**2015 Top Advisor Teams Summit Bios – Wolcott Wheeler**

**In order of appearance on the speaker’s agenda**

**Christine Gaze**

**Purpose Consulting Group**

Christine is the founder and president of practice management consulting firm, Purpose Consulting Group. She specializes in helping financial services leaders to develop strategies and thought leadership programs that engage and advance financial advisors. During her 18-year career, she has held a variety of leadership roles in practice management, human capital, and sales at firms such as Merrill Lynch, Morgan Stanley, AllianceBernstein, and TD Ameritrade. She frequently speaks at industry events, writes for industry publications, and is often quoted in the press, including *The Wall Street Journal, Financial Planning Magazine,* and *Investment News.* She has a B.S. in Business Administration and Psychology from the State University of New York College at Brockport. She earned a Certified Investment Management Analyst designation through the Wharton School at the University of Pennsylvania.

**Beverly Flaxington**

**The Collaborative**

Beverly is an accomplished human behavior coach who has developed several proprietary training programs. She is the author of eight books, including *The Pocket Guide to Sales for Financial Advisors;* *The 7 Steps to Effective Business Building for Financial Advisors*; and the international bestseller, *Understanding Other People: The Five Secrets to Human Behavior*. Previously she spent her career in the investment business in several C-level roles. Currently a college professor at Suffolk University, she has been quoted in *The Wall Street Journal, Solutions Magazine, Think Advisor* and dozens of other industry publications. In her consulting firm, The Collaborative, which she co-founded in 1995, she has worked with thousands of financial advisors helping them grow their businesses and engage the next generation of leaders.

**Kip Gregory**

**The Gregory Group**

Kip is the Principal and founder of The Gregory Group, which helps leading North American services organizations harness human capital and existing technology to succeed. He specializes in enabling corporations to improve sales productivity and create business value. His talents as a public speaker have been widely praised, and he is known for his ability to demystify technology and uncover practical solutions to confusing and overwhelming topics. Before founding The Gregory Group in 1998, Kip spent 14 years developing and managing businesses for GE Capital and other financial services firms, testing and refining many of the strategies and tactics he now teaches. At GE, his units created billions in assets and consistently surpassed their profit targets.

**David Armstrong**

**Monument Wealth Management**

David is a Managing Director and Co-Founder at Monument Wealth Management. As the firm’s chief investment strategist and portfolio manager, he specializes in innovative practice management, digital marketing, social media and discretionary asset management. He has been featured in many well-known publications and is a frequent speaker at top industry conferences, including *Barron’s* Top Advisor and Top Independent Advisor Summits, SIFMA’s Social Media Seminars, MMI’s Sales and Marketing Leadership Summits, and several LPL Financial conferences. He holds an M.B.A. from the University of South Carolina, is a CFA Charterholder and is currently serving as a Lieutenant Colonel in the United States Marine Corps Reserves.

**Bob Browne**

**Northern Trust**

Bob is Executive Vice President and Chief Investment Officer for Northern Trust and its FlexShares ETFs. He chairs the firm’s Investment Policy Committee. From 2004 until 2009, he was ING Investment Management’s Chief Investment Officer for Fixed Income and Proprietary Investments. From 2002 to 2004, he was founder and Managing Partner of Picador Capital. From 1999 to 2001, he was Co-Head of Americas Fixed Income for Merrill Lynch Investments, working in the firm’s London office from 1997 to 1999 as a senior portfolio manager. From 1989 until 1997 at JP Morgan Investment, he was a global fixed income and currency portfolio manager in the firm’s Tokyo and London offices. He holds a B.A. with a major in economics from the College of the Holy Cross. A Chartered Financial Analyst, he has a Masters in International Business Studies degree from the University of South Carolina.

**Suzette Rothberg**

**American Funds**

Suzette is Senior Vice President with American Funds who focuses on increasing advisor productivity, understanding investor behavior and coaching advisors to attract and retain clients. She aims to define and share the characteristics of successful financial advisors. An avid participant in and promoter of women’s leadership initiatives, she is a certified financial planner and an active member of the Financial Planning Association. She is also a member of the National Speakers Association. She is a graduate of Mount St. Mary’s College in Los Angeles, where she studied international business.

