, innovative solutions, trends and potential pitfalls.

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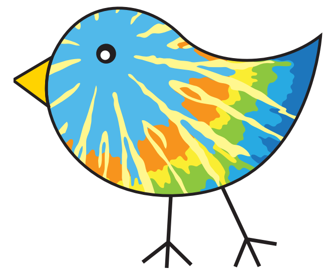


TUESDAY, OCTOBER 26

2:05–2:55 BREAKOUT SESSIONS

INSIGHTS INTO M&A - TO SELL OR NOT TO SELL?

LOCATION: SUMMIT A

SPEAKERS: JANIA STOUT, FIDUCIARY PLAN ADVISORS, A ONEDIGITAL COMPANY | MATT CELLINI, GREENSPRING ADVISORS | DICK DARIEN, WISE RHINO GROUP

Join this session to learn more about the current M&A environment and hear from two advisors that have gone through the evaluation process but came to a different conclusion. You will also hear great insight from a M&A consultant who will share more about the process.

NEXT-GEN 401(K) ADVISOR: CONVERGENCE OF RETIREMENT, HEALTH, AND WEALTH

LOCATION: SUMMIT B

SPEAKERS: BRAD ARENDS, INTELLICENTS | SAM MITCHELL, SENTINEL BENEFITS & FINANCIAL GROUP

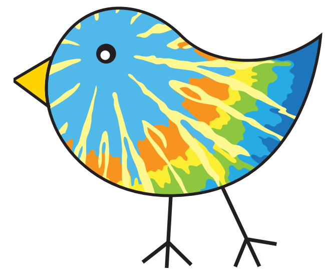
Join Brad and Sam for a look into the future of the advisor working in our converging industry.

HOW TO GROW REVENUE IN A CHALLENGING ENVIRONMENT

LOCATION: SUMMIT C

SPEAKERS: JOHN CLARK, HEFFERNAN FINANCIAL SERVICES | KELLI DAVIS, CSI ADVISORY SERVICES, LLC
SAM BRANDWEIN, MORGAN STANLEY

With the uncertainty of the past year, growing your revenue can be a challenge. Join us for a conversation with your peers to hear how we have grown our practices and revenue over the past year. From hiring staff, to looking at different markets, to offering new services, we'll share our tips with you.



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TUESDAY, OCTOBER 26

3:30–4:00 BREAKOUT SESSIONS

MANAGED ACCOUNTS VERSUS TARGET DATES: WHAT'S YOUR DEFAULT?

LOCATION: SUMMIT A

SPEAKERS: TODD STEWART, SAGEVIEW ADVISORY GROUP | EVAN MELCHER, CAPTRUST

In this session, we will discuss the latest trends in qualified default investment alternatives from three unique vantage points: the advisor, the sponsor, and the participant. We will share pros and cons and what to consider when recommending solutions to clients. Finally, we will highlight some case studies and expectations for the future.

WHAT IS YOUR FIRM WORTH? HEAR FROM THE AGGREGATORS

LOCATION: SUMMIT B

SPEAKERS: JOE DENOYIOR, HUB | VINCENT MORRIS, ONEDIGITAL | RETIREMENT + WEALTH | CHAD JOHANSEN, PLAN DESIGN CONSULTANTS

Will aggregators change the retirement advisor landscape? Whether you answered yes or no, you need to pay attention to the trends and follow the money. This session will help you understand why many 401(k) elite advisors have joined forces, how to position your practice for sale, what factors lead to a higher valuation, what an acquisition could mean financially and what to expect during the merger.

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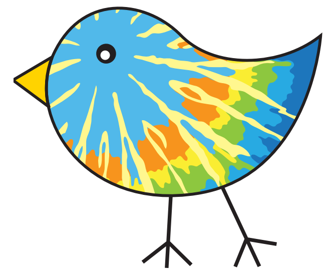


TUESDAY, OCTOBER 26

4:05–4:35 BREAKOUT SESSIONS

IS FINANCIAL PLANNING REALLY THE NEXT BIG THING? WHO WILL PAY FOR IT?

LOCATION: SUMMIT A

SPEAKERS: NICK MADL, INTELLICENTS | SAM MITCHELL, SENTINEL BENEFITS & FINANCIAL GROUP | PATRICK DUFFY, FIDELITY WORKPLACE INVESTING

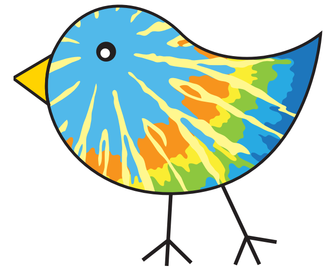
Financial planning as an employee benefit - who will pay for it?

