



THE MUTUAL FUND DISTRIBUTION FORUM

DEC

2-3

2013

Exploring Fund Distribution Channels and Management Strategies for Maximum Sales Exposure

THE HARVARD CLUB OF BOSTON

Join our renowned faculty in substantive conversations on the biggest challenges mutual fund distribution organizations are facing today, including:

- Crafting strategy to address the convergence of distribution channels
- Assessing the value of the latest analytics offerings
- Innovating sales and service models to get the most out of existing resources
- Managing the accelerated velocity of asset movement
- Understanding the nuances surrounding distribution fees

Our speakers are among the best and brightest in the industry, hailing from mutual fund families from across the AUM spectrum, respected research organizations, and essential distribution platforms:

Keynote

Mark Casady, **LPL Financial**

Chair

Neil Bathon, **FUSE Research Network LLC**

Moderators and Panelists

Alex Teyf, **TD Ameritrade**
 Amy Lynch, **FrontLine Compliance, LLC**
 Andrea Lisher, **JPMorgan Asset Management**
 Aric Faber, **SalesPage Technologies LLC**
 Avi Nachmany, **Strategic Insight**
 Bob Cunha, **Eaton Vance**
 Carolyn Clancy, **Fidelity Investments**
 Cathy Saunders, **Putnam Investments**
 Chad Agnew, **Goldman Sachs**
 Doug Bailey, **MFS Distributors**
 Douglas Wilde, **UBS Financial Services**
 Drew Bowden, **US Securities and Exchange Commission**
 Erin Donnelly, **EF Donnelly LLC**
 Frank Coates, **Wheelhouse Analytics**
 Gene Goldman, **Cetera Financial Group**
 George Raffa, **Raymond James**
 G. William Sheldon, **Angoss Software**

Ian Scott, **Lattice Engines**
 James Langham, **UBS Financial Services, Inc**
 James Stueve, **Ridgeworth Investments**
 Jason Ainsworth, **Neuberger Berman**
 Jeff Cerutti, **Virtus Partners Distributors**
 Jeff Duckworth, **John Hancock Funds LLC**
 Jeremy Ross, **BrightScope Inc**
 Jesse Mark, **Ignites Distribution Research**
 John Carroll, **Allianz Global Investors**
 John Guthery, **LPL Financial Services**
 Joseph DeVico, **Blackrock**
 Joseph Kringdon, **Pioneer Funds Distributors**
 Joseph Schultz, **American Century Investments**
 Kevin Keefe, **AIG Advisor Group**
 Kevin Rosenfeld, **Alliance Bernstein**
 Laurence Petrone, **kasina**
 Lou Sideropoulos, **Columbia Management**

Investment Advisors, LLC
 Lynne Ford, **Calvert Investments**
 Marshall McIntosh, **PIMCO**
 Mary Papamarkou, **Hotchkis & Wiley**
 Matt Lynch, **Tiburon Strategic Advisors**
 Michael Jancosek, **William Blair**
 Paul Weisenfeld, **Morgan Stanley Wealth Management**
 Ricardo L. Cortez, **Broadmark Asset Management LLC**
 Rick Ledbury, **Money Management Institute**
 Rocco Benedetto, **Oppenheimer Funds**
 Sandra Motusesky, **Pershing LLC**
 Scott Brady, **Merrill Lynch**
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The \$13 trillion US mutual fund management industry is facing a host of challenges in its quest to articulate a compelling and differentiated value proposition to the pool of over 300,000 financial advisors. From the proliferation of passive and alternative investment products and accelerated velocity in asset movement, to increased margin pressure from distributors and higher competition in access to elite advisors, distribution organizations are hard-pressed to keep pace with the momentum in the market. Attend the Mutual Fund Distribution Forum on December 2-3, 2013 at the Harvard Club in Boston to find out how leaders in the field are shaping the key questions and crafting strategy for growth.

Join our brilliant and sophisticated faculty of distribution strategists from mutual funds from a wide spectrum of assets under management, gatekeepers, and research professionals in substantive conversations on salient and controversial subjects. The range of discussion spans from big picture overviews of contextualizing the current market and channel strategy, to examination of the latest technological and data applications, to granular discussions on compensation and distribution fee itemization. This event promises to be an exceptional forum to spark new thinking and craft creative solutions in the realm of distribution.