**Marcos Cigagna**

**Wells Fargo Advisors, LLC**

Marcos is a Senior Vice President - Investments with Wells Fargo Advisors, LLC. Previously he served for more than five years as a Senior Vice President of Investments at Banc of America Investment Services. Prior to that, he served as a Vice President at UBS Financial Services (formerly PaineWebber) for over five years. His expertise lies in global business, and he is fluent in four languages. He is a Wells Fargo Advisors Premier Advisor. He received his law degree from Mackenzie University in Sao Paulo, Brazil and earned both his post-baccalaureate degree in Executive Management and his M.B.A. from the Rollins College Crummer Graduate School of Business in Winter Park, Florida, where he graduated at the top of his class.

**Saša Mirković**

**Ameriprise Financial**

Saša is the founder of Ameriprise Financial’sMirković Teal Group, devoted to creating acollaborative wealth advisory experience. It serves about 500 total clients in an advisory relationship, with $207 million AUM. In 2010 she started the Inspire Network, a coaching business that focuses on integrating leadership, developing teams and promoting life balance. In 1998, she joined Ameriprise in Baltimore. She was born and raised in Sarajevo, Bosnian- Herzegovina, where she acted in theatre and on TV as a teen and young adult, played rugby, and studied and taught marketing at the University of Sarajevo.

**Jason Bogardus**

**Morgan Stanley Private Wealth Management**

Jason is an Executive Director, Private Wealth Advisor, with Morgan Stanley’s Private Wealth Management division, based in Morgan Stanley’s Silicon Valley office complex in Menlo Park, California. His team manages fixed income, equity and alternative investment portfolios totaling approximately $11.3 billion (as of December 31, 2013) on behalf of its clients. From 1993 to 1998, he worked for Citicorp in Paris, France and the Republic of Singapore. He joined Morgan Stanley Private Wealth Management in 2000. He was featured in *Barron’s* as a top Financial Advisor in California in 2011. Additionally, Jason’s team was ranked as the #1 wealth management team in America in 2007, 2008 and 2009 by *Research* magazine. He earned a B.A. from the Colorado College in 1993 and an M.B.A. from the Kenan-Flagler Business School at the University of North Carolina, Chapel Hill in 2000.

**Mark Douglass**

**Morgan Stanley Private Wealth Management**

Mark is a Managing Director and a Private Wealth Advisor with Morgan Stanley’s Private Wealth Management division, based in Morgan Stanley’s Silicon Valley office complex in Menlo Park, California. His team manages fixed income, equity and alternative investment portfolios totaling approximately $11.3 billion on behalf of its clients (as of December 31, 2013). He joined Dean Witter Reynolds in 1990 and moved to Morgan Stanley’s Private Wealth Management department in 1991. He has been featured in *Barron’s* as a top Investment Advisor in America, ranking #14 in 2013 and #29 and #26 on the 2012 and 2011 rankings, respectively. Additionally, his team was cited as the #1 wealth management team in America in 2007, 2008 and 2009 by *Research* magazine. He earned a B.A. from UCLA in 1981 and an M.B.A. from the University of California, Berkeley in 1990.

**Geetesh Bhardwaj**

**SummerHaven Index Management**

Geetesh is the Executive Director of Research at SummerHaven Index Management. He has worked closely with Prof. Geert Rouwenhorst over the past decade on the investment properties of commodity futures. His current work includes the long-term properties of commodities and inflation. Prior to joining SummerHaven, he was Senior Economist at the Vanguard Group. He earned his Ph.D. in Economics at Rutgers University.

**Lisa Kueng**

**Invesco**

Lisa Kueng is an Executive Director and Creative Campaign Consultant with Invesco Consulting. Before joining Invesco in 2010, she worked for Van Kampen Investments for 12 years as a member of VK Consulting, the predecessor to Invesco Consulting. Prior to that, she spent 10 years in advertising agency account management, including a two-year engagement as an account supervisor at DDB Worldwide. She has been quoted in the media widely, including *Business Week, The Chicago Tribune, NBC News Philadelphia, Ticker Magazine* and *Fund Marketing Alert*. She is trained as an improv actor and writes

comedy sketches for Invesco-hosted meetings. She holds a B.S. in journalismwith a concentration in speech communications from the University of Illinois and earned her Registered Corporate Coach designation in 2004. She is a regular guest speaker at Loyola University in Chicago.

