Tuesday, March 8, 2016

7:00 am – 7:45 am	Exhibits Open	**Exhibit Setup**
7:30 am– 7:00 pm		**Exhibit Hall / Meeting Rooms Open**
7:30 am– 7:00 pm		**Registration Open**
7:15 am – 8:15 am		**Networking Continental Breakfast**
8:00 am – 8:15 am		**Co-Chair Opening Remarks** **CEO and Founder, Aston Pearl** **CEO, Cooper Family Office (SFO)**

8:15 am – 9:15 am		**How to structure your family office: A strategic planning mechanism for family offices for 2016 and beyond.** • Defining the family's objectives for the family office • The importance of an annual review to determine how the family's objectives are being met • Determining how to structure and staff your family office to meet the agreed-upon objectives of the family Moderator: **CEO & Founder, Vogel Consulting (MFO)** Panelists: **Partner & Chairman of Advanced Planning and Family Office Practice Group, Handler Thayer, LLP** **Executive Vice President, Owens Group Insurance** **Partner, Sadis & Goldberg LLP**	**New and Improved – Strategies that will generate opportunity in 2016** • Traditional assets – is the party over? • Is the asset allocation/diversification trend over too? • Should we return to specialty managers with individual stock/bond selection? • Hedge funds – is that party over? • What types of strategies are best suited to the current market environment? • Real estate? • Real Assets? • Commodities? • Private equity/ venture capital? Moderator: **Director, Bronfman Rothschild (MFO)** Panelists: **CEO/CIO, Naylor & Company Investments, LLC** **Portfolio manager, Mount Lucas Management** **CFA, Managing Director & Product Specialist, Quantitative Management Associates (QMA)** **Portfolio Manager, Onex Credit Partners**

9:15 am – 10:30 am		**Real Estate in Private Equity** • Underwriting the sponsor: Because the "Who" is just as important as the "What" • Where is the smart money heading in 2016? • Cusp of another bubble? Are we getting overheated in multiple asset classes? • Individual projects or diversified fund investments? What is best for your family? • Asset Management: How can PE funds extract better returns with better management? • Crowd Funding for Real Estate: Is it finally mainstream and is it a good fit of your family? Moderator: **General Counsel; Real Estate & Tax Advisor, The Strategic Group of Companies** Panelists: **President, Gamma Real Estate** **Principal, Raire Family Office (SFO)** **TBA, Arel Capital**	**Insurance Dedicated Funds: How Families Invest in Hedge Funds and Other Asset Classes Tax Efficiently…** • What is an Insurance Dedicated Fund (IDF)? Definition, Pros and Cons… Who may invest…? • What am I missing? • State of the Market? • Why are more and more funds creating IDFs now? • How does an IDF work? How does PPLI/PPVA differ from Traditional Life Insurance? Cost of PPLI/PPVA? • What is the advantage to the Investor/Policy Holder to access investments via IDFs? Disadvantages? • Can the tax on PPLI and annuity gains be avoided upon death? (Planning tools for Family Wealth Transfer Objectives – Trusts, Charitable Giving, CLATs etc.) Moderator: **Managing Director, Chalkstream Capital Group (MFO)** Panelists: **Vice President, Goldman Sachs Asset Management** **Principal, Sali Fund Services & Principal, Winged Keel group** **Principal and General Counsel, Forester Capital, L.L.C** **Senior Managing Director, Lombard International** **Managing Director, Golub Capital**
10:30 am – 10:45 am		**Networking Refreshment Break**	

10:45 am – 11:30 am		**Traditional Real Estate Investing** • Real Estate Allocation as part of a well balanced portfolio • Do recent articles and commentaries overstate the frothiness of today's market? • Investing in a rising cap-rate environment • Repositioning of assets as a core investment strategy • Repositioning in prime and urban markets • Repositioning in secondary markets • Does institutional investors' bias towards ultra- core assets represent a buying opportunity in other areas? Moderator: **Managing Director, Real Estate, Belpointe (MFO)** Panelists: **Founding & Managing Partner, CoInvestment Partners** **President, RockStep Capital**	**Thinking Outside the Box - Investing in Non-Correlated Alternative Assets:** • Bigfoot or Truffles: Do non-correlated investments exist and, if so, where do we find such elusive delicacies? • Window Dressing or Wardrobe Essential: What role do non-correlated investments play in well-dressed portfolio allocation and risk model? • "It's a dangerous business, Frodo, going out your door" : What risks exist in the world against which non-correlated investments mitigate or eliminate? • "The best-laid schemes o' mice an' men gang aft agley": A discussion of the panelist's experience with various non-correlated investments and how they worked…or didn't work…in market turbulence. • A little more Alpha and a little less Beta: Non-correlated investment strategies should not be Greek to you. Moderator: **Senior Wealth Advisor & Portfolio Manager, Keel Point (MFO)** Panelists: **Managing Partner, Stissing Lake Advisors**