Topics at a Glance

- Technology, Big Data, and its Applications: Strategies Incorporating Distribution Trends and Predictive Analytics
- Segmentation Strategy: Making Channel Bets
- Channel Strategy: The National Broker/Dealers
- Channel Strategy: The Independent and Regional Broker/Dealers
- Channel Strategy: The RIA Market
- Professional Buyers: The Keys to Gaining Platform and Model Portfolio Access
- Leveraging the Field Sales Organization: Maximizing Existing Resources
- Internal Advisor Consulting: Reaching the 92%
- Boutique Mutual Funds: Opportunities and Challenges
- Distribution Fees: The Stakes, the SEC, and the Choices

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

Sincerely,

Nancy Park

Nancy Park, Conference Director
FINANCIAL RESEARCH ASSOCIATES, LLC

P.S. The networking opportunities at this event will be unparalleled!

Who Should Attend?

This conference is designed for **distribution professionals** including (but not limited to):

- C-Suite mutual fund executives
- Distribution heads
- Heads of sales organizations
- Heads of marketing departments
- Product development professionals
- Third-party distributors
- Directors of manager research
- Research analysts
- Mutual fund consultants

Top Reasons to Attend

- Survey the current state of mutual fund distribution, contextualize important recent developments, and explore opportunities that shape the future
- Expand your knowledge of pioneer technology in the mutual fund distribution universe and its strategic applications
- Examine channel segmentation strategies executed by heads of distribution
- Profit from frank conversations with gatekeepers and professional buyers from wirehouses, regional and independent broker/dealers, and RIA networks on cardinal subjects such as fees, velocity of asset movement, and access
- Hear the strategies of lauded sales managers on territory management, compensation, customer segmentation, and the use of technology and training
- Explore untapped opportunities in boosting distribution through internal advisor consultants
- Gain insight on how boutique funds navigate tight distribution channels
- Understand the challenging arena of distribution fees as it relates to negotiation, SEC exams, revenue-sharing, itemization, and communication with fund boards
- Learn from a wide range of distribution executives across the spectrum of AUM, human capital, and other resources

Rave Reviews from Past FRA Conferences:

“Best ever, and I have been to five! Venue, people, schedule, networking, education – more familiar faces and lots of new ones!”

- **Peter Reitmeyer of PENN Capital Management on the 15th Annual Sub-Advised Funds Forum**

“Great dialogue and insight into the current issues and trends within the DCIO market.”

- **Matt Arciero of Mass Mutual on the 6th Annual Profit-Driven Strategies in the DCIO Market**

“Good topics/speakers. Good networking event.”

- **Chris Wagner of Wells Fargo Advisors on the 9th Annual Managed Account & UMA Summit**

Important Information

To Register:

Fax: 704-341-2640
Mail: Financial Research Associates
18705 NE Cedar Drive
Battle Ground, WA 98604
Phone: 800-280-8440
Online: www.frallc.com

The Mutual Fund Distribution Forum December 2-3, 2013

The Harvard Club of Boston
Main Clubhouse
374 Commonwealth Avenue
Boston, MA 02215
(617) 536-1260

A small block of rooms at The Harvard Club of Boston has been reserved at a special negotiated rate of \$229/night. To make accommodations, please call the club at (617) 536-1260. Make sure to mention the "Mutual Fund Distribution Conference" when placing your room reservation. Once this block is sold out, please contact one of these nearby hotels:

The Eliot Hotel (866) 573-4235
Hilton Boston Back Bay (866) 767-0278

Please note that the Harvard Club has a "Casual Business Attire" dress code. For full details, please visit their website at www.harvardclub.com.

Fees and Payments:

The fee for attendance at the Mutual Fund Distribution Forum is: \$1695 before October 18th, then \$1995

Please make checks payable to Financial Research Associates, and write code B898 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 25, 2013.

Team Discounts:

- Three people will receive 10% off
- Four people will receive 15% off
- Five people or more will receive 20% off

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. For more information, please contact **Kathie Eberhard at (704) 341-2439 or keberhard@frallc.com**.

Soft Dollar Your Conference Registration!

This FRA conference may be eligible under section 28(e) of the Securities Exchange Act of 1934 for payment via soft dollars. For further information or a Soft Dollar Application form, please visit our website www.frallc.com/softdollars.aspx.