**Kathleen Burns Kingsbury**

**KBK Wealth Connection**

Kathleenis a wealth psychology expert, founder of KBK Wealth Connection, and the author of several books, including *How to* Give Financial Advice to Women and How to Give Financial Advice to Couples. She serves on the CNBC Digital Financial Advisor Council. A thought-leader writer for *Investment News,* she is frequently quoted in publications such as *The* *Wall Street Journal* and *Reuters.* Sheis a faculty member of the Certified Private Wealth Advisor program of the Investment Management Consultants Association and teaches the Psychology of Financial Planning course at the McCallum Graduate School of Business at Bentley University. She holds a master’s in psychology and a B.A. in Finance.

**Steve Samuels**

**Merrill Lynch Wealth Management**

Steve is a Managing Director with Merrill Lynch Wealth Management, whose responsibilities include strategic integration and Financial Advisor (FA) programs. He is the co-liaison to the FA Advisory Council to Management and is on the executive committee of the Private Client Services Group for the Securities Industry and Financial Markets Association. Previously he was responsible for advisor and field communications activities across Merrill Lynch Wealth Management and the Private Banking & Investment Group. He also served as the national sales executive for U.S. Wealth Management. In this role he also ran the Global Practice Management consulting group. He has an M.B.A. degree from NYU Stern School of Business and currently serves on the Dean’s Advisory Board of the SUNY Albany Business School, where he earned his undergraduate degree

**Martin Boroson**

**OMM Training, LLC**

Martin is the founder of OMM Training, LLC, which provides meditation training programs to large healthcare institutions and Fortune 500 companies, helping employees reduce stress and improve focus, safety, and resilience. He also provides personal mindfulness training to business leaders. His book, *One-Moment Meditation: Stillness for People on the Go*, has been published in thirteen languages, and his short film, *How to Meditate in a Moment*, has been viewed by over one million people. A student of Zen, he has worked as a psychotherapist. As an undergraduate, he studied philosophy at Yale and earned an M.B.A. from the Yale School of Management. His breakthrough, accessible meditation techniques have been featured in *The Huffington Pos*t, *The Oprah Winfrey Show,* and theBBC*.*

**Paul Blease**

**OppenheimerFunds Inc.**

Paul is the Director of the CEO Advisor Institute at the OppenheimerFunds Inc. He possesses more than 25 years of experience as a successful financial advisor, branch and complex manager, and senior executive at two major wirehouse firms. Now, as a nationally recognized thought leader, he helps financial advisors and complex managers review and transform how they run their businesses, lead their teams, and balance their lives. He earned his B.A. from the University of Arizona.

**Giorgio Caputo**

**First Eagle Investment Management**

Giorgio is a Portfolio Manager and Senior Research Analyst at First Eagle Investment Management, which he joined in 2009 as a research analyst covering various energy-related industries including integrated oil companies and downstream businesses. He follows investments within the energy, distribution, paper and packaging, building products and restaurant sectors. Most recently, he was a managing director and industry generalist at JANA Partners, LLC. He began his career in 1996 as a quantitative analyst in the Equity Derivatives Group at Lehman Brothers. After receiving his M.B.A. in 2002, he joined the investment banking division of Credit Suisse First Boston. He received a B.S. in Engineering from Princeton University and an M.B.A. from Columbia Business School. He is fluent in both German and Italian.

**Darrell Riley**

**T. Rowe Price**

Darrell is a vice president of T. Rowe Price Group and a global allocation specialist with its Asset Allocation Group. For 13 years, he held various leadership positions in T. Rowe Price International Ltd. He started his career at the firm in 1997 as an investment analyst in the Equity Research Group, covering medical technology, hospital supply, and specialty pharmaceutical companies. Prior to joining the firm, he was an analyst at the investment management firm of Sanford C. Bernstein & Co., Inc., in New York. He was previously a director of pharmaceutical and medical device business development for American Cyanamid and a business planning analyst for Eli Lilly & Co. He has a B.S. in psychobiology with highest honors from UCLA and an M.B.A. in finance, marketing, and statistics from the University of Chicago.

**Jaclyn Cerbone**

**Source Financial Advisors LLC**

Jaclyn is assistant vice president of wealth management at Source Financial Advisors LLC. Prior to joining Source in 2014, she was employed at J.P. Morgan Private Bank for over five years, working with high-net-worth families and individuals. She was the relationship manager for over 80 clients, providing comprehensive wealth management solutions across banking, investments, credit, estate planning and philanthropy in addition to day-to-day servicing. In her first three years with J.P. Morgan, she worked closely with the J.P. Morgan Investment Bank to introduce corporate executives, entrepreneurs, and owners of family businesses to the Private Bank. She graduated from Georgetown University with a B.S. in Business Administration-Finance and a minor in Psychology.

