



# Uncommon Knowledge

## CONFERENCE 2019

### Focus on Growth April 28 – May 1

#### Sunday, April 28

- 11:00 AM NAAIM Golf Tournament – Talking Stick Golf Club – Transportation from hotel
- 4:00 PM Solo Advisors Meeting – DoubleTree Resort Paradise Valley – *Four Peaks*
- 7:00 PM Welcome Reception – DoubleTree Resort Paradise Valley – *East Park*

#### Monday, April 29

- 7:00 – 8:30 AM NAAIM Board Meeting - *Chaparral*
- 8:00 – 8:45 AM New Attendee | Member Registration & Welcome Orientation - *Prescott*
- 7:45 AM Registration | Sponsor Hall Opens – Continental Breakfast – *South Center Ballroom*
- 8:45 AM Welcome – Steve Williamson, NAAIM President – *North Center Ballroom*
- 9:00 – 10:00 AM **Long Pause or Finally a Peak? Where the Global Economy Stands and the Outlook for Asset Markets** – George Pearkes, Chief Global Strategist, Bespoke Investment Group – *North Center Ballroom*
- 10:00 – 11:00 AM **Get Your Head in the Game: The Latest In Trading Psychology and How To Turn Cognitive Weakness Into Strengths!** – Brett Steenbarger, Ph.D, SUNY Upstate Medical University – *North Center Ballroom*
- 11:00 – 11:20 AM Refreshment Break – Sponsor Hall – *South Center Ballroom*
- 11:20 – 12:00 PM **NAAIM Member Panel** – *South Center Ballroom*
- 12:00 – 1:15 PM Lunch and Sponsor Introductions – *East Park*
- 1:15 – 1:30 PM ProFunds – Platinum Sponsor Introduction – *North Center Ballroom*
- 1:30 – 2:30 PM **It's all about the Benjamins! How to Successfully Complete a 2019 SEC Exam and Avoid Costly SEC Findings** - Thomas D. Giachetti, Esq., Stark & Stark Attorneys at Law – *North Center Ballroom*
- 2:30 – 2:45 PM Direxion - Platinum Sponsor Introduction – *North Center Ballroom*
- 2:45 – 3:45 PM **Market Like a Start-Up: Growth Hacking and Digital Marketing Tactics from a Financial Tech** – Justin Wood, Founder, KRFTWRK Justin Wood, Founder, KRFTWRK – *North Center Ballroom*
- 3:45 – 4:15 PM Refreshment Break – Sponsor Hall – *South Center Ballroom*
- 4:15 – 5:45 PM **NAAIM Round Table Discussions | 2 Sessions | Topics:**  
1. Digital Marketing 2. Technical Analysis 3. Using Psychology to Improve Performance
- 6:15 – 8:00 PM **Dinner Party – Hosted by Platinum Sponsors** – *South Center Ballroom*

## **Tuesday, April 30**

7:15 – 8:15 AM	Continental Breakfast – Sponsor Hall - <i>South Center Ballroom</i>
8:15 - 9:30 AM	<b>A Progressive Investing Approach – A Paradigm Shift</b> - Ray Rondeau, President, QPrime2 - <i>North Center Ballroom</i>
9:30 – 10:15 AM	<b>Gold Sponsor Break-Out Sessions</b> (Concurrent): <ol style="list-style-type: none"><li>1. E*TRADE Advisory Services - <i>Chaparral</i></li><li>2. Princeton Fund Advisors, LLC – <i>Prescott</i></li></ol>
10:15 – 10:30 AM	Refreshment Break – Sponsor Hall - <i>South Center Ballroom</i>
10:30 – 10:45 AM	Guggenheim – Platinum Sponsor Introduction – <i>North Center Ballroom</i>
10:30 – 11:45 AM	<b>Growing through Acquisition: New Strategies Available for Succession and Acquisition</b> - Erik Pahlow, Executive Vice President, Succession Resources Group – <i>North Center Ballroom</i>
11:45 – 12:45 PM	<b>Lunch   Meet the Sharks</b> – <i>East Park</i>
12:45 – 1:00 PM	Advisors Preferred – Platinum Sponsor Introduction – <i>North Center Ballroom</i>
1:00 – 2:00 PM	<b>Key Strategic Planning Ideas to Grow Your Firm</b> – John Furey, Advisor Growth Strategies, LLC – <i>North Center Ballroom</i>
2:00 – 3:00 PM	<b>Focus on Growth</b>   Concurrent Breakouts: <ol style="list-style-type: none"><li>a) Ten Cost Effective Ideas to Grow Your Firm from \$30 Million to \$100 Million</li><li>b) Ten Ideas to Help You Grow from \$75 Million to \$250 Million</li><li>c) Ten Ideas to Help You Grow Your Firm from \$250 Million to \$1 Billion and Beyond</li></ol>
3:00 – 3:30 PM	Refreshment Break – Sponsor Hall – <i>South Center Ballroom</i>
3:30 – 4:15 PM	<b>Lightening Round with a TWIST!</b> Attendee Participation – <i>North Center Ballroom</i>
5:00 PM	Arizona Diamondbacks vs. New York Yankees, Chase Field, Phoenix – Busses leave hotel for the game

## **Wednesday, May 1**

7:30 – 8:30 AM	Continental Breakfast – Sponsor Hall – <i>South Center Ballroom</i>
8:30 - 9:30 AM	<b>NAAIM Founders Award</b> - <i>North Center Ballroom</i>
9:30 -10:15 AM	<b>NAAIM Annual Membership Meeting and Awards</b> – (Regular Members Only) - <i>North Center Ballroom</i>
10:15 – 10:45 AM	Refreshment Break – Sponsor Hall – <i>South Center Ballroom</i>
10:45– 11:45 AM	<b>You’re Doing It All Wrong! – Portfolio Design for Modern Markets</b> – Member Panel   Moderator – David Moenning, Heritage Capital Research – <i>North Center Ballroom</i>
11:45 – 1:00 PM	Closing Lunch – <i>East Park</i>
1:30 PM	<b>NAAIM Shark Tank Strategy Investing Competition – Finalist Presentations</b> - <i>North Center Ballroom</i> <ul style="list-style-type: none"><li>• Tim Bond, Gripman Investment Advisors   Strategy: Dynamic Asset Allocation</li><li>• Jeff Pietsch, CFA, Eastsound Capital Advisors, LLC   Strategy: Dynamic Asset Allocation with Risk Management</li><li>• Rob Davenport, Third Wave Investing   Strategy: Timing—Multi-Strategy</li><li>• Len Fox, Scarecrow Trading   Strategy: Timing—Multi-Strategy</li><li>• David Daughtrey &amp; David Varadi, Copperwynd Financial   Strategy: Stock Picking —Concentrated</li><li>• Bruce Greig &amp; Greg Reid, Q3 Asset Management   Strategy: Sector Rotation</li></ul>