Cancellations:

If we receive your request to cancel 30 days or more prior to the conference start date, your registration fee will be refunded minus a \$250.00 administrative fee. Cancellations occurring between 29 days and the first day of the conference receive either a 1) \$200 refund; or 2) a credit voucher for the amount of the original registration fee, less a \$250.00 administrative fee. No refunds or credits will be granted for cancellations received after a conference begins or for no-shows. Credit vouchers are valid for 12 months from the date of issue and can be used by either the person named on the voucher or a colleague from the same company.

Please Note: For reasons beyond our control it is occasionally necessary to alter the content and timing of the program or to substitute speakers. Thus, the speakers and agenda are subject to change without notice. In the event of a speaker cancellation, every effort to find a replacement speaker will be made.

The Harvard Club of Boston

The Harvard Club of Boston has been a haven for social, intellectual, and athletic endeavors for over a century. Some of the most interesting conversations in Boston, on the topics of business, medicine, art, sports, politics and more have taken place at the club.



CPE Credits

Financial Research Associates, LLC 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.learningmarket.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. We offer advanced level courses. Although no prerequisite courses, experience, or advance preparation is required to participate in this program, working knowledge of Finance is required, as well as, prior knowledge of the program topic.

For specific learning objectives and program description, please refer to the individual conference sessions topics in the conference brochure located on our website www.frallc.com/thefineprint.

The recommended CPE credit for this course is 12.5 credits: 9 for Management Advisory Services, 1 for Regulatory Ethics, and 2.5 for Personnel/HR.



Sponsorship & 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 Jennifer Clemence at (704) 341-2438 or jclemence@frallc.com.

The Conference Organizer



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.

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Broadmark Asset

Management, LLC, founded in 1999, is a U.S. Registered Investment Adviser that manages approximately \$2

billion in assets. Broadmark re-defines risk as "Loss of Capital". Our disciplined multi-factor process has been successful in identifying both market risk and opportunities over time. Broadmark seeks to produce above-average, risk-adjusted returns through any market cycle while exhibiting less downside loss than the broad equity market. We believe that equity risk can be reduced and returns can be enhanced with a strategy that provides managed net exposure and capital preservation, rather than a long only and fully invested equity position.

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Wheelhouse Analytics is a leading provider of mobile and web based applications. Founded with the goal of

helping companies improve sales effectiveness and profitability, Wheelhouse has two core products; Admiral and Partner Portal.

Admiral is an innovative solution that combines mobile and cloud based applications to support all aspect of the sales cycle for the mobile salesperson. Partner Portal gives companies the ability to manage, review, analyze and ultimately make decisions about their distribution relationships.



Angoss

Predict. Act. Perform.

Angoss is a global leader in delivering predictive analytics to businesses looking to improve performance across sales, marketing and risk. With

a suite of big data analytics software products and industry cloud solutions, Angoss delivers powerful approaches to turn information into actionable business decisions and competitive advantage. Many leading global organizations partner with Angoss to grow revenue, increase sales productivity and improve marketing effectiveness. For more information, visit www.angoss.com.



BrightScope®

BrightScope is a leading independent provider of software, analytics, and data to the financial services

industry. BrightScope Beacon® is the premier data stewardship, integration, visualization, and exchange platform for the world's top financial institutions. Beacon connects disparate datasets to deliver unprecedented visibility into the mutual fund and broader financial products marketplace. Visit www.brightscope.com/beacon to see why asset managers, broker-dealers, and recordkeepers choose Beacon for their management reporting, sales tracking, and market intelligence needs.

STRATEGIC INSIGHT™

For more than 20 years, **Strategic Insight** has been at the forefront of thorough, unbiased mutual fund industry research and business intelligence. We provide our variety of products and services to a range of clients, including executives from more than 200 investment management and insurance companies, distributors, investment banks, hedge funds, consultants and law firms. Strategic Insight's parent company, Asset International, delivers critical, cutting edge data, research and marketing programs to mutual fund companies, banks, asset managers and insurance companies worldwide. The company has offices in New York, Boston, Hong Kong, London, Melbourne, Toronto and Stamford, CT. For additional information, visit www.Slonline.com.

Access Distribution Partners

Access Distribution Partners is a leading provider of sales, marketing and consulting services for alternative investment managers looking to enter or rapidly expand their presence in the intermediary distribution channels.

