Family Office Exchange

FOX Wealth Advisor Forum™

Embracing the Future

May 16-17, 2018 | Kimpton Gray Hotel | Chicago, IL

This year's **FOX Wealth Advisor Forum**™ will focus on practical, business-building approaches to the many trends and issues affecting advisors to the ultra-wealthy. We will offer methods to address the accelerating innovations in investment technology and omni-present cybersecurity risks, as well as the increasing longevity of our clients, intense competition for talent, needed adaptations in the workplace for Millennials, and disruptions in family businesses.

The Forum will offer multiple opportunities for networking with the most accomplished advisors in the industry, structured peer dialogue, and a session on professional skill development.

Join us on May 16-17 in Chicago for a stimulating and rewarding learning and networking experience. The fresh perspectives from the expert speakers and your peers will equip you to confidently *embrace the future.*

"Great opportunity to network, but perhaps more importantly, an opportunity to reflect on your business with excellent stimulus."

Exhibitors

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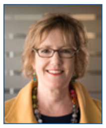
Please note: speakers, sessions, and times are subject to change.

Guest Presenters



Susan R. Colpitts
Founder, Chief of Client Experience
Signature Family Wealth Advisors

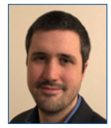
Laura Daley
Senior Consultant
Paravis Partners

Mark Galante
President | Northeast Zone & Strategic Alliances
PURE Insurance

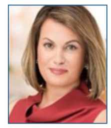
James Grubman, PhD
Family Wealth Consulting

Kayla Kennelly
Vice President, Business Development
BNY Mellon | Pershing

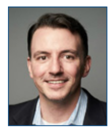
Jamie Kieffer
Managing Director, Client Strategy
Edelman



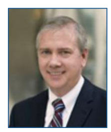
David Lake
Vice President
BNY Mellon | Pershing



Katie Spring
General Manager, Financial Communications
Edelman



Robert Stanich
Global Banking and Financial Markets
IBM Watson Financial Services



Jim Trainor
Senior Vice President
Aon Cyber Solutions

Venue and Hotel Accommodations

Kimpton Gray Hotel
122 W. Monroe St.
Chicago, IL 60603

1.877.771.7031

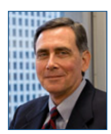
www.grayhotelchicago.com

FOX has reserved a limited number of rooms at the Kimpton Gray Hotel at a rate of $309 per night plus applicable taxes. To obtain this discounted rate, please contact the Kimpton Gray directly at **1.877.771.7031** and mention the **FOX Wealth Advisor Forum.** You may also book rooms online via the FOX website at www.familyoffice.com/waf2018.

Forum attendees are responsible for making their own accommodation arrangements. The cutoff date for hotel reservations at this special conference rate (subject to room availability) is **Thursday, April 19, 2018.**

FOX Presenters

Alexandre Monnier
President
Family Office Exchange



David F. Toth
Managing Director
Family Office Exchange

Tuesday, May 15, 2018

6:00 pm **FOX Welcome Reception at the Kimpton Gray**

Join us for this casual networking reception to greet old friends and make new connections.

Family Office Exchange is registered with the National Association 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 submitted to the National Registry of CPE Sponsors through its website: www.NASBARegistry.org.

Field of Study: **Finance** - Up to **9 CPE credits** credits can be earned by attending this event. CPE credits are accepted at the option of state certifying boards. Requirements, compliance procedures and acceptance may vary by state.

Program Level: **Overview | No prerequisites are required for any of the sessions.** | Delivery Method: **Group Live Program**

Learning Objectives: Upon completion of the program, participants will be able to understand the accelerating innovations in investment platforms, relevant issues regarding artificial intelligence and blockchain, as well as matters related to increasing longevity of our clients, omni-present cybersecurity risks, intense competition for talent, needed adaptations in the workplace for millennials, and disruptions in family businesses.

7:30 am Registration Opens and Breakfast

8:30 am Welcome - On the Minds of Members

Presenter: Alexandre Monnier, President, Family Office Exchange

Much of the work we do at Family Office Exchange focuses on identifying the trends and issues having an immediate or imminent impact on families of wealth. In this session, we'll explore what's on the minds of members, including issues related to tax reform and how families are responding to the recent changes, the evolving role of a fiduciary, longevity and our responsibilities as advisors, the importance of trust in financial services, and how advisors are successfully responding to a shifting talent and culture paradigm.

