BLUEVAULT ALTS SUMMIT 2025

Explore the Alts Summit 2025 agenda!

For 2025, we've put together a powerful lineup of sessions to equip you to grow your business. You'll also meet like-minded wealth advisors who are happy to share their knowledge and insights to help you succeed.

**Agenda subject to change*

Monday, March 10

9 a.m. **Registration & Information Desk Open**: Hours 9 a.m. – 6 p.m.

10 a.m. *Simplifying Private Markets* (preconference meeting): 1 hour

Speaker: Danielle Singer, Head of Platforms Due Diligence, Invesco

Description: Distilling market data into actionable portfolio insights is much easier said than done. In this session, we will dive into Invesco's latest Tactical Asset Allocation macro regime framework and highlight how a multi-factor approach that combines analysis of the macroeconomic cycle with investment factors that are designed to capitalize on the prevailing economic regime could lower your clients tax bill.

11:30 a.m. **Board Luncheon** (private event): 90 min.

12:30 p.m. **Community Groups Meetings** (for advisors only; lunch included): 90 min.

Learn more about Community Groups at https://bluevaultpartners.com/community-groups/.

1:00 p.m. **Alts Educational Board Meeting** (private event): 50 min.

1:00 p.m. **Exhibit Hall Kickoff**: 1 hour

1:00 p.m. **Breakout Session**. *Strategic Industrial Real Estate Investment for Fee-Based and Brokerage Advisors*: 25 min.

Speaker: Mr. Paul Barausky, Chief Distribution Officer, Sealy & Co

Description: At Sealy Investment Securities, we understand that advisors need flexible options for both fee-based and brokerage clients. That's why Sealy & Company crafts real estate investment strategies that marry structure and strategy within the industrial sector to meet diverse needs. With a legacy of strong risk-adjusted performance, Sealy offers solutions that elevate advisor portfolios. Join us to learn how Sealy's thoughtful approach can drive your client's success and why the firm's strategy is poised for continued growth in today's market. Sealy Investment Securities, LLC, member FINRA and SIPC, is the managing broker-dealer of Sealy & Company sponsored investments.

Please note this session is restricted to retail Broker Dealer home office attendees only.

1:30 p.m. **Breakout Session**. *Investing in Digital Infrastructure: The Backbone of AI, Data & Connectivity*: 25 min.

Speaker: Mr. Brandon Hunt, EVP, Chief Operating Officer, StratCap Investment Management, LLC

Description: Explore the critical role of digital infrastructure in driving innovation across AI, data, and connectivity, and how those macrotrends support the investment thesis for Digital Infrastructure REIT.

Please note this session is restricted to retail Broker Dealer home office attendees only.

2:00 p.m. **Welcome to Alts Summit 2025!** Remarks by Blue Vault CEO Stacy Chitty: 10 min.

2:00 p.m. **Breakout Session**. *Where You Invest Matters: The Case for Texas Real Estate*: 25 min.

Speakers: Mr. C. Jay Steigerwald, CEO, Ashford Securities; Josh Walker, Director of Acquisitions & Investments, Ashford Inc.

Description: The 8th largest economy in the world is experiencing extraordinary growth driven by mass migration trends—and it's not just Fortune 500 companies making the move to Texas. The "Texas Triangle," encompassing Austin, Houston, San Antonio, and Dallas, is one of the largest population hubs in the country, with all four cities ranked among the top ten fastest-growing major metro areas. The affordability, quality of life, and favorable tax environment are expected to encourage an additional 5.2 million people to call Texas home by 2030.

The Texas Strategic Growth Fund is strategically positioned to capitalize on this transformational growth. With a focus on value-add and opportunistic investments in commercial real estate, the fund targets high-growth markets within the Texas Triangle. Supported by Ashford's 55-year history and proven expertise in Texas commercial real estate, its leadership has developed extensive connections across the community, real estate industry, and political landscape. Where you invest matters.

Please note this session is restricted to retail Broker Dealer home office attendees only.

2:10 p.m. **Keynote**. *Become a Financial Superhero: How to Build Your Business for Next-Level Success*. 50 min.

Speaker: Mrs. Erin Botsford, Founder, CEO, The Advisor Authority™

Description: The financial services business is unique because no one but the advisor determines his or her success. As the master of their own destiny, advisors can choose how high or how far they will go. Will it be settling for less than they deserve, or soaring to new heights to become the "Financial Superhero," for their clients, families and the causes they care about? Erin Botsford, CFP is a 31-year industry veteran and a Barron's Top 100 Advisor, who has trained more than 1600 advisors to build next-level practices. In this presentation, Erin will share what it takes to become a

Superhero and will invite you to don your cape and soar to new heights with three simple but profound principles.