We believe there is a large shift underway of alternatives migrating from institutional to retail markets. As this trend grows, Access Distribution actively seeks the leading alternative managers to meet the demand for the strategies that advisors want in a mutual fund structure.

SalesPage™

SalesPage provides data management, sales reporting and CRM solutions to financial services firms with intermediary, institutional and direct distribution channels. SalesPage DataCenter provides trade reconciliation and sales reporting, either stand-alone or integrated with existing tools, to manage and leverage production, asset, market share and entity data throughout your organization. SalesPage Financial, a turnkey CRM solution, incorporates all the functionality in DataCenter to deliver real-time access to crucial information via the web and mobile devices.

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DAY ONE: Monday, Dec. 2

8:00 - 9:00 Registration, & Continental Breakfast Sponsored by



9:00 - 9:15 Chairman's Opening Remarks

Neil Bathon, *Founder and Partner*
FUSE Research Network LLC

9:15 - 10:00

Keynote Address: Conversation with a Visionary

- Understanding the current season in mutual fund distribution; where are we in the context of a cycle? What recent events have brought us to a new threshold? What are the future challenges and opportunities?
- What practices in mutual fund distribution are no longer relevant?
- How can a culture of service be fostered within the industry? What does this imply and what are the benefits? What are the barriers?
- How can passion be cultivated in the external and internal wholesalers who are the relationship managers in this business?

Mark Casady, *Chairman and Chief Executive Officer*
LPL Financial Services

Neil Bathon, *Founder and Partner*
FUSE Research Network LLC

10:00 - 10:45

Technology, Big Data, and its Applications: Strategies Incorporating Distribution Trends and Predictive Analytics

- What is the latest data on mutual fund distribution, and what are the implications?
- What is "Big Data" in the asset management industry, and what are the implications/opportunities for mutual funds?
- How can this data be used to refine distribution strategy? What changes? What doesn't?
- What opportunities does this data reveal? What are some false assumptions to avoid?
- Predictive analytics: How accurate is it? What is the leading edge? How can it be applied?
- What are the impediments to adoption of data-driven strategies and predictive analytics? Why aren't more asset management firms utilizing it?

Moderator TBA

Rick Ledbury, *CFA, Vice President of Research and Data Services*
Money Management Institute

Panelists

Bob Cunha, *Managing Director of Marketing and Distribution Strategy*
Eaton Vance Distributors, Inc

Ian Scott, *Vice President of Customer Solutions*
Lattice Engines

G. William Sheldon, *Chief Solutions Officer*
Angoss Software

Aric Faber, *Vice President, Sales & Marketing*
SalesPage Technologies, Inc

10:45 - 11:00 Morning Break Sponsored by



11:00 - 12:00

Segmentation Strategy: Making Channel Bets

- Different viewpoints on what channels yield the greatest opportunities
- Channel strategy from the full AUM spectrum of mutual fund firms' perspectives
 - What has been the impact of increasing convergence among the various channels?
 - Comparing the costs of distribution across platforms and weighing them against the benefits
 - Allocating the right mix of resources across available platforms
- How are funds managing accelerated velocity as it relates to asset movement? How are funds reconciling different time horizons for advisors and portfolio managers? How does custody of assets come into play?
- Staffing and technology implications

Moderator

Matt Lynch, *Principal*
Tiburon Strategic Advisors

Panelists

Jeff Cerutti, *Executive Vice President, Head of Distribution*
Virtus Investment Partners

Ricardo L. Cortez, *Co-CEO & Senior Portfolio Specialist*
Broadmark Asset Management LLC

Jeff Duckworth, *President of Retail Distribution*
John Hancock Funds LLC

Andrea Lisher, *Head of US Funds*
JPMorgan Asset Management

Joseph D. Kringdon, *President*
Pioneer Funds Distributor

12:00 - 1:00 Networking Luncheon Sponsored by



1:00 - 2:00

Channel Strategy: The National Broker/Dealers

- Why do wirehouses continue to offer the best opportunities to increase sales?
- A frank and diplomatic discussion on pricing
- What is the impact of SEC inquiries into fee agreements?
- Successful relationship management techniques with wirehouse gatekeepers
- Deepening institutional relationships: how to maintain productive rapport with wirehouses in the face of gatekeeper turnover
- How to best partner and support the needs of due-diligence groups
- What is the future of wirehouse distribution in the face of competition from IBDs and RIAs?