9:20 am The Intersection of Trust, Financial Services and the Family Business

Presenters: Jamie Kieffer, Managing Director, Client Strategy, Edelman

Katie Spring, General Manager, Financial Communications, Edelman

According to the 2018 Edelman Trust Barometer, people's trust in business, government, NGOs and media has yet to recover, revealing growing levels of mistrust globally. However, positive regulatory steps, a renewed focus on client satisfaction and data security, and a clearly communicated social purpose have helped the financial services industry reestablish some of the trust lost during the financial crisis. Yet, only about half of the public view the industry favorably. Contrast this with family businesses, the most trusted form of business globally, and it's apparent there's still much work to be done. In this session, we'll discuss the role of trust in financial services, the connection between wealth and skepticism, and best practices the financial services industry can adopt to continue to build trust.

10:10 am Morning Networking Break

10:40 am Longevity, Aging & Incapacity: Cutting-Edge Approaches to Managing Modern Risks

Presenter: James Grubman, PhD, Family Wealth Consulting

Be careful what you wish for—increasing longevity is bringing a host of unanticipated risks. Affluent families may now have active members spanning seventy years (ages 20 to 90), upending traditional succession and spending plans. Of greater concern is the risk of senior clients developing dementia, imperiling the wealth management relationship. Dr. Jim Grubman, a family wealth consultant with neuropsychological and estate planning expertise, will lead an in-depth interactive session on identifying longevity risks, symptoms, and solutions for wealth advisory practices.

12:10 pm Luncheon

1:15 pm Enhance Your Effectiveness by Refreshing Your Listening Techniques

Presenter: Laura Daley, Senior Consultant, Paravis Partners

In this interactive session, we'll examine how adopting a listening framework and developing the skills to listen strategically can help elevate your effectiveness as an advisor. We'll then connect the dots with real life examples of how executives have successfully applied a listening framework to communicate and resonate with clients and colleagues authentically, resulting in an immediate positive impact on their relationships. Armed with these new skills, you'll also have a chance to practice with your peers in an interactive dialogue session.

2:45 pm Peer Dialogues

Join your peers in high-level, face-to-face roundtable discussions about topics of most concern to wealth advisors. Each session will be facilitated by a member of the FOX team dedicated to generating strategic conversation focused on sharing ideas and solutions for business decisions ahead.

3:45 pm Afternoon Networking Break

4:00 pm Cybersecurity for Ultra-High Net Worth Investors: Understanding and Minimizing the Threat Environment

Presenter: Jim Trainor, Senior Vice President, Aon Cyber Solutions

New research confirms that ultra-high net worth investors are concerned more about cybersecurity than they are about market volatility, changing interest rates, or asset allocation. Jim Trainor, Senior Vice President with Aon Cyber Solutions and former Assistant Director of the FBI's Cyber Division, will share his perspective on the evolving cybersecurity threat landscape and offer practical advice on how ultra-high net worth investors, family offices, and the institutions that serve them can reduce risk and gain the upper hand on hackers and other adversaries.

6:00 pm Forum Dinner Reception

This year's Wealth Advisor Forum Dinner Reception will take place at Boleo, a rooftop restaurant and lounge perched high above the city under a retractable glass roof on the 15th floor of the Kimpton Gray Hotel. Join us for an evening of networking and camaraderie with your peers!

8:00 am Registration Opens and Breakfast

9:00 am A Firm's Cultural Necessities in the New Talent Landscape

Presenters: Susan R. Colpitts, Founder, Chief of Client Experience, Signature Family Wealth Advisors

Mark Galante, President | Northeast Zone & Strategic Alliances, PURE Insurance

David F. Toth, Managing Director, Family Office Exchange

According to research by FOX's David Toth, advisors are facing the dilemma of replacing retiring baby boomers - along with their institutional knowledge - in large numbers, while adapting their "employment brand" to be attractive to a different generation of workers. As employees seek companies with cultures that align with their own values, recruiting and retaining the best and the brightest requires a strategic approach to talent. In this discussion, David will be joined by Susan Colpitts, Founder, Chief of Client Experience, Signature Family Wealth Advisors, and Mark Galante, President | Northeast Zone & Strategic Alliances, PURE Insurance who will cover their strategies in addressing the new talent landscape.

9:50 am Reverse Mentoring and the Employer-Employee Relationship of the Future

Presenters: Kayla Kennelly, Vice President, Business Development, BNY Mellon | Pershing

David Lake, Vice President, BNY Mellon | Pershing

By 2030, nearly 75% of employees are projected to be Millennials. For some time now, forward-thinking organizations have been laying the groundwork for this generation and the changes in expectations, work styles, and values that they are ushering in. In recognition of these changes, two Millennials and a senior sponsor at Pershing launched a reverse mentoring program, "Connect," focused on leveraging young talent to build the firm of the future. Kayla Kennelly and David Lake will talk about their experiences and what makes a successful reverse mentoring relationship. In addition, you'll learn more about best practices that could be implemented at your firm.

