The Retirement Advisor University
TRAU Master Class
Agenda

University of Chicago, Booth School of Business
Gleacher Center
450 North Cityfront Plaza Drive
Chicago, Illinois 60611

3rd Floor, Room 306

www.GleacherCenter.com 312-464-8787

Day 1 - Tuesday, November 14, 2017

Time	Sessions	Lecturers
7:00 AM – 8:00 AM	**Breakfast at the Gleacher Center, Room 306**	
8:00 AM – 8:20 AM	**Welcome – Expectations**	Fred Barstein/Steff Chalk, TRAU Greg Porteous, SSgA
8:20 AM – 9:00 AM	**State of DC Industry – Latest Trends**	Fred Barstein
9:00 AM – 11:15 AM	**Session 1: Managing Operations & Human Capital** • 9:00 – 9:30 – Introduction of Issues by Lecturers • 9:30 – 10:30 – What's Working/Not Working (Groups of 6-8 advisors by practice size to be assigned) • 10:30 – 11:15 – Groups report back and advisors complete Improvement Checklists	Tim Rice, Lakeside Wealth Management William Harmon, President of Retirement Corporate 401(k) Market Voya Financial
11:15 AM – 12:30 PM	**Working Lunch: Next Generation Investments**	Brendan Curran, SSgA
12:30 PM – 2:45 PM	**Session 2: Managing Technology** • 12:30 – 1:00 – Introduction of Issues • 1:00 – 2:00 – What's Working/Not Working • 2:00 – 2:45 – Groups report & Checklists	Randy Long, SageView Babu Sivadasan, Envestnet Retirement Services
2:45 PM – 3:00 PM	**Break**	
3:00 PM – 5:15 PM	**Session 3: Managing Partners** • 3:00 – 3:30 – Introduction of Issues • 3:30 – 4:30– What's Working/Not Working • 4:30 – 5:15 – Groups report & Checklists	Don Hess, Lockton Greg Porteous, SSgA
5:15 PM – 5:30 PM	**Close of Day and Prepare for Tomorrow**	Fred Barstein/Steff Chalk, TRAU Greg Porteous, SSgA
6:00 PM – 7:45 PM	**Dinner Reception, Followed by Optional Dine Arounds**	Reception: Lowes Chicago Hotel Room TBD

Courses, Speakers, and Times are subject to change

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Day 2 - Wednesday, November 15, 2017

Time	Sessions	Lecturers
7:00 AM – 8:00 AM	**Breakfast: Gleacher Center, Room 306**	
8:00 AM – 8:15 AM	**Recap**	Fred Barstein/Steff Chalk, TRAU Greg Porteous, SSgA
8:15 AM – 10:30 AM	**Session 4: Client Servicing** • 8:15 – 8:45 – Introduction of Issues • 8:45 – 9:45– What's Working/Not Working • 9:45 – 10:30 – Groups report & Checklists	Jamie Greenleaf, Cafaro Greenleaf Hugh O'Toole, MassMutual
10:30 AM – 10:45 AM	**Break**	
10:45 AM – 1:00 PM	**Session 5: Client Acquisition** • 10:45 – 11:15 – Introduction of Issues • 11:15 – 12:15– What's Working/Not Working • 12:15 – 1:00 – Groups report & Checklists	Alex Assaley, AFS 401(k) Rebecca Hourihan, 401(k) Marketing
1:00 PM – 2:00 PM	**Working Lunch: Regulatory Update**	Melissa Kahn, SSGA
2:00 PM – 2:15 PM	**Break**	
2:15 PM – 4:30 PM	**Session 6: Succession Planning & Capital Structure** • 2:15 – 2:45 – Introduction of Issues • 2:45 – 3:45– What's Working/Not Working • 3:45 – 4:30 – Groups report & Checklists	Joe DeNoyior, Washington Financial Group Retirement Rick Shoff, CAPTRUST
4:30 PM – 5:00 PM	**Program Close & Next Steps**	Fred Barstein/Steff Chalk, TRAU Greg Porteous, SSgA

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