Moderator

John Carroll, *Head of US Retail Distribution*
Allianz Global Investors

Panelists

Scott Brady, *Head of US Mutual Funds*
Merrill Lynch

James Langham, *Executive Director, Mutual Fund Products*
UBS Financial Services

Paul Weisenfeld, *Managing Director of Funds*
Morgan Stanley Wealth Management

2:00 – 3:00

Channel Strategy: The Regional and Independent Broker/Dealers

- Understanding the regional and independent broker/dealer market and its reach
- How does product saturation in this channel compare with wirehouses and RIAs?
- What are the implications of the high customer and advisor satisfaction levels achieved by R&IBDs? How can they best be leveraged by funds?
- How are funds and product managers addressing the issue of accelerated velocity in asset movement?
- What opportunities exist in partnering with research efforts?
- How can mutual funds partner with R&IBDs as they grow their advisory services platforms?

Moderator

Jason Ainsworth, *Head of Advisor Solutions Group*
Neuberger Berman

Panelists

Simon Heslop, *Director, Asset Management*
Commonwealth Financial Network

Kevin Keefe, *Head of Wealth Management*
AIG Advisor Group

George Raffa, *Executive Vice President*
Raymond James Financial Inc.

3:00 – 3:15 Afternoon Break
Sponsored by

3:15 – 4:15

Channel Strategy: The RIA Market

- Tailoring coverage based on culture and style within the RIA market
- What processes are most productive in gaining the attention of advisors?
- Given the self-sufficient nature of RIAs, how can funds effectively educate advisors about their products and strategies?
- How are the challenges posed by declining overall expense ratios and cost pressures being addressed?
- How is accelerated velocity in asset movement impacting distribution strategy? How are the different players responding to this issue?
- What important investment product trends are being seen and heard about in the RIA market?

Moderator

Cathy Saunders, *Head of RIA Business*
Putnam Investments

Sandy Motusesky, *Director of Investment Solutions*
Pershing LLC

Carolyn M. Clancy, *Executive Vice President of FundsNetwork*
Fidelity Investments

Alex Teyf, *Head of Mutual Funds and ETFs*
TD Ameritrade

4:15 – 5:15

Professional Buyers: The Keys to Gaining Platform and Model Portfolio Access

- What is the process of researching and selecting funds for product platforms and model portfolios?
- What are the essential due diligence questions when considering funds?
- What is the preferred relationship approach from asset managers to research analysts? What should asset managers avoid?
- How can funds best customize their products to adhere to platform requirements?
- What strategies can be employed to manage the accelerated velocity of asset movement?
- What are the current product areas that present the most opportunities for asset managers?

Moderator

Joseph Schultz, *Head of Intermediary Sales*
American Century Investments

Panelists

Gene Goldman, *Director of Research*
Cetera Financial Group

John Guthery, *Head of Due Diligence and Manager Research*
LPL Financial Services

Tom Leeds, *Executive Director, Investment Products & Services*
Morgan Stanley Wealth Management

Douglas Wilde, *Head of Portfolio Strategy*
UBS Financial Services

5:15-6:00 Cocktail Reception
Sponsored by



DAY TWO: Tuesday, Dec. 3

8:00 – 9:00 Continental Breakfast
Sponsored by



Preparing for Predictive Analytics: Best Practices in Leveraging Internal and External Resources

- Strategies for unifying the vision across business lines for the most effective use of predictive analytics
- How can firms unlock incremental value from in-house resources to maximize value from technological partnerships?
- Understanding how to build teams of internal and external talent to make the best use of all assets
- Identifying the appropriate, cost-effective level of investment in technology

Jeremy Ross, *Executive Vice President, Institutional Sales*
BrightScope, Inc

9:00 – 9:15 Chair's Recap of Day One

9:15 – 10:20

Leveraging the Field Sales Organization: Maximizing Existing Resources

- Customer segmentation: tailoring sales efforts to advisors based on behavioral characteristics and value implications





- Territory management: mapping the terrain, efficient resource allocation, and creating schedules
- Compensation philosophy, including the use of net sales, activity metrics, and product diversification in pay plans; strategies for bringing compensation packages in line with the current market environment
- What is the leading edge in training and continuing education for external advisor consultants?
- How is technology boosting sales efficiency?
- The future of external wholesaling in the face of information proliferation on-line

Moderator

Jesse Mark, *Senior Research Analyst*
Ignites Distribution Research

Panelists

Doug Bailey, *National Sales Manager*
MFS Fund Distributors Inc.

