



Financial Research Associates Proudly Presents

Earn CFP &
CPE Credits

The Business of Managing Wealth Summit

Strategies to Further Enhance the Success of the Wealth Management Professional

The Information You Need To Stand Out From The Crowd:

- What does your client really want? HNWI & UHNWI share what they look for in a financial advisor
- Successful successions: Real-world solutions from those who have done it
- Discover the unique services that differentiate wealth management firms
- Key strategies for becoming a successful gatekeeper: What does it take to be the most trusted advisor?
- Achieving excellence in efficiency: a 2-part session focusing on outsourcing solutions and in-house technology tools

November 17th and 18th
2008
at The Doral Resort, Miami, Florida

Our Renowned Speaking Faculty:

Richard H. Adler, **CONVERGENT CAPITAL MANAGEMENT**
 Patricia Angus, **ANGUS ADVISORY GROUP LLC**
 Barrett Ayers, **ADHESION WEALTH ADVISOR SOLUTIONS**
 John Barun, **CAPITAL MARKETS CONSULTING**
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 Natasha Pearl, **ASTONPEARL**
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 Paul Perez, **HRJ CAPITAL**
 Alois Pirker, **AITE GROUP**

Rick Pitcairn, II, CFA, **PITCAIRN FINANCIAL GROUP**
 Mark Rogozinski, **WEALTH TRUST**
 Kirby Rosplock, Ph.D., **GENSPRING FAMILY OFFICES**
 Scott Roulston, **FAIRPORT ASSET MANAGEMENT**
 Brenda B. Sallstrom, **CHERRY TREE FAMILY OFFICE, LLC**
 Elizabeth R. Snyder, **GENSPRING FAMILY OFFICES**
 Richard G. Sowden, Jr., CFA, **FRONTIER INVESTMENT MANAGEMENT & CO.**
 Al Steele, **BELLATORE**
 Ivan Thornton, **FIDUCIARY MANAGEMENT GROUP**
 Benjamin A. Tobias, CPA/PFS, CFP, CIMA, **TOBIAS FINANCIAL ADVISORS**
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Highly Focused Tracks Designed for Both Principals and Executive Team Members of Independent Wealth Management Firms

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The Business of Managing Wealth summit

To Register:
Call 800-280-8440
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How can you ensure the continued success and growth of your wealth management practice?

Join industry leaders and top experts at The Doral Resort in Miami on November 17th and 18th for **FRA's 2008 The Business of Managing Wealth Summit**. This brand-new event is the only one of its kind and addresses the wealth management industry's toughest problems head-on with interactive, peer-led forums, case studies, discussion panels, and comprehensive presentations.

Principals and Executive Team Members Will:

Listen to experts' advice on **benchmarking** and **valuation** and what these practices mean to your firm

Gain insight from **case studies of family offices** who have used different solutions to **integrate philanthropic advising** into their practices

Take advantage of technology panel discussions led by product users who will discuss the **benefits** and **challenges** of different solutions

Learn from industry trend-setters who are **transitioning with their retiring clients** and retaining the business.

Discuss the **pros** and **cons** of transitioning from AUM fees to retainer fee arrangements

Don't miss this opportunity to gain the tools you need to plan for the successful future of your wealth management practice. **The Business of Managing Wealth Summit** will enable you to make your organization rise above the competition!

Register today! Call 800-280-8440 or register online at www.frallc.com.

Sincerely,

Kristin B. Rodriguez

Kristin B. Rodriguez, Conference Director
FINANCIAL RESEARCH ASSOCIATES, LLC

P.S. A Note from our Advisory Board:

Dear Colleague,

This program has been put together by industry practitioners as opposed to pundits so the topics are the issues real advisors are dealing with. These sessions will not be general discussions but will provide solutions and directions for those seeking to improve their practice economics and serve clients in better ways.

