

# INDEPENDENT SUMMIT

March 21-23, 2022 | Louisville, KY

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## MONDAY, MARCH 21, 2022

1:00 PM – 7:30 PM

### REGISTRATION

Commonwealth Foyer

2:00 PM – 4:00 PM

### PRE-CONFERENCE

Olmsted 1

Digital Assets: How to Use This New Asset Class to Gain More Clients and AUM

CFP I-W

**Ric Edelman**, Founder, Digital Assets Council of Financial Professionals

Olmsted 1

The 10 Biggest Questions from Advisors on Bitcoin, Blockchain, and Crypto

CFP I-W

**Matt Hougan**, CIO, Bitwise

Moderator: **Jack Otter**, Global Head, Barron's Group

5:30 PM – 6:30 PM

### COCKTAIL RECEPTION

Commonwealth Foyer

6:30 PM – 8:30 PM

### WELCOME DINNER & SPEAKER

Commonwealth 1 - 3

Where You Least Expect It: The Art of Learning to Find Your Niche

**Randy Goldberg**, Co-Founder and Chief Brand Officer, Bombas

Interviewer: **Ray Sclafani**, Founder & CEO, ClientWise

8:30 PM – 10:00 PM

### TOP 100 COCKTAIL RECEPTION

Pin + Proof

For Ranked Advisors Past and Present

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## TUESDAY, MARCH 22, 2022

8:00 AM – 6:00 PM

### REGISTRATION

Commonwealth Foyer

Registration

8:00 AM – 9:00 AM

### BREAKFAST

Commonwealth Foyer

Breakfast

# INDEPENDENT SUMMIT

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8:15 AM – 8:45 AM

Olmsted 1

Improving Financial Proficiency for the Next Generation  
**Joe Piombino**, Senior Manager, Barron's

9:00 AM – 9:50 AM

Commonwealth 1 - 3

## GENERAL SESSION

The Future of Financial Advice  
**David Canter**, Executive VP & Head of RIA Segment, Fidelity Investments  
**Ben Harrison**, Managing Director, BNY Mellon | Pershing  
Interviewer: **Jack Otter**, Global Head, Barron's Group

CFP I-W

9:50 AM – 10:00 AM

Commonwealth Foyer

## REFRESHMENT BREAK

Refreshment Break

10:00 AM – 10:50 AM

Olmsted 1

## BREAKOUTS

From Entrepreneur to CEO: How to Transition Into This New Role  
**Michael Chasnoff**, Truepoint Wealth Counsel  
**David Kudla**, Mainstay Capital Management, LLC  
Moderator: **David DeVoe**, Founder & CEO, DeVoe and Company

Olmsted 4

The Outlook for Inflation in 2022 and Beyond  
**David Schassler**, Portfolio Manager and Head of Quantitative Investment Solutions, VanEck

CFP I-W

Olmsted 5

Teams of the Future: What Will They Look Like and How Should They Be Structured?  
**Omar Qureshi**, Hightower Wealth Advisors  
**Matthew Somberg**, Gottfried & Somberg Wealth Management, LLC  
**Kelly Straub**, Merit Financial  
Moderator: **Jim Dickson**, CEO, Sanctuary Wealth

10:50 AM – 11:00 AM

Commonwealth Foyer

## REFRESHMENT BREAK

Refreshment Break

# INDEPENDENT SUMMIT

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11:00 AM – 11:50 AM

Olmsted 1

## BREAKOUTS

Why Reinvesting in Human Capital Is a Win-Win

**Jeff Brown**, BWM Financial

**Robert “RJ” Moore**, Private Advisor Group

Olmsted 4

ETFs in the Coming Decade: What’s Next? Where Are the Opportunities and How to Use with Clients

**Dodd Kittsley**, National Director/Director of ETF Strategy, Davis Advisors

Interviewer: **Frank Balas**, CFA, Director of Investment Strategy, GM Advisory Group

CFP I-W

Olmsted 5

Managing Industry Consolidation through Change

**Casey Galligan**, Co-Head, Ares Wealth Management Solutions

**Penni Roll**, CFO, Ares Capital Corporation

Moderator: **Shawn Mihal**, Executive Vice President of Institution Services, LPL Financial

CFP I-W

11:50 AM – 12:00 PM

Commonwealth Foyer

## REFRESHMENT BREAK

Refreshment Break

12:00 PM – 1:00 PM

Commonwealth 1 - 3

## LUNCH

Roundtables

1:00 PM – 1:50 PM

Commonwealth 1 - 3

## GENERAL SESSION

Advisor Mixology...Balancing Ingredients for Success

**Bryce Skaff**, Co-Head and VP of Global Client Group, Dimensional Fund Advisors

I-W

1:50 PM – 2:00 PM

Commonwealth Foyer

## REFRESHMENT BREAK

Refreshment Break

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2:00 PM – 2:50 PM

## BREAKOUTS

Olmsted 1

Thinking of Merging or Being Acquired? Here's What You Need to Know.