**Kristen Niebuhr**

**Source Financial Advisors, LLC**

Kristen is President and COO at Source Financial Advisors, LLC. She has more than 25 years of experience in the financial services industry. At Alexandra & James, she was as Chief Administration Officer. Prior to that, Kristen worked for other independent advisory firms, specializing in compliance and operations for start-up advisors and hedge funds. She also has a wealth of experience from traditional wirehouses, including Merrill Lynch and Smith Barney.

**Michelle Smith**

**Source Financial Advisors, LLC**

Michelle is CEO of Source Financial Advisors, LLC, a high-growth specialty wealth management boutique firm with a focus on guiding clients before, during, and after significant financial events. As a high-net-worth divorce financial specialist, she creates sophisticated analyses to be used in the divorce context, either by matrimonial attorneys for their settlement negotiations, or as the neutral financial expert in mediation and the collaborative law process. She started her career in 1987 as a financial advisor at Merrill Lynch. A Certified Divorce Financial Analyst, she launched Source Financial in September 2012. Her Anatomy of a Specialist coaching program is available to advisors seeking a custom roadmap to growth via specialization.

**Andrew Stewart**

**Source Financial Advisors LLC**

Andrew is Managing Director of Investment Strategy at Source Financial Advisors, responsible for the implementation and oversight of client portfolios. Prior to joining Source, he was an integral part of the investment consulting operation at Lebenthal and served on the firm’s Investment Committee. In this role, he collaborated with equity and municipal asset management teams to construct institutional quality portfolios for high-net-worth individuals. He began his career at Morgan Stanley, where he assisted a top-performing team with investment strategy and operations. He is a graduate of Skidmore College with a B.S in Business.

**Andrew Kaplan**

**Deutsche Asset & Wealth Management**

Andrew is an Assistant Vice President and Client Advisor at Deutsche Asset & Wealth Management. Previously, he was a member of the UBS Private Wealth Advisory Group. Before his tenure in wealth management, he was involved in virtually every aspect of business creation and venture capital, both starting and funding companies. He was the President and founder of Aberdeen & Dunbar, a nationally distributed apparel brand, and Principal at Visionary Capital, a venture services firm, which identified, advised and sourced capital for companies. Andrew received his B.A. in history and political science from Hillsdale College. He is a member of the Regional Advisory Board of the Network for Teaching Entrepreneurship.

**Daniel Tumba**

**J.P. Morgan Securities**

Daniel is a Vice President with the Tiano Group at J.P. Morgan Securities, where he has worked since 2008. His responsibilities include financial planning, manager selection and due diligence, portfolio analysis, and advising clients on both sides of their balance sheets. A graduate of University of Florida, he studied Business Administration with a focus in Economics. Daniel is a Certified Financial Planner and a Certified Investment Management Analyst consultant. He earned the CFP designation after studying Financial Planning at Boston University and earned the CIMA designation after studying Investment Management at the University of Chicago Booth School of Business.

**T.C. Wilson III**

**Optimal Service Group**

T.C. is Managing Director – Investments and Institutional Consulting Director with the Optimal Service Group. Before joining the Optimal Service Group in 2001, he spent five years at Wells Fargo Advisors corporate headquarters, where he was responsible for the direction, development and oversight of all institutional consulting programs throughout the firm. Previously, he spent six years with a nationally recognized institutional consulting firm. He was highlighted in the book *The Winner's Circle* and also featured in *The Winner's Circle IV.* In August 2005, he was featured in *Virginia Business* as a member of one of the top Financial Advisor teams in the state. He is a *summa cum laude* graduate of Hampden-Sydney College.

**Seth A. Coren**

**Morgan Stanley**

Seth is a Senior Vice President and Family Wealth Director at Morgan Stanley. He is manages the team of seven professionals who comprise the Coren Edelman Group, which helps families of significant financial means build and protect their wealthm with over $1 billion in AUM (as of July, 21, 2014). He was recently recognized by *Registered Rep* magazine as a 2014 Top 40 Wirehouse Advisor Under 40 and was named a *Registered Rep* Top 100 Wirehouse Advisor in 2009. *New York* magazine recognized him with a 2014 Five Star Wealth Manager award. He is a member of Morgan Stanley’s 2014 President’s Club and has spoken at the 2011 and 2014 *Barron’s* Top Advisory Team Summits. A Certified Financial Planner, he is a graduate of Duke University and speaks fluent Japanese.