-DG

Dennis R. Gibb, President
SWEETWATER INVESTMENTS

Special Appreciation To Our Advisory Board Members:



Suzanne J. Currie
DOMINICK AND DOMINICK, LLC



Dennis R. Gibb
SWEETWATER INVESTMENTS



Karen Jandorf
HARRIS MYCFO INC



Elizabeth Bloomer Nesvold
SILVER LANE ADVISORS

Who Should Attend?

This summit is designed for the Executive Wealth Management Professional:

- Senior Executives & Principals
- Managing Directors
- Trust Executives
- Chief Operations Officers
- Chief Technology Officers
- Client Relations Management

From...

- Independent Registered Investment Advisors
- Single Family Offices & Multi-Family Offices
- Private Banks & Trust Departments
- Brokerage Firms
- Investment & Portfolio Management Firms

Top Ten Reasons to Attend:

One-hour extended sessions with ample Q&A time for deeper topic exploration

Two luncheon addresses focused on key client & family concerns

Three comprehensive presentations from top industry experts

Four case studies and real-world examples of successfully implemented transition plans

Five championship golf courses at the beautiful Doral Resort & Spa

Six trend-setting experts on outsourced solutions

Seventy degrees & sunny: Miami weather in November

Eight technology experts with insight on how to streamline your operations and improve efficiency

Nine CFP and Sixteen CPE Credits

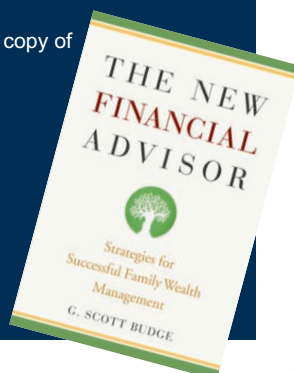
Ten interactive panels and open forum discussions

Don't miss out on this Special Offer!

Be one of the first 50 registrants and receive a **FREE** copy of

The New Financial Advisor: Strategies for Successful Family Wealth Management

the critically acclaimed book by G. Scott Budge, PhD



Golfing at the Doral

Doral Golf Resort & Spa boasts five championship 18-hole golf courses: the legendary Blue Monster, the Greg Norman-designed Great White, and the distinctive Red, Gold and Silver courses.

If interested in golfing at the Doral, please contact them at 800.713.6725 to make tee time reservations.

DAY ONE:
MONDAY, NOVEMBER 17, 2008

8:00 – 8:45 *Registration and Continental Breakfast for
Conference Attendees*



8:45 – 9:00
Chair's Welcome

Chairperson:
Scott Roulston, Chief Executive Officer
FAIRPORT ASSET MANAGEMENT

After graduating from Dartmouth College in 1979 with a major in Economics, Scott joined Roulston & Company in 1982, becoming its President and CEO in 1990. Scott is a board member and Chairman of the Audit Committee of Cleveland-based Developers Diversified Realty (NYSE:DDR) which owns and manages 800 shopping centers in 45 states, Puerto Rico, Brazil, Russia and Canada. He is on the TIAA-CREF Board of Financial Advisors. Scott is a past member of the Schwab Institutional advisory board, visiting committee of the Weatherhead School at Case Western Reserve University, and mentor for The Cleveland Foundation's Civic Innovation Lab program. Scott is President and a Trustee of Bluecoats Inc., which supports families of Cuyahoga County safety forces who have lost their lives in the line of duty.

9:00 – 10:00 **What Will Most Impact Wealth Managers in
the Next Year?**

**Top Industry Thinkers Share Their Vision Of The
Future**

What do the industry's trend setters predict for the competitive field of wealth management? This panel will engage the audience in an in-depth exploration of the challenges immediately ahead, new avenues for growth and a discussion of the ongoing evolution of wealth management.

Panelists:
Richard Horne, Director
PERSHING ADVISOR SOLUTIONS LLC

Jamie McLaughlin, Managing Director
CONVERGENT WEALTH ADVISORS

Scott Roulston, Chief Executive Officer
FAIRPORT ASSET MANAGEMENT

Joseph Walker, Chief Executive Officer
UNAPEN, INC.