2:30 p.m. **Breakout Session**. *CIM Capabilities*: 25 min.

Speakers: Byron Bent, 1st Vice President, CIM Group; Mark Stern, Associate Vice President, CIM Group

Description: Credit platform overview and expertise.

*Please note this session is restricted to retail Broker Dealer home office attendees only.

3:10 p.m. **Breakout Session**. *2025 Market Outlook and Opportunities in the Real Estate and Private Credit Sectors Poised to Outperform*: 25 min.

Speaker: Mr. Josh Hoffman, President of Bluerock Value Exchange and Head of Product Management and Strategy, Bluerock

Description: This session will explore the macro-economic themes expected to impact alternative investments in 2025 and beyond and overview Bluerock's suite of public and private investment programs (interval funds, REITs, secondaries, 1031 exchange / 721 exchange) tailored for individual investors seeking predictable income, capital growth, and multiple tax benefits.

3:10 p.m. **Breakout Session**. *How to Navigate 2025 Tax Policy*: 25 min.

Speaker: Scott Hodge

Description: American taxpayers face a $4 trillion automatic tax increase at the end of this year unless Congress and the White House renew the key provisions of the 2017 Tax Cuts and Jobs Act. But can lawmakers meet this challenge while delivering on President Trump's other tax promises without increasing the national debt? Scott Hodge will outline the tradeoffs facing lawmakers and present the latest economic estimates of how these decisions will impact investors, taxpayers, and the economy.

3:10 p.m. **Breakout Session**. *SEI Access™: Bringing a Public Market Experience to Private Markets*: 25 min.

Speaker: Mat Dellorso, Managing Director, SEI

Description: In this presentation, Mat will introduce exciting new platform features and share our vision for the future of private markets.

3:35 p.m. **Afternoon Break/Exhibits Open**: 40 min.

4:15 p.m. **Breakout Session**. *AI, AI, AI: The Confluence of Alternative Investments, Accredited Investors, and Artificial Intelligence*: 55 min.

Speaker: Emily Barringer, Head of Access Platform Product & Strategy, SEI

Description: AI is revolutionizing alternative investments by enhancing portfolio management, risk assessment, trading execution, and client engagement through advanced data analysis and automation. This allows for more strategic decision-making and operational efficiency, positioning firms to outperform in a competitive market.

In this presentation, we'll explore how AI can leverage vast data sets to identify investment opportunities, optimize trading strategies, and improve risk management. We'll also examine its impact on operational efficiency, compliance, and personalized client experiences, demonstrating how AI is driving growth and innovation in alternative investments.

4:15 p.m. **Breakout Session**. *Empowering Women Investors with Alternative Investments*: 55 min.

Speakers: Ms. Cherie Fournier, CEO/Founder, Marketing Intent, (moderator); Nadia Shokohi, Wealth Manager, Shokohi Wealth Management Group; Kelsey Syvrud, Director of Investment Strategy, Fire Capital Management; Cynthia Yang, Wealth Advisor, Return on Life Wealth Partners

Description: By 2030, American women are projected to manage at least $30 trillion in financial assets—more than the U.S. national GDP. This monumental wealth transfer presents a critical opportunity for financial advisors across the board to engage a growing demographic of investors. The alternative investments industry, in particular, must adapt to build trust with women investors and provide resources that resonate with them.

In this panel discussion, experienced advisors will share their insights on how they approach offering alternative investments, not just to women but across diverse client bases, including institutional investors. Discussions will explore why some advisors have or haven't incorporated alternatives into client portfolios, how they present these opportunities, why education is critical when offering alternative investments, and what factors appeal to different investor groups, including women. Learn how advisors and alternative investment sponsors can partner to present alternative investments with tailored information and materials that help build trust and deepen relationships, empowering all investors to diversify their portfolios effectively.

4:15 p.m. **Breakout Session**. *Leitbox Storage Partners: A Different Approach to Real Estate Investing*: 25 min.

Speaker: Max Luria, Associate VP of Capital Markets, Leitbox Storage Partners

Description: We do storage differently. Leitbox brings an innovative approach to self-storage investment, often emphasizing the integration of mixed-use elements and leveraging our proprietary technology for site selection. We employ a multifaceted "Market Up" Strategy, which includes programmatic development, mixed use developments, and acquisitions.

4:45 p.m. **Breakout Session**. *Targeting Enhanced Returns and Lower Volatility*: 25 min.

Speaker: David McCurdy, Senior Vice President - Central Region, ExchangeRight

Description: ExchangeRight's Senior Vice President David McCurdy will provide an overview of ExchangeRight's portfolio and offerings from its net lease platform, including its all-cash and levered 1031 DSTs and the Essential Income REIT's Class A and Class ER shares. In the presentation, David will explain key aspects of the investment strategy behind ExchangeRight's net lease platform, including the investor needs that the platform serves, its strict acquisition criteria, and how the company seeks to enhance value and reduce risk for investors through its aggregation strategy.