10:40 am Morning Networking Break

11:10 am Artificial Intelligence and Digital Disruption in Wealth Management: Capturing the Client of the Future

Presenter: Robert Stanich, Global Banking and Financial Markets, IBM Watson Financial Services

Wealth Managers are facing disruptive innovation from new and emerging technologies such as artificial intelligence, machine learning, blockchain, chatbots, and more. The future of these firms will be led by "bionic" relationship, sales, and service managers who leverage cognitive and analytics solutions to better serve their client's needs and serve them at scale. Given this sweeping and disruptive wave of change, how will this industry need to evolve, and what will it look like in the future?

12:00 pm Event Concludes
Grab & Go Lunch will be provided

Quotes from Past Forum Attendees

"It was a great opportunity to meet people in the wealth management universe and share issues related to business, client experience, support, etc. FOX did a great job of reading the pulse of the economic environment and the needs of the industry and created an engaging and interesting agenda of interactive and educational sessions."

"Exceptional focus, topics are extremely relevant and meaningful. Speakers are very strong and the time is definitely worth it."

"Safe, open, and collaborative environment to learn and share with industry peers."

FOX Wealth Advisor Forum™ Registration

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Family Office Exchange

Registration Questions

All registrations subject to approval by FOX.

Is this your first time at the FOX Wealth Advisor Forum?

❍ Yes ❍ No

Do you plan to book a guest room at Kimpton Gray Hotel?

❍ Yes, I plan to stay at the Kimpton Gray Hotel.
❍ No, I do not plan to stay at Kimpton Gray Hotel.
❍ I'm not sure, my plans are not finalized.

Please note, registrants are expected to make their own hotel reservations. **Please see page two** **for accommodation information.**

Do you have any special dietary or accessibility needs? (please describe)

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____

If you were referred to this event, please advise who referred you.

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What key takeaway do you hope to gain at the FOX Wealth Advisor Forum?

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What is your top concern as you work to embrace the future?

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Which two topics would you like to discuss in peer-to-peer dialogues?

(Please select or write in your top two choices)

❍ Attracting and Retaining Talent
❍ Client Servicing Needs
❍ Other______________________
❍ Other______________________

Will you attend the following:

❍ The Welcome Reception on May 15?
❍ Breakfast on May 16?
❍ Lunch on May 16?
❍ The Forum Dinner Reception on May 16?
❍ Breakfast on May 17?

Is there anyone you would like to refer to this program?

____
First Name

____
Last Name

____
Email Address

Questions?

Contact us at **events@familyoffice.com**
or call **312.327.1221**

Three Ways To Register

1. **Scan and email** to: events@familyoffice.com
2. **Register online** at: www.familyoffice.com/waf2018
3. **Fax this form** to: 1.312.327.1212

Space is limited. All attendees must register online or submit this registration form prior to the event to secure a seat.

Attendee Information

____
Name (First/Last)

____
Name of Firm/Family Office

____
Title/Position

____
Street Address

____
City *State/Province*

____
Country *Zip/Postal Code*

____
Phone

____
E-mail

Registration Fees

FOX Member	FOX Member	Non Member
☐ Use Event Credit Included in FOX Membership Fee	☐ $1,900	☐ $2,375
	Additional Paid Attendees ☐ $1,625	Additional Paid Attendees ☐ $2,025

Promo Code:

If you are not a member of Family Office Exchange, please contact **info@familyoffice.com** for membership information.

Payment Method

❍ Payment by check is enclosed. *(Check payable in U.S. dollars to Family Office Exchange)*

Please mail check to: **Family Office Exchange ATTN: Events**
100 S Wacker Drive, Suite 800, Chicago, IL 60606

❍ To pay by credit card please call the Events team directly at **312.327.1221** and provide credit card details.

For event registrations, refunds of payment or forum allotments will be offered if the cancellation is made in writing to Family Office Exchange at **events@familyoffice.com** five (5) or more business days prior to the start of the event. For more information regarding complaints or administrative policies please call 312-327-1200.

Family Office Exchange®

100 South Wacker Drive, Suite 800 ▪ Chicago, IL 60606 USA ▪ 1.312.327.1200
New York, NY ▪ 1.646.504.0776 | San Francisco, CA ▪ 1.312.327.1265
Madrid, Spain ▪ 34.616.94.05.63 | Sydney, Australia ▪ 61.414.444.405
info@familyoffice.com ▪ www.familyoffice.com