11:30 am – 12:15 pm		**Private Equity and Venture Capital – opportunities and threats** • Strategic buyers routinely outbid Private Equity buyers in 2015. Will this trend continue in 2016? • As Private Equity distributions continue at a robust pace, are Families more or less willing to increase PE allocations? • Family Offices are now common investors in direct deals. What are they looking for and is it different from institutional Private Equity players? • Which Private Equity category will have the best 2016 vintage? Moderator: **Managing Director, TAG Associates (MFO)** Panelists: **Partner, Hamilton Robinson Capital Partners** **Head of Manager Selection, Geller Family Office Services LLC (MFO)** **Founder & CEO, Magna (SFO)**	**Uncompromised Impact Investing** • Deciding what to measure and how • Co-investor dynamics • 2016 best ideas Moderator: **Chief Investment Officer, Tyden Ventures (SFO)** Panelists: **President, Karma Capital** **Senior Advisor, The Bill and Melinda Gates Foundation** **Co-Founder, GSV Shared- X**
12:15 pm – 12:45 pm		**Keynote Presenter** **Global Market Outlook** **CFA, Chairman and CEO, Clough Capital Partners, LP**	
12:45 pm – 2:00 pm		**Networking Luncheon**	

2:00 pm – 2:30 pm		**Keynote Presenter** **CEO & Co-Founder, Avenue Capital Group**	
2:30 pm – 3:15 pm		**Direct Investing / Co-Investing:** • How does the scope and size of the direct PE investments you make fit into your family office? Is it a satellite or core strategy? • Did you develop a direct-PE skill set in the office organically or did you create a purpose-built team? • What is the most challenging part of your direct-PE mandate? • How is your group governed and why did you set it up that way? • Deal sourcing: how do you find opportunities? Is it important to be "professionalized", or are you seen in the market as a family office? • Best/worst practices: please share a take-away or two regarding things you'd recommend to do, and not to do. Moderator: **CEO, Stetson Family Office (SFO)** Panelists: **Managing Director, T5 Equity Partners, LLC (SFO)** **Vice President, Mantucket Capital (SFO)** **Chairman and CEO, US Capital Partners Inc.**	**Looking at the Fixed Income and Credit Markets** • How can we protect ourselves now against the (inevitable) rise in US short-term interest rates? • Are there opportunities in the performing credit markets, given the rush of money in the sector? • Will a distressed cycle resurface and will it provide similar returns as historical experience, or is the space just too crowded? • What are the new credit investing paradigms in a post-2008 world, including in non-bank lending markets? Moderator: **Managing Partner and CIO, Delegate Advisors (MFO)** Panelists: **CEO, Cooper Family Office (SFO)** **Chief Investment Officer, Keel Point (MFO)**

3:15 pm – 4:00 pm		**Real Asset Investment Opportunities** • Energy: clean energy versus oil & gas • Timber • Precious metals • Precious gems • Agriculture • Collectibles Moderator: **Senior Investment Analyst / Vice-President, Cheltenham Investments (SFO)** Panelists: **President & CEO, Bradford Energy Capital, LLC** **CFA / Head of Technology, Communication, & Media, MFG Asset management**	**Cyber Security** • What is the "State of Information Security" in 2016? • What the most important threats facing our national information and cyber infrastructure? • Why are so many systems vulnerable to data breaches? • How can we establish "trust" or identify "trusted" networks in cyberspace? • What are some practical countermeasures that investors and family offices can utilize to protect ourselves? Moderator: **Chairman, INDORUS Holdings LLP (SFO)** Panelists: **Co-Founder and Advisory Chief Security Officer,** **The Knox Crops, Inc.** **Chief Executive Officer,** **Investigative Management Group** **CEO, Bawden Family Office (SFO)**
4:00 pm – 4:15 pm		**Networking Refreshment Break** Sponsored by:	

