



Tuesday Sessions

CE

Evolution of Investing: Apollo D. Lupescu, PhD

Investing, much like medicine or technology, has undergone a dynamic evolution that has changed the way people view capital markets and deploy their capital. Driven by rigorous academic research rooted in data and evidence, new state-of-the-art strategies have emerged, replacing what used to be the conventional approach to investing. These vibrant developments have had a tremendous impact in the way investment management is conducted and implemented for large institutions, as well as families and individuals. This seminar will examine two fundamental objectives for investors: mitigating stock market downturns, and achieving performance results in excess of market returns. The speaker will address the evolution of implementation strategies and provide evidence for the outcomes associated with various approaches over time. Advisors will gain new insights into the current investment research and different ways to invest their clients' assets.

Accepted for
hr CE, CFP, CF
No FL Ins. CE

COVID Clarity: Best College Planning Strategies for a Pandemic World: Mari Adam, CFP®, MBA, CRPC

The COVID pandemic has disrupted higher education as we know it as colleges continue to struggle with lockdowns and online learning. College carries a big price tag, but promises a significant boost to a grad's lifetime income. Learn the best college planning strategies to help families minimize costs and anxiety in today's uncertain pandemic world.

Accepted for
hr CE, CFP an
hr. FL Ins, CPE

5 Key Real Estate Trends for 2022: Amy Moline

Amy Moline is back to address the 2022 Symposium for her 10th consecutive year. The pandemic has continued to create a unique real estate experience for buyers, sellers and real estate professionals. Amy will offer insights on the top 5 real estate trends for 2022 along with giving you important information to pass along to your clients to help them make informed real estate decisions.

Accepted for
hr CE, CFP an
hr. FL Ins, CPE

Fireside Chat with American Century

Join Matthew Sennett as he moderates a panel discussion with American Century Investment experts in the mutual fund, ETF, Separately Managed Account and the Defined Contribution Investment only arena. Matt will ask industry questions that effect financial planning clients and the lively discussion will help provide guidance in these areas. The goal of this panel discussion is to provide financial planning professionals with additional knowledge they need to help guide their clients when making investment and retirement decisions.

Accepted for
hr CE, CFP an
hr. FL Ins, CPE

Estate Planning Update: Planning for Death and Taxes: Stacy Prince-Troutman, Esq.

During 2021, there were significant tax proposals that, if passed, would significantly reduce the effectiveness of certain estate planning techniques utilizing irrevocable trusts. This seminar will provide an overview of such potential changes in the law and provide strategies to add flexibility to estate planning in light of ever-changing laws and family dynamics.

Accepted for
hr CE, CFP, FI
Ins, CPE

Cash Balance Plans: Maximizing Benefits for the Business Owner: James Esposito, QPA

If you work with consistently profitable small business owners, cash balance plans may offer you an opportunity to grow your practice. Cash balance plans are the fastest-growing segment of the ERISA-qualified plans marketplace. Employer contributions tend to double when a cash balance plan is adopted alongside an existing 401(k) plan, which allows business owners to improve both their own and their employees' retirement readiness. This session will help attendees to understand cash balance plans, which businesses should consider a cash balance plan, and how Manning & Napier can help.

Accepted for
hr CE, CFP, FI
Ins, CPE

CFP Ethics Course: Zahn, Inc.: TBA

The goal of this program is to position the application of CFP Board's Code of Ethics and Standards of Conduct as the foundation for ethical financial planning. By the end of this program, the participant should be equipped to:

Accepted for
hr CFP CE

LO 1: Understand the structure and content of the revised Code and Standards, including significant changes from prior rules.

LO 2: Describe CFP Board's Fiduciary Duty

LO 3: Identify Material Conflicts of Interest and How to Avoid, or Fully Disclose, Obtain Informed Consent, and Manage Them.

LO 4: Understand the Duty to Report to CFP Board and the Duty to Cooperate.

LO 5: Identify the Practice Standards When Providing Financial Advice that Requires Financial Planning or Financial Planning.

LO 6: Understand the Duty to Provide Information to Clients When Providing Financial Planning and/or Financial Advice.