Moderator:
Elizabeth Bloomer Nesvold, Managing Partner
SILVER LANE ADVISORS

10:00 – 10:15 *Refreshment Break*

10:15 – 11:10 **What Does Your Client Really Want?**
**HNWI & UHNWI Share What They Look For in a
Financial Advisor**

What makes a wealthy individual choose one money manager over another? What factors do they consider? What services do they expect and which practices do they dislike? Ask these and other questions during this interactive session, where affluent investors share what really matters when choosing an advisor to assist in deploying their wealth.

Panelists:
Joseph Belfatto, Partner
MASSEY, QUICK & CO., LLC
Steve Braverman, President
HARRIS MYCFO INC

Jason Franklin, Board Co-Chair
RESOURCE GENERATION

Kirby Rosplock, Ph.D., Director of Research and Development
GENSPRING FAMILY OFFICES

Moderator:
John McColskey, Principal
HOMRICH & BERG, INC

11:15 – 12:15 **The Key to Becoming a Successful
Gatekeeper:**

**What Does It Take To Be The Most Trusted
Advisor?**

Gain insight from some of the industry's most respected practitioners, who have achieved success by making it their business to respond to their clients' needs. The panel will discuss issues surrounding integrity, the importance of the advisor's ability to be a competent generalist, and why their clients trust them more than anyone else to tell the hard truth.

Panelists:
Anna K. Curry, CFP, Vice President
WILMINGTON TRUST FSB, NY

Paul Perez, Director of Strategic Initiatives
HRJ CAPITAL

Benjamin A. Tobias, CPA/PFS, CFP, CIMA, Principal
TOBIAS FINANCIAL ADVISORS

Moderator:
John PC Duncan, Principal
DUNCAN ASSOCIATES ATTORNEYS AND COUNSELORS, PC

12:15 – 1:15 **Luncheon Address:**

**The Tie That Binds: The Role of Philanthropy in
Wealth Management**

More ultra high net worth individuals and families are incorporating charitable giving into their lives. With at least \$5 trillion forecasted to be transferred into philanthropic entities controlled by families, what must wealth managers do to be appropriately prepared to work with clients that are active donors?

Speaker:
Douglas Bauer, Senior Vice President
ROCKEFELLER PHILANTHROPIC ADVISORS

Thank You to our Media Partners





The Business of Managing Wealth summit

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or visit us at www.frallc.com

TRACK ONE: BUSINESS MANAGEMENT

1:15 – 2:10 **Benchmarking Your Wealth Management Practice:**

Why It's Necessary & How To Implement The Process Smoothly

- The pros and cons of benchmarking your wealth management practice
- Identify the underlying factors that contribute to a successful business
- Enhancing margins and increasing employee longevity: What you need to know
- How to apply the results of benchmarking to improve operations

Speakers:

David Devoe, *Strategic Director, Strategic Business Development*
SCHWAB INSTITUTIONAL

Mark Feldman, *Chairman - Phoenix Local Family Office*
GENSPRING FAMILY OFFICES

2:15 – 3:15 **Becoming a Crowd Stand Out:**

The Unique Services That Differentiate Wealth Management Firms

- What you do better than anyone else: Defining your niche in a crowded marketplace
- Choosing your service selection: Going broad vs. going deep
- Technology's role in differentiating and how to best leverage this tool
- Moving beyond financial services: How to introduce new services to your clients
- Leveraging philanthropy to differentiate your wealth management practice

Panelists:

Beth C. Gamel, CPA/PFS, *Executive Vice President*
PILLAR FINANCIAL ADVISORS

Christopher P. Infurchia, *President*
FOUNDATION SOURCE

Ellen Maidman-Tanner, *Senior Vice President, Member Relations*
PINNACLECARE

Natasha Pearl, *Founder & Chief Executive Officer*
ASTONPEARL

Moderator:

John Barun, *President & Chief Executive Officer*
CAPITAL MARKET CONSULTING

3:15 – 3:30 *Refreshment Break*

3:30 – 4:25 **The Institutional Investment Process:**

Why It Works & How To Execute A Cost-Effective Version

Discover the key elements required to create an institutional-quality investment process for firms without an institutional-sized budget. Learn how to create a formalized investment process that will enhance the client experience and raise the firm's professionalism to the next level while remaining profitable.