**Reza Zafari**

**Private Banking and Investment Group**

Reza is a Managing Director-Investments in the Private Banking and Investment Group at Merrill Lynch’s Century City office. He is a Private Wealth Advisor on a 25-member team that provides private banking services to ultra-high-net-worth clients. He has 25 years of experience advising clients on asset management, trust and estate planning, and private equity investments. Prior to joining Merrill Lynch in 1999, he worked at JPMorgan in Los Angeles, where he managed all private banking services for the West Coast South Region. He also worked for 12 years in private client services at Goldman Sachs and Credit Suisse First Boston. He holds an M.B.A. from the University of California in Los Angeles and is a member of the Board of Trustees at Pomona College.

**Richard Fonash**

**Aberdeen Asset Management**

Richard is a Senior Investment Manager at Aberdeen Asset Management. As a

member of Aberdeen’s Solutions team, he is responsible for both asset allocation

and manager selection, with a focus on multi-asset class investing that seeks to integrate nontraditional and alternative investments into allocation models. He co-manages the firm’s U.S.-based multi-asset allocation strategies and a diversified mutual fund of alternative investments. Aberdeen Solutions seeks to help investors navigate changing market environments by applying a disciplined approach to strategic and tactical asset allocation strategies, manager selection, portfolio construction, and dynamic risk management. He graduated with a B.S. in finance from Villanova University and holds an M.B.A. in finance from the Simon School at the University of Rochester. He is a CFA charterholder.

**Peter J. Sackmann**

**Davis Advisors**

Peter is the Director of Davis Advisors’ Institutional Research Group and serves on its Portfolio Review Committee, which oversees the management of multiple equity strategies, including global, international and all cap equities. He also advises Davis’ ultra-high-net-worth and institutional clients on investment strategies and portfolio construction. He develops and delivers presentations at high-level industry conferences on topics ranging from the impact of investor behavior to Davis’ approach to building long-term wealth. He has almost 20 years of experience in the investment management industry. Prior to joining Davis in 1997, he was an analyst at The Yarmouth Group, an investment firm specializing in real estate separate accounts and commingled funds for institutions. He is a graduate of Yale University and holds the Chartered Financial Analyst designation.

**Amy Florian**

**Corgenius**

Amy is the CEO of Corgenius and a specialist in grief counseling. She travels North America training professionals to effectively support clients in grief, transition and loss. The author of over 90 articles and the book *No Longer Awkward: Communicating with Clients through the Toughest Times of Life*, she former columnist for *The Journal of Financial Planning* who has been quoted or featured in *The Wall Street Journal, Financial Advisor, Financial Planning, MSN Money, On Wall Street,* and *Financial Advisor IQ*. She holds a Master’s degree. As a Fellow in Thanatology, the highest level of certification in the field of grief studies, she teaches a graduate class at Loyola University Chicago. She has worked with over 2,000 grieving people and consults with firms, corporations, and individuals nationwide in the field of grief.

**Eric Greitens**

**Former Navy SEAL**

Eric is a former Navy SEAL, the founder of The Mission Continues, which empowers wounded veterans to serve and lead in communities across America. As a Navy SEAL officer, he was deployed four times, to Iraq, Afghanistan, Africa, and Southeast Asia. He received the Purple Heart and the Bronze Star, with many other decorations. In 2011, the Association of the U.S. Navy named him its Navy Reserve Officer of the Year. He is the award-winning and best-selling author of *Strength and Compassion, The Heart and the Fist* and *The Warrior’s Heart.* A former White House fellow, he teaches public service at the Truman School of Public Affairs at the University of Missouri and at the Olin School of Business at Washington University. He is a Golden Gloves boxer and sub-three hour marathon runner.

**THE FOLLOWING BIOS ARE THOSE OF SPEAKERS NOT ON THE AGENDA, BUT THEY WERE SENT TO ME TO EDIT**

**William J. Greco**

**UBS Wealth Management**

Bill is a Managing Director at UBS and the founder of The Greco Wealth Management Group, a team of seven financial advisors that manages over $4 billion in assets. The team specializes in advising Fortune 500 Companies on managing equity compensation plans and enables corporate executives to integrate their equity compensation into a comprehensive financial plan. With over 26 years at UBS, he was one of the early pioneers in developing cashless exercise programs for corporations. From 2006 to 2014, he has been recognized by *Barron’s* as one of the Top 100 Financial Advisors in the U.S. He earned his BA from Babson College in 1985, majoring in Finance, Investments and Quantitative methods.