Todd Buck, *President*
Wheelhouse Analytics

Joseph DeVico, *National Sales Manager*
BlackRock

Lou Sideropoulos, *National Sales Manager*
Columbia Management Investment Advisors, LLC

10:20 - 10:35 Morning Break

10:35 - 11:35

Internal Advisor Consulting: Reaching the 92%

- If there are 300,000 touch points of distribution in the mutual fund marketplace, and the field sales organization at the largest firms can cover 25,000 clients at best, how effective can the internal advisor consultants be in reaching the remaining 92%?
- Essential training and tools for the internal advisor consultant
- What new technology are firms investing in to increase efficiency on the desk?
- Market segmentation strategies from an internal sales perspective
- How to manage turnover on the internal sales desk
 - Raising the profile of the internal advisor consultant position
 - Creating a career path worthy of aspiration

Moderator

Lawrence Petrone, *Director of Research*
kasina, LLC

Panelists

Chad Agnew, *Vice President, Director of Internal Sales*
Goldman Sachs Asset Management

Rocco Benedetto, *Director of Internal Sales*
OppenheimerFunds

Marshall McIntosh, *Senior Vice President, Head of Internal Sales*
PIMCO

Kevin Rosenfeld, *Head of Strategic Sales and Service*
AllianceBernstein Investments

11:35 - 12:25

Distribution Fees: The Stakes, the SEC, and the Choices

- How can the distinction be made between shifting revenue and paying for services?
- Effective approaches to itemizing, documenting, and

- quantifying the value of distributor services
- Guidelines for navigating SEC examinations
- Tactics for fee negotiation with distributors
- Strategies for substantiating fee agreements with fund boards
- A discussion on choices for integrating fee changes

Moderator

Erin Donnelly, *Consultant*
EF Donnelly LLC

Panelists

Drew Bowden, *Director OCIE*
US Securities and Exchange Commission

Frank Coates, *Founder*
Wheelhouse Analytics

Amy Lynch, *President*
FrontLine Compliance, LLC

William Rittling, *Consultant*
WJR Consulting

12:25-1:10

Boutique Mutual Funds: Opportunities and Challenges

- How do small and mid-sized fund families measure success in intermediary distribution?
- What strategies do such firms employ to make the most of their budget and resources?
- DCIO: What works?
- How are the wholesalers organized? What management approach is most supportive and productive?
- The role of thought leadership, social media, and marketing collateral in building boutique brands
- The role of performance and fees: different or the same versus larger firms

Moderator

Avi Nachmany, *Director of Research, Executive Vice President*
Strategic Insight

Panelists

Lynne Ford, *Executive Vice President, Head of Distribution*
Calvert Investments

Michael Jancosek, *Principal and Head of Intermediary Distribution*
William Blair

Mary Papamarkou, *Managing Director, Mutual Fund Distribution*
Hotchkis & Wiley

James Stueve, *President*
Ridgeworth Investments

1:10 Conference Concludes

Upcoming & Other Related Events

The 11th Annual Managed Accounts & UMA Summit
September 16-17, 2013 - NYC

The 16th Annual Sub-Advised Funds Forum
October 15-16, 2013 - NYC

Capturing IRA Rollovers & "Money in Motion"
October 17-18, 2013 - Boston

Research & Due Diligence for Wealth Management Platforms
January 23-24, 2014 - NYC

Mutual Fund Distribution Forum

To Register:

Fax: (704) 341-2640
Call: (800) 280-8440
Online: www.frallc.com
Mail: Financial Research Associates
18705 NE Cedar Drive
Battle Ground, WA 98604

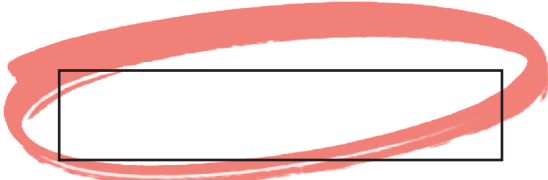


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