5:10 p.m. **Evening Break/Exhibits Open**: 50 min.

6:00 p.m. **Reception**: 1 hour

7:00 p.m. **Dine-arounds**: 5 hours

Tuesday, March 11

6:45 a.m. **Registration & Information Desk Open**: Hours 6:45 a.m. – 6:15 p.m.

7:00 a.m. **Advisor Breakfast with Michael Kitces** (private event): 1 hour

7:00 a.m. **Breakfast/Exhibits Open**: 1 hour

8:10 a.m. *Alts & Growth Strategies Discussion*: 50 min.

Speakers: Blake Hammerton, Executive Director, The Advisor Authority™ (moderator); Mr. Lawrence Barocas, Senior Partner/Managing Director, Snowden Lane Partners; Mrs. Erin Botsford, Founder, CEO, The Advisor Authority™; Mr. Brian Evans, Owner, Madrona Financial & CPAs; Keri Pugh, Founder & Financial Advisor, Fusion Financial Group

Description: With more B/Ds adding to their alts catalogue, advisors have at their fingertips more options and tools than ever before. That said, the market is ever-changing and it can be challenging to know which option is best for each client and circumstance. In this high level panel discussion, our Alts Summit Task Force of experts will share their insights and strategies for creating better opportunities to grow your business and your client portfolios. Discover what you can do in your business right now to level up your portfolio design and offer more value to your ideal clients.

8:10 a.m. *Broker Dealer Discussion (Part 1)*: 50 min.

Speakers: Mr. Tyler Green, Sr. Manager, Due Diligence, Cetera Financial Group (moderator); Catherine Bowman, Founder/Partner, The Bowman Law Firm; Carlos Muñoz-Lucas, Alternative Investments Distribution & Prod. Mgmnt., Raymond James

Description: A host of broker dealer topics will be addressed and confronted.

9:00 a.m. **Morning Break**: 20 min.

9:20 a.m. **Breakout Session**. *A Guide to Alternatives*: 20 min.

Speaker: Dale Erdei, Managing Director, Private Wealth Alternatives, JP Morgan Asset Management

Description: Learn how to leverage JP Morgan's newest tool from their "Market Insight" program to have better conversations with end investors around using alternative investments within their portfolios.

9:20 a.m. **Breakout Session**. *Explore Helix - An Artificial Intelligence Tool that Simplifies the Complex World of Alternative Investments*: 20 min.

Speaker: Steve Snyder, COO, Helix

Description: Discover how Helix, a generative AI co-pilot, can streamline Alternative Investment fund diligence, simplify fund discovery and comparisons, and drive actionable insights for due diligence professionals and financial advisors.

9:20 a.m. **CE Credit Session**. *Fundamentals of Tax-Advantaged Real Estate Strategies: 721 & 1031 Exchanges*: 55 min.

Speaker: Warren Thomas, Managing Partner and Co-Founder, ExchangeRight

Description: This CE Credit session with Warren Thomas, Managing Partner and Co-Founder of ExchangeRight, will provide attendees with an understanding of the fundamentals of tax-advantaged real estate investment strategies, focusing on the rules, processes, and potential benefits of 1031 exchanges and 721 exchanges into real estate offerings structured as Delaware Statutory Trusts ("DSTs") and Real Estate Investment Trusts ("REITs").

Through this session, participants will: - Learn the potential tax benefits and risks associated with these tax-deferred exchanges - Understand the types of investors for whom tax-advantaged real estate strategies are most suitable - Evaluate what to look for in diversified real estate offerings that are compatible with 1031 and 721 exchanges by considering real-world examples By the end of the session, attendees will be better equipped to advise clients on tax-deferred real estate transactions and apply these concepts in financial planning. For attendees who sign in to the session and complete a Certificate of Continuing Education, the course may qualify for 1 hour of CE Credits.

9:20 a.m. **Breakout Session**. *How to Truly Differentiate Your Business with Real Estate and Alternatives*: 55 min.

Speaker: Mr. Brian Evans, Owner, Madrona Financial & CPAs

Description: Brian Evans will talk about the six areas someone can invest in: cash, stocks, bonds, insurance company products, real estate and alternatives. If you aren't using the last two, you aren't competitive with wealth advisors that are using them and you will have trouble attracting high net worth clients. He will review JP Morgan's study showing how adding 30% alts to any risk tolerance portfolio increases returns while decreasing risk. Brian will discuss how he uses educational videos, webinars, radio/podcasts etc. to get the word out. And finally, he will offer his practice as a resource to partner up on DSTs if advisors aren't comfortable with their knowledge base.