4:15 pm – 5:00 pm		**Opportunities in Private Credit** • Why look beyond "traditional" Fixed Income investments? • What is Private Credit? • What are the key investable areas of Private Credit (Commercial Finance, Consumer Finance, Real Assets)? • What unique strategies are available in Private Credit? • How should an investor choose a Private Credit manager? Moderator: **Chief Investment Officer, The Laughren Group (SFO)** Panelists: **Director, PCG Select** **CEO, NewOak Asset Management**	**Addressing Risk in Your Asset Allocation Strategy** • Defining Risk • Traditional vs. Alternative Models • Best Practices that Integrate Risk into the Investment Process • How to Address "Unknown Unknowns" • Specific Recommendations for Family Office CIO's Moderator: **Co-Founder and Executive Managing Director, Pathstone Federal Street (MFO)** Panelists: **CEO & Founder, Pepper International LLC (MFO)** **Senior Vice President of Product and Market Strategy, Backstop Solutions Group**

5:00 pm – 5:45 pm		**Emerging and Frontier Markets**
		
		Moderator:
		Managing Director, Beamonte Investments (SFO)
		
		Panelists:
		Managing Director, Lloyd Capital Partners (SFO)
		Portfolio Strategist, Causeway Capital Management LLC
			"It's 2016! Can Trusts still benefit my Family?!?
			• Why create a Trust?
			  o Asset protection
			  o Special needs
			  o Dynastic thinking
			  o Taxes
			• Where should I set up my Family's Trust?
			  o Favorable jurisdictions
			  o Unfavorable jurisdictions
			  o Factors to consider
			• Who should be trustee of our Trust?
			  o Individuals
			  o Corporate Trustee
			    ▪ Large institution
			    ▪ Independents
			  o Private Trust Company
			
			Moderator:
			Director, Greycourt & Co. (MFO)
			
			Panelists:
			CEO and Founder, Wealth Legacy Advisors LLC
			Partner, Willow Street Group (MFO)
			Managing Director, Tiedemann Wealth Management, LLC (MFO)

5:45 pm – 6:30 pm		**Investing in Technology** • Positive Deal Selection - What advantages and disadvantages do SFOs and MFOs have for getting into and vetting the best deals? • What are the best practices? • How to build Relationship Capital and an ecosystem like the best tech investors. • Deal Attributes - How to balance and diversify a portfolio yet leverage strengths in region, industry, tech sector, and investment stage • Disruption - of the IPO market, of valuations, of growth equity, of every industry. How disruption can play to long-term trends and strengths. Moderator: **Partner, Alpha Venture Partners / Pritzker Group Venture Capital (SFO)** Panelists: **Founder and CEO, XLP Capital / Stack Family Office (SFO)** **Founder, Keiretsu Capital** **Co-Founder and Managing Partner, Lux Capital**	**Building Bridges: Family Governance Best Practices** Creating opportunities for continuity and longevity in family offices is a primary goal of family governance. What are some of the trends, best practices and new thinking to achieve solid decision making across generations? Who should lead the charge? How do you engage family owners to be good stewards of the family wealth and/or enterprise? How do different ages and stages of a family office inform their family governance needs? This panel of industry leaders will share insights on how family governance may help build bridges across generations to achieve long-term sustainability and continuity. Family office cases and real life family experiences will be shared as well as best practices from leading family office leaders and experts. Moderator: **Founder, Tamarind Partners Inc.** Panelists: **Founder & Managing Partner, RayLign Advisory, LLC** **Managing Director of Governance and Education, GenSpring Family Offices (MFO)** **Global Family Advisor, Barbara R Hauser LLC** **Founder, Impactful Family Conversations**

6:30 pm – 7:30 pm		**Networking Cocktail Reception** Join us and unwind with fellow industry professionals for refreshments during our last networking break of the day. Sponsored By: **ALPS Portfolio Solutions, A DST Company**