Speaker:

Carol Pepper, *Chief Executive Officer & Founder*
PEPPER INTERNATIONAL

TRACK TWO: TECHNOLOGY & OPERATIONS

1:15 – 2:10 **Achieving Excellence in Efficiency I:**

Outsourcing Solutions: Let Someone Else Do the Heavy Lifting

- Finding your comfort level: Cost effectiveness vs. control over the process
- Evaluating the risks of outsourcing
- Best practices in assessing a potential outsourcing partner
- Demystifying the fees associated with outsourcing: Can you command more for a premium?

Panelists:

Patricia Angus, *Principal*
ANGUS ADVISORY GROUP LLC

R. Jefferson Davis, Jr., JD, MBA, CPA, CFP, *Managing Director*
APOGEE FAMILY OFFICE

Al Steele, *Chief Executive Officer*
BELLATORE

Moderator:

Carol Pepper, *Chief Executive Officer & Founder*
PEPPER INTERNATIONAL

2:15 – 3:15 **Achieving Excellence in Efficiency II:**

In-House Technology Solutions that Increase Productivity

- Integrating information across the wealth management platform
- Going paperless: How to save green by going green with technology
- How to decide what functions should you keep in-house and why?
- Tricky transitions: How to bring outsourced functions back inside
- What you need to maintain security reliability and support

Panelists:

Todd Brunskill, *Managing Director*
FIRST RATE

Henry Morneault, *Chief Operating Officer*
MANCHESTER CAPITAL

Duncan Macpherson, *Co-Founder & Co-Chief Executive Officer*
PARETO SYSTEMS

Moderator:

Rick Higgins, *Chief Strategy Officer*
WEALTH TOUCH, INC

3:15 – 3:30 *Refreshment Break*

3:30 – 4:25 **Overlay Management and UMAs:**

Implementation Options and the Impact to the Advisor's Practice

Overlay Management and model-based portfolios are gaining momentum as the preferred approach to delivering open architecture investment solutions. However, advisors are faced with a spectrum of implementation options, from in-house to TAMPs to comprehensive wealth management platforms. In this session the panelists will share their views of the different approaches and considerations for advisors. Discussion topics include:

- Managing the workflow: Transition management to portfolio monitoring to rebalancing to trading to tax-lot accounting to reporting to manager model changes
- Custodian provided vs. custodian independent options

Please contact Corinne Smart, csmart@frallc.com or 704.889.1287 for speaking opportunities

To Register:
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November 17th and 18th
at The Doral Resort
in Miami, Florida

4:30 – 5:30 The Latest Trends in Practice Management:

Negotiating the Transition to the Fee-Based Model

In an interactive discussion led by top industry thinkers, find out how other wealth management firm executives are transitioning clients from asset under management fees (AUM) to retainer fee arrangements: Why retainer fees are more profitable and how they help keep clients. How do they value their time and communicate its worth effectively?

Speakers:

Nicole O. Coulter, *Senior Editor*
THE HORSE'S MOUTH

Dennis Gibb, *President*
SWEETWATER INVESTMENTS

- Manager research and selection: Including firm-proprietary strategies in UMAs
- Accommodating your clients' specific customization needs
- Tax management considerations: What you need to know in 2009
- Client reporting: Sleeve level performance reporting in multi-manager accounts

Panelists:

Barrett Ayers, *Chief Investment Officer & Director Portfolio Management*
ADHESION WEALTH ADVISOR SOLUTIONS

Greg Gardner, *Founder*
THE GARDNER GROUP

Richard Pitcairn, II, CFA, *Senior Vice President-Client Portfolio Manager*
PITCAIRN FINANCIAL GROUP

Richard G. Sowden, Jr., CFA, *Managing Partner & Portfolio Manager*
FRONTIER INVESTMENT MANAGEMENT CO.