**Thomas Haught**, Sequoia Financial Group

**Kevin Myeroff**, NCA Financial Planners

Moderator: **Brian Hamburger**, President & CEO, MarketCounsel Consulting

Olmsted 4

Alternative Fixed Income: Beyond Bonds

**David Lau**, Founder & CEO, DPL Financial Partners

**Nic Millikan**, CFA, CAIA, Head of Investment Strategy, CAIS

**Andrew Park**, Alternative Credit, First Eagle

Moderator: **Frank Marzano**, Managing Principal, GM Advisory Group

CFP I-W

Olmsted 5

Next Gen Clients & Investing: Widening the Lenses Beyond Growth

**Valerie Newell**, Mariner Wealth Advisors

**Barry Ritholtz**, Ritholtz Wealth Management

Interviewer: **Jack Otter**, Global Head, Barron's Group

CFP I-W

2:50 PM – 3:00 PM

## REFRESHMENT BREAK

Commonwealth Foyer

Refreshment Break

3:00 PM – 3:50 PM

## BREAKOUTS

Olmsted 1

Sourcing & Developing the Next Generation of Talent to Build an Enduring Firm

**Ray Sclafani**, Founder & CEO, ClientWise

Olmsted 4

Becoming the Total Wealth Advisor: The Digital Banking Opportunity  
**Suzette LaBonne**, Regional Banking Director, Goldman Sachs Private Bank Select

**Whit Magruder**, Managing Director, Head of, Goldman Sachs Private Bank Select

Moderator: **Kara Grehan**, Vice President, Goldman Sachs Private Bank Select

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Olmsted 5  
Team Leadership & Motivation: How to Make Employees WANT to Return to the Office  
**Ali Flynn Phillips**, Obermeyer Wood Investment Counsel, LLLP  
**Dryden Pence**, Pence Wealth Management  
Moderator: **Kate Healy**, Financial Services Leader, NextGen & DEI Advocate

3:50 PM – 4:00 PM  
Commonwealth Foyer  
**REFRESHMENT BREAK**  
Refreshment Break

4:00 PM – 4:50 PM  
Commonwealth 1 - 3  
**GENERAL SESSION**  
ScratchWorks Season 4  
**Marty Bicknell**, Mariner Wealth Advisors  
**Michael Nathanson**, The Colony Group, LLC  
Host: **David Canter**, Executive VP & Head of RIA Segment, Fidelity Investments

5:00 PM – 6:00 PM  
Commonwealth Foyer  
**COCKTAIL RECEPTION**

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## WEDNESDAY, MARCH 23, 2022

8:00 AM – 11:30 AM  
Commonwealth Foyer  
**REGISTRATION**  
Registration/Information Desk

8:00 AM – 9:00 AM  
Commonwealth Foyer  
**BREAKFAST**

9:00 AM – 9:50 AM  
Commonwealth 1 - 3  
**GENERAL SESSION**  
The Golden Hour: It's Not the Clients You Win, It's the Clients You Keep  
**Brett VanBortel**, Senior Director of Consulting Development & Delivery, Invesco

9:50 AM – 10:40 AM  
**GENERAL SESSION**

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Commonwealth 1 - 3

Minds Over Markets: A Behavioral Guide to Investing  
**Paul Cahill**, Managing Director, Virtus Investments

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10:55 AM – 11:45 AM

Commonwealth 1 - 3

## GENERAL SESSION

Intelligence and Emerging National Security Threats: A Conversation with  
Beth Sanner

**Beth Sanner** Presidential Intelligence Briefer and 35-Year National  
Security Leader

Interviewer: **Bradley Losson**, Managing Director, National Relationship  
Management, Schwab Advisor Services and Retirement Business Services,  
Charles Schwab & Co., Inc.