9:45 a.m. **Breakout Session**. *Generating High- and Stable-Income Using Interest Rate Neutral Credit Investment Strategies*: 20 min.

Speaker: Joseph Roth, Principal, Eagle Point Credit Management

Description: Learn more about income-oriented credit investments in niche and inefficient markets, including CLO Securities, Portfolio Debt Securities[1] and Regulatory Capital Relief transactions. In this session we will share how these investment strategies can generate attractive income that withstands all market cycles.

[1] *Eagle Point Credit defines "Portfolio Debt Securities" primarily as debt and preferred equity securities or instruments (including debt and preferred securities which are convertible into common equity) issued by funds and investment*

vehicles, such as BDCs, registered closed-end investment companies, unregistered private funds, REITs and sponsors of such vehicles, to finance a portion of their underlying investment portfolios.

9:45 a.m. **Breakout Session**. *Riding the Real Estate Recovery*: 20 min.

Speaker: Christine Nardeccia, Director, Nuveen

Description: The last two years have been challenging for real estate, but global returns are turning positive. Hear from Christine Nardeccia, Co-Portfolio Manager with Nuveen Real Estate, about our analysts' expectations for a real estate turn around in 2025, including what sectors to watch, and why.

10:10 a.m. **Breakout Session**. *CIM Capabilities*: 15 min.

Speakers: Byron Bent, 1st Vice President, CIM Group; Mark Stern, Associate Vice President, CIM Group

Description: Real Estate, Infrastructure and Credit Expertise

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10:20 a.m. **Breakout Session**. *The Science of Client Motivation*: 25 min.

Speaker: Tim Maurer, Chief Advisory Officer, SignatureFD

Description: The financial services industry is stuck in an era of carrot-and-stick motivation, even though science passed such a system by decades ago. We're stuck telling people what to do and how to do it without ever ensuring they understand why.

The research and writing of Daniel Kahneman, Richard Thaler, Cass Sunstein, Michael Lewis, Jonathan Haidt, Daniel Pink, Malcolm Gladwell, Simon Sinek, Chip and Dan Heath, Charles Duhigg, and James Clear collectively raise a big neon sign that reads: "The way we think people make decisions—and therefore the way we motivate people—is wrong."

But there is good news: While not easy, the keys to effectively motivating our clients are surprisingly simple. Through stories grounded in evidence, Tim Maurer, author of the book Simple Money, explains how to aggregate and apply the best of behavioral science and economics for the benefit of our clients and our practices.

10:20 a.m. **Breakout Session**. *Unlocking Opportunities in Private Markets*: 25 min.

Speakers: Brian Pawlowicz, SVP, Capital Solutions Group, First Trust; Grant Markgraf, VP - National Accounts, First Trust Portfolios

Description: The First Trust Alternative Opportunities Fund (VFLEX) seeks to provide absolute returns across market cycles, uncorrelated to stocks and bonds. It is an evergreen multi-strategy offering with exposure to a diversified portfolio of private asset classes: Private Equity, Real Estate, Alternative Credit, Hedged Strategies, and Co-Investments.

10:30 a.m. **Breakout Session**. *Energize your Investments and Maximize your Tax Deductions*: 15 min.

Speaker: Michael Mauceli, CEO, REI Energy

Description: The presentation will educate the participants on oil and gas tax deductions, cash flow, and exit strategies associated with REI Drilling and income Funds by showing examples and track records. In addition, the Mineral Fund presentation will explore owning oil and gas minerals. No drilling liability and no operating expenses generate passive long-term income. This is an excellent investment for IRAs and 1031 tax-free exchanges.

10:30 a.m. **Breakout Session**. *Made in America*: 15 min.

Speaker: Brandon Flickinger, Senior Managing Director and Co-Chief Investment Officer, Bridge Investment Group

Description: Capitalizing on trends driving growth in Industrial and manufacturing in America.

11:00 a.m. **Keynote**. *Five Industry Trends Reshaping Financial Advice*: 1 hour

Speaker: Michael Kitces, Chief Financial Planning Nerd, Kitces.com

Description: The recent rise of the "robo-advisor" has called into question the relevance of financial advisors and the viability of current advisory business models. Yet the reality is that technology "disrupting" financial advisor business models isn't new and has actually happened repeatedly over the past several decades… forcing advisors to adapt and move up the value chain, or be left behind. In this session, we look at how technology is once again driving major changes in the business model of financial advisors, driving a great convergence across historically separate industry channels, triggering a crisis of differentiation, a search for new business models, and rising pressure on improving the client experience. And in the coming years, these trends will only be accelerated, as the consumers of financial planning - and financial planners themselves - shift from Baby Boomers, to the Gen X and Millennial generations that, as "digital natives," will expect and demand advisors to both leverage technology, and add value on top!

