



AGENDA

OUTLOOK 2019 | November 11 & 12 | Dallas/Ft Worth

Sunday, November 10

6:00 PM Welcome Reception
7:00 – 9:00 PM NAAIM Shark Tank Finals Competition
7:00 PM – Stock Selection Strategies | 8:00 PM – Tactical Strategies

Monday, November 11

8:00 AM Registration
8:45 AM **Welcome** – Matt Spangler, NAAIM President
9:00 – 10:00 AM **Is the Patient Too Old For A Transplant?** – Doug Ramsey, Chief Investment Officer & Portfolio Manager, The Leuthold Group, LLC.
10:00 – 10:45 AM **Software to Drive Efficiency | NAAIM Member Panel** - Jim Applegate, Financial Services Advisory; Jacob Deschenes, Era Capital Management; and Emily Frazier, Spectrum Financial, Inc.
10:45 – 11:15 AM **Refreshment Break**
11:15 – 12:15 PM **Other Revenue Streams for Your Business – NAAIM Member Panel :**

- Financial Planning – Ryan Redfern, Shadowridge Asset Management, LLC
- Newsletter/Subscription – Marty Kerns, Kerns Capital Management, Inc.
- Tax/Attorney/Insurance – Ken Graves, Capital Research Advisors, LLC
- Medicare – Mike Dean, DFG Advisory, Inc.

12:15 – 1:30 PM **Lunch** – Sponsor Introductions & Winner of the Outlook Shark Tank Finals to be announced
1:30 – 2:30 PM **Still Fed Up** – Danielle DiMartino Booth, CEO & Chief Strategist, Quill Intelligence LLC
2:30– 3:30 PM **Using Market Internals and Technical Outlook** – Katie Stockton, CMT, Founder and Managing Partner, Fairlead Strategies, LLC
3:30 – 4:00 PM **Refreshment Break**
4:00 – 4:45 PM **What's Working for your Business? Open Mic - Audience Participation**
5:30 PM All Conference Dinner Party – Off site – Hard Eight BBQ

Tuesday, November 12

8:00 – 9:00 AM Continental Breakfast – Sponsor Hall
9:00 – 10:00 AM **You Get an Audit, and You Get an Audit! Everybody Gets an Audit!** – Ivan Barretto, Managing Director, RIA Compliance Concepts, LLC
10:00 – 10:45 AM **When Do You Pull the Plug on a Dead Strategy?** – NAAIM Allocators Panel: Parker Binion, Kerns Capital Management, Inc.; Dina Fliss, Global View Capital Management; Jack Peters, Horter Investment Management; and David Moenning, Heritage Capital Research
10:45 – 11:15 AM **Refreshment Break** – Sponsor Hall
11:15 AM – 12:15 PM **How to Leverage APIs and Custom Software Development** - Michael Wheeler, Splicer Technology, LLC
12:15 AM – 01:15 PM **Lunch**
1:15 – 2:15 PM **Proven Marketing Systems, Automations & Infrastructure to Unleash Your Firms Ultimate Potential** – Draye Redfern, Founder and Ambassador of Buzz, Redfern Media
2:15 – 2:30 PM **Refreshment Break**
2:30 – 3:30 PM **Round Table Sessions - Small groups with attendee participation**

1. Communication: Client expectations of not beating the market – Rob Bernstein, RGB Capital Group LLC
2. Socially Responsible Investing: Moderator, Dexter Lyons, Horizon Capital Management
3. Marketing: Moderator – Draye Redfern, Redfern Media
4. Trading Techniques - Ben Reppond, Reppond Investments, Inc.

3:45 PM **Conference Adjourns**