**David L. Singer**

**Merrill Lynch Wealth Management**

David is a Managing Director – Wealth Management with the Evelo/Singer/Sullivan Group, a part of Merrill Lynch Wealth Management. He leads a team of 18 professionals who serve affluent families and institutions with sophisticated financial needs. As a senior member of the Group’s investment committee, he oversees the Group’s investment policy and asset allocations. Since beginning his wealth management career in 1991, he has earned national recognition as a leading Financial Advisor. In 2014, *Barron’s* magazine named David for a sixth consecutive year as one of America’s Top 1,200 Financial Advisors. In 2014, he was also named to the *Financial Times* Top 400 Financial Advisors list. He holds an M.B.A. from Xavier University and graduated from DePauw University with dual majors in Economics and English Literature, along with a minor in computational mathematics.

**Elizabeth P. Anderson**

**Beekman Wealth Advisory**

Elizabeth is the Managing Director of Beekman Wealth Advisory, where she has worked since 2003. Prior to founding the firm, she was a Senior Vice President and Principal of Sanford Bernstein & Co. (now AllianceBernstein) from 1999 through 2002. Previously, she was the Chief Investment Officer for Kisco Management, the family office for a Forbes 400 family; a Vice President of the Princeton University Investment Company, which manages the Princeton University endowment; and an investment analyst on the pension fund staffs of Scott Paper Company and Unisys Corporation. She graduated *magna cum laude* and Phi Beta Kappa from Georgetown University’s School of Foreign Service in 1980. In 1987, she earned her M.B.A. from the Harvard Business School. She is a Chartered Financial Analyst.

**Heidi Hanna**

**The American Institute of Stress**

Heidi is a Fellow of the American Institute of Stress and as editor of its publication, *Contentment*. She is *The New York Times* best-selling author of *The SHARP Solution: A Brain-Based Approach for Optimal Performance* and its sequel, *Stressaholic: 5 Steps to Transform Your Relationship With Stress*. Witha master’s degree in mental health counseling and a Ph.D. in holistic nutrition, she has addressed many national and global conferences, including the *Fortune* Most Powerful Women in Business Summit, the Million Dollar Round Table, and the ESPN Women’s Leadership Summit. Her clients have included Johnson & Johnson, PepsiCo, Cisco, Dell, Intel, Proctor & Gamble, Qualcomm, Janus Capital Group, Morgan Stanley, Merrill Lynch, Ameriprise, ESPN and Starbucks, as well as professional and amateur athletes.

**Judy Beatrice**

**Executive Leadership Coach**

Judy is a specialist in executive leadership development and has assumed the roles of facilitator, consultant, coach, and mentor. She assists clients in dealing positively with complex management issues affecting productivity. She is a Certified Professional Behavioral Analyst, a Certified Analyst on Workplace Motivation, a Certified Masterful Coach, and a Certified Business Growth Strategist. She offers emotional intelligence training and coaching and is a certified trainer in using various sophisticated training techniques. Her clients include the not-for-profit sector, major businesses and corporations. Judy has a B.A. in Chemistry and Physics from Regis College, an M.P.H. from Yale University in Environmental Science, an M.B.A. from Northeastern University in Finance and an M.S.T. from Bentley University in Taxation. She has taught at Regis College, Suffolk University, and Bentley College.

**James L. Oberheide**

**Morgan Stanley Private Wealth Management**

James is a Private Wealth Advisor, Executive Director, and Senior Investment

Management Consultant, leading the Oberheide Group at Morgan Stanley Private Wealth

Management. He holds the Family Wealth Director designation, granted after successfully completing a rigorous accreditation program focused on the skills required for comprehensive wealth management specific to wealthy individuals and family offices. He has been named to *Barron’s* list of the Top 1,000 Advisors in America for 2011, 2012, 2013; *Barron’s* Top 1,200 Advisors in 2014; and *The Financial Times* Top 400 Financial Advisors in 2014. Prior to joining Morgan Stanley as a consultant in 2007, he was a Principal and Senior Advisor with Bernstein Global Wealth Management. In his 14 years there, he advised wealthy families, organizations and their consultants on asset allocation, investment guidelines, performance attribution and capital markets outlook.