12:15 p.m. **Advisor Lunch with Michael Kitces** (private event): 1 hour

12:15 p.m. **Facts vs Feelings podcast LIVE**: 1 hour

Speakers: Ryan Detrick, Chief Market Strategist, Carson Group; Sonu Varghese, VP, Global Macro Strategist, Carson Group

Description: Join Ryan Detrick and Sonu Varghese for a live version of their popular financial podcast. They’ll touch on all the big events happening that matter to you, while explaining how to put it into a portfolio for your clients.

12:15 p.m. **Lunch/Exhibits Open**: 1 hour

12:15 p.m. **Sponsor-Hosted Huddles: An Exclusive Networking Opportunity**.

Description: Join us for an exciting and interactive lunch experience at Sponsor-Hosted Huddles, where wealth advisors and retail broker dealers have the unique opportunity to **connect directly with sponsors in a relaxed, engaging setting**. This is your chance to enjoy a delicious meal while gaining valuable insights, asking burning questions, and deepening relationships in a small group environment. Whether you're looking for fresh perspectives on investment strategies, sharing industry trends, or simply strengthening your professional network, these intimate gatherings offer a perfect platform for collaboration and growth. Don't miss out on this exceptional opportunity to engage with leading experts in the field, share knowledge, and build meaningful connections.

Connect with:

- Ashford Securities
- CIM Group
- Eagle Point Credit Management
- ExchangeRight
- First Trust
- Leitbox Storage Partners
- SEI
- XA Investments

Location: Ballroom Level, Ryder Cup Ballroom South Foyer

**These opportunities are limited to wealth advisors, retail broker-dealer home office, and students*.

1:25 p.m. **Keynote**. **Fireside Chat with Michael Kitces**: 55 min.

Speaker: Michael Kitces, Chief Financial Planning Nerd, Kitces.com

2:35: p.m. *Alts Adoption Implications for Advisors: Opportunities and Risks to Your Financial Advisory Practice*: 55 min.

Speakers: Kim Flynn, President, XA Investments; Emily Barringer, Head of Access Platform Product & Strategy, SEI; Bill Duffy, VP, Alternative Investments; Fidelity Investments; Mike Kell, Managing Director; iCapital

Description: Key takeaways from the panel discussion will be:

- Implications of Alternatives for Advisors: Retaining and Attracting Your HNW Clients
- Alts Adoption Increasing – But Barriers Remain
- Education and Technology Making it Easier for Advisers to Use Alternatives
- Product Innovation and New Technology Opening Up Access to a Broader Spectrum of Alternatives
- Portfolio Construction Challenges and Solutions for Active Alts Investors (Models/Rebalancing)
- Better Ways to Handle Common Client Objections Regarding Alternatives

2:35 p.m. **Breakout Session** with **Monroe Capital**: 20 min.

Speaker: Mick Solimene, Managing Director & Portfolio Manager – Wealth Management Solutions, Monroe Capital

2:35 p.m. **Breakout Session**. *Supercharge Your Closing: What Prospects Need from You to Say Yes*: 25 min.

Speaker: Blake Hammerton, Executive Director, The Advisor Authority™

Description: No matter how great your firm performance and marketing collateral is, if prospects aren't saying yes to you in your very first meeting, you're leaving money on the table and your goals to chance. Blake Hammerton is the Executive Director of The Advisor Authority, a training company that shows advisors exactly what to say and do to reach next-level success, and in this powerful breakout, he'll share the strategies, steps, and tools you can implement in your business right away to move upmarket and supercharge your closing in record time.

2:35 p.m. *Why This Bull Market Is Still Young*: 25 min.

Speaker: **Keynote**: Ryan Detrick, Chief Market Strategist, Carson Group

Description: The current bull market has just entered its third year, but history tells us it very well could have years left. Join Ryan Detrick from the main stage, as he discusses why this bull market is still quite young. Carson Group was one of the few places two years ago that didn't see a recession or bear market and they've remained in optimistic camp ever since. Join Ryan in what will be a fast paced and fun discussion on this bull market, the economy, Fed policy, and more.

3:05 p.m. **Breakout Session**. *Future-Proof Your Practice: A Guide for Today's Advisor*: 25 min.

Speaker: Frederick Hubler, CEO & Chief Wealth Strategist, Creative Capital Wealth Management Group

Description: This session is not just about keeping up but about leading the charge in wealth management. Whether you're looking to attract high net-worth clients, leverage technology like AI, or simply ensure your advice remains relevant and trusted, this talk will provide you with the blueprint to future-proof your practice.

