



DISTRIBUTION & PRODUCT SUMMIT

MAY 10-11 | BALTIMORE, MD

HOSTED BY LEGG MASON

DISTRIBUTION COUNCIL | WEDNESDAY, MAY 10

10:30 AM Registration & Continental Breakfast

11:00 AM Opening Remarks & Introductions

Kimber Lintz, Director — MFEA

Stephen Ban, Managing Director — Nuveen Investments & Chair — MFEA Distribution Council

Matthew Fronczke, Senior Executive Consultant — DST kasina

11:15 AM The Future of Wealth Management: Fulfilling a Forgotten Promise

The wealth management industry is in a period of transformation. Investors are seeking new relationships as their expectations are increasing and are no longer limited by proximity. Meanwhile, advisors and intermediaries are experiencing productivity enhancements that will result in oversupply and consolidation. The team from Casey Quirk will discuss how advice business will transform and implications of that on asset managers.

Tyler Cloherty, Senior Manager — Casey Quirk by Deloitte

Jeff Levi, Principal — Casey Quirk by Deloitte

12:15 PM Box Lunch

12:45 PM The Role of Technology & Data in the Advice Industry

Moderator: **Rob McInerney**, President, Thornburg Securities Corp., National Sales Manager — Thornburg Investment Management

Matthew Fronczke, Senior Executive Consultant — DST kasina

Eric Johnson, Senior Vice President, Head of Digital Distribution and Innovation — OppenheimerFunds

Evan Soso, Assistant Branch Manager — Charles Schwab

1:30 PM Regulatory Update

An update on DOL and how the new administration could change the regulatory environment.

Moderator: **Jill Brown**, President — Principal Funds

Sandy Bolton, Managing Director, Head of Investment Solutions - Managed Solutions Group — Merrill Lynch

Jim Hinkley, Senior Vice President, Head of Product Management — Macquarie Investment Management

Chuck Miller, Partner — K&L Gates

Robert Pettman, Executive Vice President, Product & Platform Management — LPL Financial

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2:30 PM | Break

Member-only

2:45 PM

The Active/Passive Discussion

Stephen Ban, Managing Director — Nuveen Investments

Michael Featherman, Managing Director, Head of Investment Specialists — Envestnet, Inc.

John Sturiale, Head of Sales & Client Relations — Charles Schwab

Break

3:30 PM

Executive Roundtable

3:45 PM

This intimate, interactive format enables participants to candidly discuss topics ranging from the day's agenda to other critical business management issues.

5:00 PM

Adjourn

5:00 PM -

Reception & Networking

7:00 PM

Four Seasons — Marine Room



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PRODUCT COUNCIL | THURSDAY, MAY 11

- 8:30 AM** Registration & Continental Breakfast
- 9:00 AM** Opening Remarks & Introductions
Kimber Lintz, Director — MFEA
John Sturiale, Head of Sales & Client Relations — Charles Schwab & Chair — MFEA Product Council
Craig Dunham, Vice President & General Manager of Financial Services — Seismic
- 9:30 AM** **The Future of 401k Investing**
401k plans have begun to experience the boomers out/millennials in transition. This panel will discuss what potential opportunities and challenges are being presented by this generational shift.
Moderator: **Rachel Schnoll**, Managing Director, Head of Product Strategy — Goldman Sachs
Dave Gray, Senior Vice President & Retirement Product Leader — Fidelity Investments
Michele Kocak, Area Vice President, Retirement Plan Consulting — Arthur J. Gallagher & Co.
Christine Stokes, Managing Director, Retirement Strategist — Nuveen Investments
- 10:30 AM** Break
- 10:45 AM** **Is Your Product Team Getting the Most Out of the Data?**
This discussion will explore best practices of Product Teams as it relates to delivery, awareness and utilization of data for product strategies. Increased integration with sales will also be addressed.
Moderator: **Jim Cove**, Senior Vice President — Natixis Global Asset Management
Charles Evans, Director of Business Intelligence and Data Strategy — Invesco
Matthew Fronczke, Senior Executive Consultant — DST kasina
Josh Gates, Distribution Business Relationship Manager — MFS Investment Management
- 11:45 AM** Break

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12:00 PM | Lunch & Executive Roundtable

This intimate, interactive format enables speakers and participants to candidly discuss topics ranging from the day's agenda to other critical business management issues.

2:00 PM | Adjourn