

## Tuesday General Session Descriptions

### 8:00 AM Dialogue with the Federal Reserve: Christopher Oakely



Christopher Oakley will cover the Fed's dual mandate as given to the Federal Reserve by Congress: maximum employment and stable prices by speaking about:

- Who is the Fed, what they do, and, equally important, what they do not do.
- What is the Regional Economic Information Network supported by the Fed.
- A general economic outlook from the Fed's perspective. There will be a focus on the most current economic information on topics such as GDP, employment, and inflation.

Accepted for 1 hour CE, CFP®, other disciplines pending.

### 9:00 AM Macroeconomic and Investment Outlook, Tony Crescenzi, PIMCO



Join Tony Crescenzi, executive vice president and market strategist, as he discusses the macroeconomic and investment outlook for 2023. During this session, Tony will include views on:

- The direction of interest rates
- The monetary policy outlook
- Return prospects for the bond market this year
- The macroeconomic outlook including views on inflation and growth in both the short- and long-run

Application submitted for 1 hour CE, CFP®, other disciplines pending

### 10:15 AM Preparing Your Clients for the 2023 Housing Market: Amy Moline,



The housing market has seen an adjustment, and Amy Moline will be here to help you understand today's real estate trends. You will walk away with tips on how to help your clients when they ask questions about the real estate market. Should they buy? Should they sell? Should they wait? Important information will be shared to help them make more informed real estate decisions.

Application submitted for 1 hour CE, CFP®, other disciplines pending

### 11:10 AM Where do Indexes - and Factors - Fall Short: Ted Randall, Avantis



Financial science and our understanding of what drives asset prices have evolved considerably. The implications on the financial services industry have also been significant, including the introduction of passive index funds, single-factor and multi-factor strategies. Recent studies have highlighted that the rise in indexing has been driven by asset class segment, or non-total market index funds. While index-based strategies offer transparency in exposures, any non-total market index involves active decision making in both design and ongoing execution. During this session we will:

- Examine some of the similarities and differences in how indices define asset classes and manage reconstitution
- Contemplate whether factor-building has been overdone, and examine the risks of becoming too factor focused
- Highlight some of the constraints these decisions can place on index trackers
- Propose how a systematic approach can deliver benefits commonly associated with indexing while removing artificial constraints

Accepted for 1 hour CE, CFP®, other disciplines pending

### 12:50 PM Internal Succession: Is it possible: Mike McKennon, James Hughes Live Oak Bank, FP Transitions



In today's environment there is so much attention around private equity and high multiples, but how does that translate to an internal succession transaction? Is it even possible for my employees to buy me out? In this session, Mike and James will walk you through the state of the market today and how they can help you put together an internal succession plan that works.



Session is practice management, no CE granted

# Tuesday Breakout Session Descriptions

1:55 PM repeating at 2:50 PM

## Beyond the traditional 60/40 portfolio: Understanding the Benefits of Real Estate Shane Schofield, CIMA , Invesco



This presentation explores the main features and benefits of US and Global Listed Real Estate. The presentation also provides additional insight into the market and sector composition of Real Estate and comparisons into different types of real estate. The presentation concludes with going over various performance indicators of Real Estate and an overview of different property types.

Accepted for 1 hour CE, CFP®, other disciplines pending

## Having the “Talk”: Janelle Pedulla, George Rosen - Longwood CPA, Contango Group



This presentation is designed to enable financial advisors to help their clients determine the gap between how much wealth their clients have under management and how much they will need to fund their retirement. We will walk through an example of how to determine Net Proceeds and how this affects Sale Price to see if a client’s business sale will fund that gap upon exit. This is known as the “Freedom Point”.

Review pre-COVID and post-COVID trends in business transactions

1. Explain concept of Freedom Point and what it means to their clients
2. A demonstration of the Freedom Point calculator



Accepted for 1 hour CE, CFP®, other disciplines pending

## An Introduction to Personalized Indexing: Ben Hammer, CFA , Vanguard



Direct indexing is generating buzz with financial advisors, but is the strategy right for our clients? What role can direct indexing play in clients’ portfolios? You’ll get a quick overview of the technology behind this growing trend, and also learn why it’s easier than ever for you to leverage direct indexing to differentiate and grow your practice. You’ll delve into topics like:

- The importance of tax-loss harvesting frequency in potentially boosting clients’ after-tax returns
- The four key use cases where direct indexing may benefit your clients.
- The factors to weigh when deciding between direct indexing or ETFs and mutual funds.

Don’t miss the chance to interact with an expert from Vanguard and hear what’s on the minds of your fellow advisors.

Application submitted for 1 hour CE, CFP®, other disciplines pending

## Title and Speaker TBA, Allegro

## 3:40 PM Model Behavior: The hidden Risks Undermining Portfolio Performance: Jeremy Deering and Joyce Huang, American Century Investments



The asset allocation process is full of risks. During this session, experts from American Century will give insight into avoiding these risks. We will cover:

- Common unintended risks created in portfolio construction.
- Navigating fixed income markets in 2023.
- Using tax loss harvesting and capital gains avoidance to prevent taxes from eroding otherwise successful performance.



Application will be submitted for 1 hour CE, CFP®, other disciplines pending

**4:30 PM Utilizing Annuities in Trusts: Jeffrey Clark, LUTCF, CFS - Jackson**



This presentation will discuss how an irrevocable trust-owned annuity can help trustees fulfill their duty to preserve and protect the trust's assets as well as deal with market volatility, increased asset correlation, and burdensome tax rates.

Application submitted for 1 hour CE, CFP®, other disciplines pending

**4:30 PM CFP Board New Code of Ethics & Standards of Conduct  
Margarita Chung, CFP® - Carson Coaching**



This program fulfills the requirement for CFP Board approved Ethics CE. It has been designed to educate CFP® professionals on CFP Board's new Code of Ethics and Standards of Conduct.

Learning Objectives:

By the end of this program, the participant should be equipped to:

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.

Accepted for 2 hours Ethics CE, CFP