Moderator:

Alois Pirker, *Senior Analyst*
AITE GROUP

**4:30 – 5:30 Account Aggregation and Client Reporting:
The Affordability vs. Its Real Worth**

- "Data aggregation" defined: Fine-tuning one of the more misused terms in the wealth management industry
- Obtaining information from multiple custodians: The quality of electronically transmitted data and how to standardize the process
- What are the alternatives if the information is not obtained electronically?
- The practical application of data aggregation and the clients' perception of its value
- Outsourcing data aggregation and client reporting: The pros and cons

Panelists:

James Carney, *Chief Executive Officer*
BYALLACCOUNTS INC

Bob Huebscher, *Chief Executive Officer*
ADVISOR PERSPECTIVES

Chris Zebroski, *Managing Director*
LEGACY TRUST

Moderator:

Gary Carrai, *Senior Managing Director*
FORTIGENT

Sponsorship and Exhibit Opportunities

Enhance your marketing efforts through sponsoring a special event or exhibiting your product at this event. We can design custom sponsorship packages tailored to your marketing needs, such as a cocktail reception or a custom-designed networking event.

To learn more about sponsorship opportunities, please contact Corinne Smart at 704-889-1287 or csmart@frallc.com



The Conference Sponsor

Financial Research Associates provides the financial community with access to business information and networking opportunities. Offering

highly targeted conferences, FRA is a preferred resource for executives and managers seeking cutting-edge information on the next wave of business opportunities. Please visit www.frallc.com for more information on upcoming events.



Day One Sessions Adjourn;

Please contact Corinne Smart for Opportunities to Sponsor a Cocktail Reception at 704-889-1287 or csmart@frallc.com



CPE CREDITS

Financial Research Associates is registered with the National Associates of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Ave. North, Suite 700, Nashville, TN 37219-2417. Web site: www.nasba.org.

Sponsored learning activities are measured by program length, with one 50-minute period equal to one CPE credit. One-half CPE credit increments (equal to 25 minutes) are permitted after the first credit has been earned in a given learning activity. Please note that not all state boards adopted this rule. Some participants may not be able to use one-half credit increments. This course is offered as a group-live course and does not require prerequisites or advance preparation. It is an advanced level course. **The recommended CPE credit for this course is 19 credits: 12.5 credits for Business Management & Organization, 4.5 credits for Personal Development, and 2 credits for Specialized Knowledge & Application.** For more information regarding administrative policies such as complaint and refund, please contact our offices at 800-280-8440.

Financial Research Associates offers programs at an advanced level of continuing education. Although no prerequisite courses, experience, or advance preparation is required to participate in this program, working knowledge of Finance-Investments is required, as well as, prior knowledge of the program topic.

The company policy for financial hardship guidelines and procedures is as follows. Financial Research Associates' hardship policy is handled on a case-by-case basis. For those who cannot afford the standard fee to attend, our executive committee reviews each request for a reduced fee and will in nearly all cases accommodate the person needing to attend at a reduced fee. This reduced fee is determined by contacting the person directly and determining how much s/he can afford to pay. Typically, sole practitioners or attorneys in offices with fewer than 5 employees with revenues of less than \$500,000 per year are entitled to a 20% discount.

CFP Continuing Education Credits:

This program has been approved by the CFP® Board of Standards for 9 credit hours. Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and federally registered CFP in the U.S., which it awards to individuals who successfully complete CFP Board's initial and ongoing certification requirements.