Bonus: Attendees will receive a special voucher code "BV2025" for $500 off on select courses at the Retainer-based Academy.

Don't miss this opportunity to transform your practice and thrive in the future of wealth management. Join us for a session that promises to be both enlightening and transformative!

3:05 p.m. **Breakout Session**. *Opportunities in Private Credit Backed by Real Estate*. 20 min.

Speaker: De'Juan Collins, Senior Director, Client Portfolio Manager, Private Markets Specialist, Invesco

Description: Private credit backed by real estate presents investors with a range of opportunities for steady returns and portfolio diversification. Unlike public markets, private debt offers less volatility and the potential for higher yields, often backed by tangible assets such as real estate. Additionally, private real estate debt can offer attractive risk-adjusted returns, especially in periods of economic uncertainty or rising interest rates. With careful due diligence and proper risk management, investors can capitalize on the stability and income potential that private real estate debt investments provide in today's market environment.

3:05 p.m. **Breakout Session**. *Private Credit's Next Frontier: Exploring Niche Opportunities in Asset Based Lending*: 20 min.

Speaker: J.B. Hayes, Principal & Co-Founder, Variant Investments

Description: Asset-based Lending (ABL) has emerged as a compelling alternative to traditional Direct Lending as banks navigate evolving capital requirements. With falling interest rates and increasing competition for deal flow eroding alpha in direct lending, ABL markets present attractive yield opportunities that may be less correlated to traditional asset classes and the economic cycle.

In this session, Variant Investments will introduce ABL and how it differs from Direct Lending. The session will also highlight current opportunities within the vast ABL marketplace and explore how ABL strategies can be deployed within private credit portfolio construction.

3:30 p.m. **Afternoon Break/Exhibits Open**: 55 min.

Location: Ballroom Level, Ryder Cup Ballroom

3:35 p.m. *Marketing Yourself Professionally*: 25 min.

Speaker: Ms. Cherie Fournier, CEO/Founder, Marketing Intent

Description: This exclusive session is tailored for university students pursuing studies in finance and wealth management, offering a unique opportunity to hear directly from industry leaders. Attendees will gain invaluable insights and practical advice to navigate the path from the classroom to the business world. Cherie Fournier will share her expertise, providing guidance on career opportunities, industry expectations, and key skills to develop for success in wealth management.

4:25 p.m. **Breakout Session**. *Direct Deals, Higher Yields, Better Terms: Unlocking Opportunity in Middle Market Lending*: 15 min.

Speaker: Sean Morris, Executive Director, PGIM Private Alternatives

Description: Learn about:

- Deal sourcing: why non-PE sourced deals benefit investors
- Directly negotiated terms: in-house origination drives higher yields with less risk
- Alignment of interests: co-invest alongside Prudential Insurance company

4:25 p.m. **Breakout Session**. *Diving into Private Credit Interval Funds and BDCs*: 55 min.

Speakers: Kim Flynn, President, XA Investments (moderator); Thomas Bolger, Director - Senior Alternatives Specialist, T Rowe Price; Kevin Prunty, Senior Managing Director, LongWater Capital Solutions; Mick Solimene, Chief Financial Officer and Chief Investment Officer, Monroe Capital

Description: Learn about:

- Private credit captured the hearts of investors, the minds of advisors and the most net flows in 2024.
- Private credit is the largest category of the interval / tender offer fund marketplace with over 80 funds.
- With the SEC registration pipeline full of private credit filings, numerous new credit funds are expected to enter the interval fund marketplace in 2025.
- Why direct lending has made BDCs so popular. We will also cover the growing parts of the market such as asset based lending and structured credit.

4:25 p.m. **Breakout Session**. *New to Alts? What You Need to Know*. A panel discussion: 55 min.

Speakers: Joe Guidish, Portfolio Manager, Merit Financial Advisors (moderator); Tony Pitzer, CFP, Wealth Manager and Partner, Merit Financial Advisors; Zach Beckerley, CFP, Wealth Manager, Merit Financial Advisors.

4:25 p.m. **Breakout Session**. *Understanding Structured Notes*. A panel discussion: 55 min.

Speakers: Mr. Lawrence Barocas, Senior Partner/Managing Director, Snowden Lane Partners (moderator); Lindsay DiStaso, Associate, Goldman Sachs; Craig Gates, Vice President, JPMorganChase; Andrew Heaton, Vice President, CAIS

4:45 p.m. **Breakout Session**. Ashford: A Dedicated Alternative Investment Platform: 15 min.