LIKE IT OR NOT, CYBERSECURITY THREATS ARE ONLY GOING TO GET WORSE

LOCATION: SUMMIT B

SPEAKERS: ERIN HALL, STRATEGIC RETIREMENT PARTNERS | SAM HENSON, LOCKTON COMPANIES

You're aware of the DoL's new cybersecurity guidelines and wondering how to bring valuable resources to your plan sponsors and participants. This session will share best practices on how to lead plan sponsor activities to help protect participant account balances and satisfy this (new) fiduciary duty.



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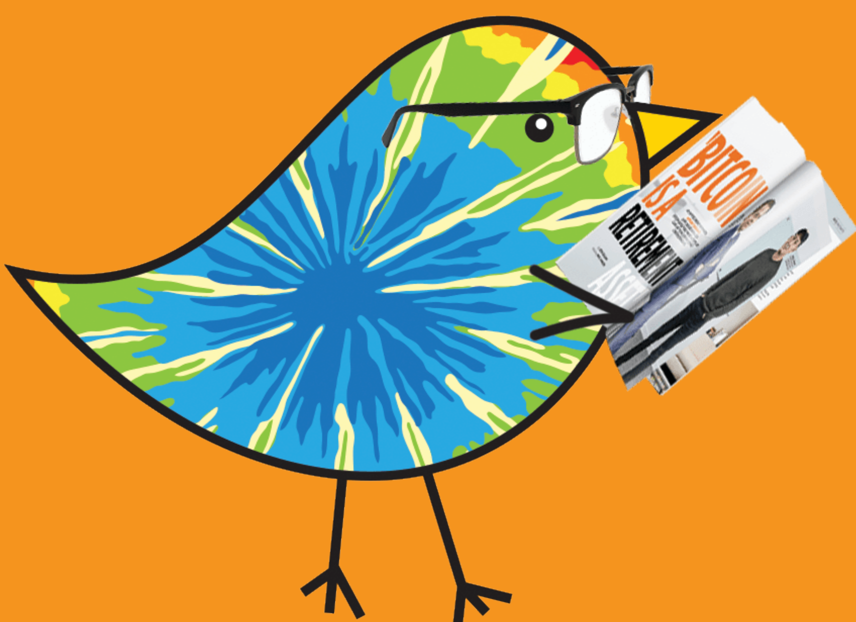
TO OUR EXCLUSIVE MEDIA PARTNER!

401K Specialist



Visit the 401(k) Specialist media center in the Exhibit Hall!

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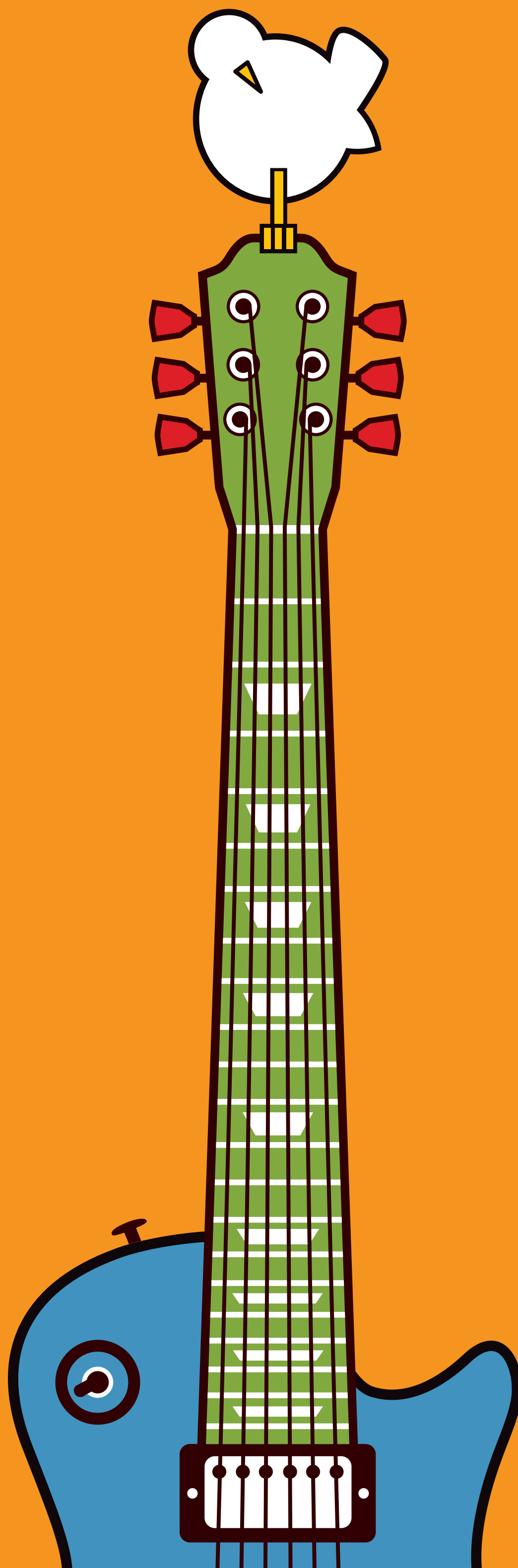

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