The Business of Managing Wealth summit

To Register:
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DAY TWO: TUESDAY, NOVEMBER 18, 2008

8:00 – 8:45 Continental Breakfast

8:45 – 9:00

Chair's Welcome & Day One Re-Cap

Chairperson:

Scott Roulston, *Chief Executive Officer*
FAIRPORT ASSET MANAGEMENT

9:00 – 10:00

How to Position Your Firm During a Wealth Transfer

- Practical steps advisors can take to assist families
- How to tailor an approach unique to the next generation
- Is there a viable technology tool that can help?
- Trust Issues: How to provide the services your client needs
- Lump sum distributions from defined contribution plans

Panelists:

Greg Gardner, *Founder*
THE GARDNER GROUP

Brenda B. Sallstrom, *Managing Director & Chief Investment Officer*
CHERRY TREE FAMILY OFFICE, LLC

Ivan Thornton, *Managing Partner*
FIDUCIARY MANAGEMENT GROUP

Moderator:

Steve Braverman, *President*
HARRIS MYCFO INC

10:00 – 10:15 Refreshment break

10:15 – 11:10 **Case Studies:**

Providing Strategic Philanthropic Advice for the Passionate Client

Financial advisors are increasingly being called upon to provide "legacy" advice alongside money management services. This session examines the differing approaches of three multi-family offices and discusses the pros and cons of how they choose to incorporate philanthropic advising into their business models.

Panelists:

Martin J. Eby, *Principal and Director of Family Office Services*
WMS PARTNERS

Elizabeth R. Snyder, *Director of Philanthropy*
GENSPRING FAMILY OFFICES

Moderator:

Bill Lyons, *Director of Family Philanthropy*
ARABELLA PHILANTHROPIC INVESTMENT ADVISORS

11:15 – 12:15 **Alternative Investments:**

Finding Entry Points & Integrating Alternatives Into Your Business

- Industry update: Alternative investment trends for independent fee based advisors
- SEC registered alternative investment funds – What's new?
- The available products: What you need to know
- What are the major considerations in allocating to these products?
- Private equity – how can individual investors get access?

Panelists:

Rob Brady, *Alternative Business Development*
SCHRODERS INVESTMENT MANAGEMENT INC

Josh Kernan, *Director, Schwab Alternative Investments*
CHARLES SCHWAB & CO

Charles Krusen, *Chief Investment Officer*
KRUSEN FAMILY OFFICE

Joseph Walker, *Chief Executive Officer*
UNAPEN, INC.

Moderator:

Ricardo Cortez, *President, Private Client Group*
TORREY ASSOCIATES, LLC

12:15 – 1:15 **Luncheon Address:**

Advising the iGeneration: Changing Relationship Dynamics with Young HNWI

The United States is only ten years into a \$41 trillion wealth transfer projected to span half a century. Already, though, the face of the wealthy and ultra wealthy is changing - a new generation of tech-savvy individuals relying on web-based business and social networks are challenging the traditional advisor-client communication model. Is your firm prepared to maintain strong relationships with the next generation of the families you advise? Jason E. Franklin, Board Co-Chair of Resource Generation and spokesperson for the growing community of young people with wealth, shares his knowledge of and stories about younger high net worth individuals and how the dynamics of wealth management and financial advising must evolve to meet the needs of a generation of clients reared on the Web.

Speaker:

Jason Franklin, *Board Co-Chair*
RESOURCE GENERATION

1:15 – 2:10

Maximizing the Value of an Independent Wealth Management Firm

What makes an advisory practice valuable, and how can you increase the value of your firm? Using data gathered through FP Transitions valuation and sale of over 1,000 advisory practices, we'll address the real-life answers to some of the most critical issues facing independent advisors today: How to value an advisory practice, what factors make an advisory firm more valuable, and what you can do to maximize the value of your practice--whether you want to sell it internally or on the open market.