Speakers: Mr. C. Jay Steigerwald, CEO of Ashford Securities, Ashford Inc.; Todd Brewer, Senior Vice President, National Sales Manager, Ashford Securities

Description: Ashford Inc., established in 1968 and headquartered in Dallas, TX, is a leading alternative investment management firm with over $6 billion in assets under management and 8,000+ employees globally. With exposure to multiple sectors of the real estate market, Ashford owns or manages 140+ commercial real estate assets and operates a portfolio of businesses providing services to the real estate industry. Leveraging over 250 years of combined expertise, Ashford's integrated platform focuses on optimizing asset performance and delivering strong investment returns.

4:45 p.m. **Breakout Session**. *Participate in the Growth of e-Commerce, Onshoring, and the CHIPS Act with Private Industrial Real Estate*: 15 min.

Speaker: Mr. Paul Barausky, Chief Distribution Officer, Sealy & Co

Description: The rapid expansion of e-commerce has revolutionized consumer behavior, driving demand for distribution centers, fulfillment centers, and last-mile delivery facilities. Simultaneously, a growing emphasis on onshoring manufacturing and supply chain operations is fueled by numerous geopolitical considerations. Join us to uncover actionable insights to grow your business, attract high-net-worth clients, and capitalize on the convergence of these trends through private industrial real estate.

5:05 p.m. **Breakout Session**. *Residential Real Estate 6 Ways: Power of a Fully Integrated Platform*: 15 min.

Speaker: Jessica Correnti, SVP National Accounts, Capital Square

Description: One of the advantages of partnering with a fully integrated private real estate investment platform is the multitude of access points your clients can consider for investing into build-for-rent housing and multifamily real estate: 1 & 2) BFR & MF Delaware Statutory Trusts (DSTs), 3) Qualified Opportunity Zones, 4) Real Estate Investment Trusts (REITs), 5) 9% Preferred stock, and 6) development LLCs.

Join us to review the strength of Capital Square's platform and the capabilities it provides you with as an advisor to help reach the goals of income, growth, or tax-minimizing clients.

5:25 p.m. **Exhibit Hall and Gift Giveaway**: 50 min.

Location: Ballroom Level, Ryder Cup Ballroom

6:15 p.m. **Reception & Dinner**: 2 hours

Location: Outdoor Event Venues, Panther Creek Pavilion

Wednesday, March 12

6:45 a.m. **Registration & Information Desk Open**: 7 hours and 15 min.

Location: Ballroom Level, Ryder Cup Ballroom West Foyer

7 a.m. **Prayer Breakfast**: 1 hour

Location: Ballroom Level, Wanamaker G

Speakers: Shaun Morgan, Director, EverSource; Mr. Nathan Oltmans, Partner, Cornerstone Wealth Management

7:45 a.m. **Exhibits Open**: 2 hours and 15 min.

Location: Ballroom Level, Ryder Cup Ballroom

8:00 a.m. **Breakout Session**. *Engineering the Right Mix of Alts for the High-Net-Worth Client*. A panel discussion: 55 min.

Speakers: Mr. Jimmy Lee, CEO, The Wealth Consulting Group (moderator); Mr. Paul Barausky, Chief Distribution Officer, Sealy & Co; Mr. Muhammad Gazi, Principal - Client Portfolio Manager, Apollo Global Management

8:00 a.m. **Breakout Session**. *Answering Advisor Fee Questions: Alternatives Across Fee versus Commission Based Accounts*. A panel discussion: 55 min.

Speakers: Mr. Daniil Shapiro, Director, Cerulli Associates (moderator); Mr. Lawrence Barocas, Senior Partner/Managing Director, Snowden Lane Partners; Mr. Andrew Deck, VP, Head of Alternative Investments, LPL Financial

8:00 a.m. **Breakout Session**. *How is Artificial Intelligence Impacting Financial Services?* 55 min.

Speakers: Steve Snyder, COO, Helix (moderator); Samantha Davison; Chief Marketing Officer, TIFIN AMP; Jeff Mehi, Head of Wealth Partnerships, TIFIN AMP

Description: Join a discussion on how the financial services community is using artificial intelligence to improve operational efficiencies, redefine workflows, better the customer experience, add personalization at scale, and catapult organic growth.

8:00 a.m. **Breakout Session**. *Mastering Private Credit: Hidden Secrets from the Niche to the Middle Market*: 55 min.

Speakers: Jorge Padilla, CEO and Senior Advisor, Meira Wealth (moderator); Alona Gornick, Managing Director, Churchill Asset Management | Nuveen; J.B. Hayes, Principal & Co-Founder, Variant Investments

Description: Join us for a unique and insightful panel uncovering lesser-known areas of the private credit markets and the ingredients needed to run a successful private credit portfolio across different markets and industries. This session will discuss underwriting and risk management ideas, market risk and opportunities, the importance of strategic partnerships, influences of trends in technology and people, impact investing, and more. Attendees will gain practical, actionable insights into mastering private credit in today's evolving landscape, straight from two industry trailblazers.