**Jon Picoult**

**Watermark Consulting**

Jon is the founder of Watermark Consulting, a customer experience advisory firm specializing in the financial services industry. He helps companies build brand loyalty in the marketplace by creating impressive end-to-end brand experiences. He has worked with thousands of executives and entrepreneurs across some of the world’s foremost brands. His insights have been featured in dozens of publications, including *The Wall Street Journal, The New York Times, Forbes* and *Inc.* Prior to founding Watermark, he held senior executive roles at several Fortune 100 companies, leading service, technology, sales and marketing. Early in his career, he became the youngest executive officer in the over-150-year history of a leading global financial services company.

He received his A.B. in Cognitive Science from Princeton University and his M.B.A. in General Management from Duke University.

**Ray Sclafani**

**ClientWise**

Ray is the founder and head of ClientWise, a leading coaching and training company exclusively serving the financial services industry. ClientWise’s unique coaching programs and team of credentialed coaches help advisors and companies advance their professional excellence and financial success with greater focus and ease. In his 20 years at AllianceBernstein, he was one of the company’s top sales professionals and executive leaders. He created and executed highly successful sales plans and built enduring client connections as the founder and Managing Director of AllianceBernstein’s Advisor Institute. He earned the Professional Certified Coach designation from the International Coach Federation. He also holds a Master’s Certification in Neuro-Linguistics from the International Association for Neuro-Linguistic Programming. He has participated in The Strategic Coach Program for 17 years.

**David B. Mazza**

**State Street Global Advisors**

David is a Vice President of State Street Global Advisors and the Head of ETF Investment Strategy for the Americas within the SPDR ETF Sales Strategy. He manages a team of Investment and Product Strategists who generate strategic and tactical investment opportunities for the ETF marketplace, while developing market outlooks and investment themes that integrate the firm’s thought leadership from across different investment disciplines. He also authors whitepapers on various market and ETF-related topics. Previously he was a member of the firm's Global Enhanced Equity Group, responsible for research, portfolio management and product positioning across multiple investment strategies. He received his B.A. in Political Science and Philosophy from Boston College. He holds the FINRA Series 7 and 63 licenses.

**Toby Moskowitz**

**AQR Capital**

Toby is an Academic Consultant for AQR Capital, where he contributes research on asset pricing and investment issues related to domestic and international equities and household and institutional portfolio choice to AQR’s Global Stock Selection and Global Asset Allocation teams. He is currently a Professor of Finance and Neubauer Family Faculty Fellow at the University of Chicago’s Booth School of Business and a research associate at the National Bureau of Economic Research. He has won numerous awards for his academic research, including the Smith-Breeden Award for the Best Paper Published in *The Journal of Finance*. In 2007, he was awarded the prestigious Fischer Black Prize by the American Finance Association, which recognizes the best financial economist under the age of 40. He earned a B.S. in industrial management/industrial engineering and an M.S. in finance from Purdue University and a Ph.D. in finance from UCLA.

**Albert C. Boris III**

**Deutsche Bank Alex. Brown**

Albert is a Director and Investment Adviser Representative at Deutsche Bank Alex. Brown. He has been with the firm since 1990 and is responsible for the group’s equity management. Prior to joining Deutsche Bank Alex. Brown, he was a Vice President with Kidder, Peabody & Co., a national investment banking and brokerage firm and division of GE Financial Services. He has over 30 years of experience in the financial services industry and was named one of *Barron’s* Top 1,000 Advisors in 2011, 2012 and 2013. He holds an M.B.A. in International Business and an M.S. and two B.S. degrees from The Pennsylvania State University. He is a graduate of the Securities Industry Association’s Institute at the Wharton School of the University of Pennsylvania.

**J. Chris Cooke**

**Wells Fargo Advisors**

Chris is a Managing Director – Investments and Senior Institutional Consultant with Wells Fargo Advisors. The Cooke Financial Group, which he heads, was named the 2008 #1 Family Team in America by Research Magazine. Chris received national recognition as a 2007 Outstanding Advisor by *Registered Representative* magazine. He was named to the *Barron’s* Top 1,000 in 2010 through 2014 and named a Top Advisor for the State of Indiana in each year (#4 in 2010, #6 in 2011 and #5 in 2012, #8 in 2013 and #7 in 2014). He has been a speaker in front of the *Barron’s* Top 100 Financial Advisors on multiple occasions. In 2014, he was named to the Financial Times 400. A Certified Investment Management Analyst, he holds with a bachelor’s degree in accounting from the University of Notre Dame and a J.D., with a focus on tax law, from the Indiana University Law School-Indianapolis.