Speaker:

Bob Clark, *Editor at Large*
INVESTMENT ADVISOR MAGAZINE

2:15 – 3:15 **Family Dynamics & The Psychology of Wealth:**

What You Need to Know About Wealthy Families and How to Address Their Changing Needs in Your Firm's Daily Operations

Dr. G. Scott Budge, Ph.D., author of the critically acclaimed book *The New Financial Advisor: Strategies for Successful Family Wealth Management*, illuminates those issues crucial to the wealth manager who would understand the wealthy individuals they wish to service better than the competition. Family dynamics and the psychology of wealth, as well as the dilemmas brought on by technology and demands for transparency all play their part in the high net worth individual's perception of their financial advisor's capabilities. Learn how you can improve your business operations to maintain your ties with all generations of wealthy families.

Speaker:

G. Scott Budge, Ph.D., *Managing Director*
RAYLIGN ADVISORY, LLC

Be one
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and receive a FREE
copy of Scott's new
book!

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in Miami, Florida

3:15 – 3:30

Refreshment Break

3:30 – 4:25 Avoid the Revolving Door:

Recruiting and Retaining Talented Advisors

- The interrelation of insurance and divided ownership of an advisory business
- How to provide quality control so that the new associates provide the same level of service
- What are the valuation modalities used to determine ownership interests?
- Could implementing an internship program be right for you?
- Consulting fee compensation vs. Trailer compensation and why the choice matters to senior employees

Panelists:

Rick Adler, *President & Chief Executive Officer*

CONVERGENT CAPITAL MANAGEMENT

Richard Neumann, *Executive Vice President*

SYNOVUS TRUST COMPANY

Edward Oppedisano, *Managing Principal*

OPPEDISANO & COMPANY, LLC

Mark Rogozinski, *Senior Vice President of Corporate Development*

WEALTH TRUST

Moderator:

Tony Greene, *Senior Vice President, Family Office & Wealth Management*

RELIANCE TRUST COMPANY

5 Minute Break

4:30 – 5:30 Successful Successions:

Real-World Solutions From Those Who've Done It

Hear practical advice from leading wealth managers who have successfully negotiated both management and equity transitions. What is the cultural impact of moving from concentrated ownership to a broader ownership structure? Prepare for a succession's effect on your organization: How to distinguish between your firm's unique circumstances and those broader rules that could be contemplated pre-deal.

Panelists:

Rob Francois, *Co-founder and Chief Operating Officer*

ASPIRIANT

Jamie McLaughlin, *Managing Director*

CONVERGENT WEALTH ADVISORS

Ted Neild, *President and Chief Investment Officer*

GRESHAM PARTNERS

Moderator:

Elizabeth Bloomer Nesvold, *Managing Partner*

SILVER LANE ADVISORS

5:30

Conference adjourns

Important Information

To Register:

Fax: 704-889-1292

Phone: 800-280-8440

Online: www.frallc.com

Mail: Financial Research Associates

18705 NE Cedar Drive

Battle Ground, WA 98604

The Business of Managing Wealth Summit

November 17 & 18, 2008

The Doral Golf Resort & Spa

4400 NW 87th Ave

Miami, FL 33178

305-592-2000

Note: Should you require overnight accommodations, please contact the hotel at least **30 days** prior to the conference date. Advise them that you are attending the Business of Managing Wealth Summit to receive the negotiated conference discount rate. Within 30 days of the conference, prevailing hotel rates may be quoted, as the conference rate is no longer guaranteed. **Book early—the hotel will sell-out!**

Fees and Payments:

The fee for attendance at The Business of Managing Wealth Summit is: \$2095.00

Applicable Discounts:

Early Bird Registration: Register before October 13th and save \$200.00

Independent Retail RIA's*: \$795

Single Family Offices**: \$995

*Subject to FRA approval and submission of CFP/CRD ID number

**To qualify, you must not provide products or services to other investors/families

Please make checks payable to Financial Research Associates, and write code B670 on your check. You may also pay by Visa, MasterCard, Discover, or American Express. Purchase orders are also accepted. Payments must be received **no later than November 10th, 2008.**

Team Discounts:

- Three people will receive 10% off.
- Four people will receive 15% off.
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