8:30 a.m. *BIGi: Bridge Investment Group Industrial Real Estate Income Trust*: 25 min.

Speaker: Brandon Flickinger, Chief Investment Officer, Bridge Investment Group

*Please note this session is restricted to retail Broker-Dealer home office attendees only.

9:00 a.m. **Breakout Session**. *Alternative Investments from the RIA Angle*. A panel discussion: 55 min.

Speakers: Stephen Caruso, Associate Director, Cerulli Associates (moderator); Sean Cahill, Senior Vice President, Head of RIA Coverage, Vista Equity Partners; Benjamin Sayer, MAI Capital Management LLC Organization

9:00 a.m. **Breakout Session**. *Alternatives to the Wealth Market: The Case for Private Credit vs. Private Equity*. A panel discussion: 55 min.

Speakers: Emily Kulback, Global Head of Product, Invesco (moderator); Kristen Griffin, Head of Investment Manager Analysis, UBS Wealth Management; Kim Flynn, President, XA Investments; Brian Pawlowicz, SVP, Capital Solutions Group, First Trust; Brett Schlemovitz, Partner, Stepstone

9:00 a.m. **Breakout Session**. *Asset Managers Tackle Current Investment Trends*: 55 min.

Speakers: Mr. Brian Evans, Owner, Madrona Financial & CPAs (moderator); Brian Sanborn, Director, 1031 & DST Markets, NexPoint; Mr. Josh Hoffman, President of Bluerock Value Exchange and Head of Product Management and Strategy, Bluerock; Kara Malcom, Director of National Accounts, ExchangeRight

Description: A lively discussion on the topic of DSTs.

9:00 a.m. **Breakout Session**. *Future of Alternative Investments for Retail Segments*. A panel discussion: 55 min.

Speakers: Mr. Daniil Shapiro, Director, Cerulli Associates (moderator); John Dunnigan, Managing Director, Co-Head of National Accounts, Private Wealth Americas, Golub Capital; Daniel Fixler, VP, Product Management, PGIM Investments; Brad Walker, Co-President, CAIS Group

9:00 a.m. *Nuveen Due Diligence Session*: 25 min.

*Please note this session is restricted to retail Broker Dealer home office attendees only.

9:30 a.m. *Due Diligence, Acquisition, and Syndications for Economically Resilient Investing*: 25 min.

Speaker: David McCurdy, Senior Vice President - Central Region, ExchangeRight

Description: ExchangeRight's Senior Vice President David McCurdy will present ExchangeRight's rigorous due diligence procedures, the analysis undergirding the company's acquisition criteria, and the wealth management principles guiding its syndication strategy. In the presentation, David will share detailed examples of ExchangeRight's analysis of tenants, lease structures, and real estate fundamentals.

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10:00 a.m. **Keynote**. *The Four C's of Modern Marketing and Closing Brunch*: 90 min.

Speaker: Jackie Wilke, VP, Advisor Consultant, First Trust

Description: Today's investor cares less about where you are and more about who you are. High-growth financial professionals use the 4 C's framework—Content, Channels, Curating and Consistency—to attract their ideal client, regardless of geography, with experiences and education. Both in-person and virtually, this approach focuses on creating professional contrast by leaning into what isn't being commoditized or democratized. Become inspired by other professionals' ideas and learn how to apply this framework to drive your desired marketing outcomes.

11:30 a.m. *Broker Dealer Discussion (Part 2)*: 1 hour and 15 min.

Speakers: Mr. Tyler Green, Sr. Manager, Due Diligence, Cetera Financial Group (moderator); Catherine Bowman, Founder/Partner, The Bowman Law Firm; Carlos Muñoz-Lucas, Alternative Investments Distribution & Prod. Mgmt., Raymond James

Description: A host of broker dealer topics will be addressed and confronted.

11:30 a.m. *Navigating the Future of Finance: Insights and Strategies for Emerging Professionals*: 1 hour

Speakers: Tim Maurer, Chief Advisory Officer, SignatureFD; Frederick Hubler, CEO & Chief Wealth Strategist, Creative Capital Wealth Management Group

Description: This exclusive session is tailored for university students pursuing studies in finance and wealth management, offering a unique opportunity to hear directly from industry leaders. Attendees will gain invaluable insights into the current landscape of finance, emerging trends, and practical advice to navigate the path from the classroom to the business world. Tim Maurer and Fred Hubler will share their expertise, providing guidance on career opportunities, industry expectations, and key skills to develop for success in wealth management.

12:00 p.m. **Alts Summit 2025 Ends**: 1 hour

1:00 p.m. **Golf Tournament**: 4 hours

Location: Outdoor Event Venues, Monument Realty PGA District