**Salvatore A. Tiano**

**J.P. Morgan Securities**

Sal is a Managing Director and Financial Advisor and head of the Tiano Group at J.P. Morgan Securities. Sal has been providing investment services to high-net-worth individuals, corporations and charitable organizations for more than two decades. He began his career in 1989 with Drexel Burnham and later joined Bear Stearns Private Client Services (now J.P. Morgan Securities) in 1991, where he became one of the youngest Senior Managing Directors in the history of the company. He constructs and manages customized portfolios for clients in the J.P. Morgan Securities Portfolio Manager Program. He is a graduate of Dartmouth College.

**Toby Moskowitz**

**AQR Capital**

Toby is an Academic Consultant with AQR Capital, where he contributes research on asset pricing and investment issues related to domestic and international equities and household and institutional portfolio choice to AQR’s Global Stock Selection and Global Asset Allocation teams. He is currently a Professor of Finance and Neubauer Family Faculty Fellow at the University of Chicago’s Booth School of Business and a research associate at the National Bureau of Economic Research. He has won numerous awards for his academic research, including the Smith-Breeden Award for the Best Paper Published in *The Journal of Finance*. In 2007, Toby was awarded the prestigious Fischer Black Prize by the American Finance Association, which recognizes the best financial economist under the age of 40. He earned a B.S. in industrial management/industrial engineering and an M.S. in finance from Purdue University, as well as a Ph.D. in finance from UCLA.

**Donald Bennyhoff**

**Vanguard Investment Strategy Group**

Donaldis a senior investment analyst for Vanguard Investment Strategy Group. He is a member of the group responsible for capital markets research and the asset allocations used in Vanguard’s fund-of-fund solutions, such as the Target Retirement Funds. The group is also responsible for maintaining and enhancing the investment methodology used for advice-based relationships with high-net-worth and institutional clients. With a career that began in the financial services industry in 1991, Donald has authored a number of research papers on topics of concern for institutional and ultra-high-net-worth audiences. A CFA charterholder, he earned a bachelor’s degree from Furman University.

**Joseph Mahon**

**Frankfurt Kurnit Klein & Selz**

Joseph is a partner in Frankfurt Kurnit Klein & Selze’s Estate Planning and Administration Group who advises high-net-worth clients, executives and business owners on family wealth planning, administration and succession. He regularly assists clients in structuring, documenting and implementing plans and transactions to maximize and protect wealth. For more than 25 years, he has advised clients on a range of legal issues relating to wealth management. He served as a member of the New York City Bar's Committee on Trusts & Estates from 1987 to 1989 and on the New York State Bar Association’s Committee on Legislation - Trusts & Estates Section from 1990 to 1996. He earned a B.A. from the University of Pennsylvania, a J.D. from Rutgers University School of Law, and an LL.M in Taxation from the NYU School of Law. He is admitted to practice in New Jersey, New York and Pennsylvania.

**Shawn Fowler**

**Morgan Stanley**

Shawn is a Managing Director and Private Wealth Advisor at Morgan Stanley who focuses on pre-liquidity planning and generational wealth transfer. After working for RAF Financial Corporation specializing in institutional fixed income and bank risk analytics, he joined Morgan Stanley as a wealth advisor. He was recognized as the #1 advisor in Colorado by *Barron’s* for 2014 and has been named to *Barron’s* list of America’s Top 1,200 Advisors since 2010. He was also named to *The Financial Times’* list of America’s Top 400 Financial Advisors in 2013 and 2014. He graduated from Metropolitan State College in Denver, Colorado with a Bachelor of Science. He later completed the Senior Financial Advisor Program at the Wharton School of Business at the University of Pennsylvania.

**Joe Torre**

**Major League Baseball**

Joe is the Executive Vice President for Baseball Operations for Major League Baseball

Beginning in 1995, he served as Manager of the Yankees for 11 years. The Yankees made the playoffs every year under his tenure. He led the Yankees to six World Series appearances, winning four World Series Championships, most recently in 2000. After managing the Los Angeles Dodgers from 2008-10, he was named executive vice president for baseball operations of the MLB in February 2011. During his seventeen-year playing career, he played for Milwaukee, Atlanta, St. Louis, and the Mets. He hit over .300 five times in his career and was a nine-time All-Star. In 1971, he was the National League MVP as a member of the Cardinals. He is the co-author of two books, *Chasing the Dream* and *Joe Torre's Ground Rules for Winners*.