

ADISA 2025 Annual Conference & Trade Show

AGENDA

**DRAFT, as of 8/18/2025*

MONDAY, SEPTEMBER 29

12:00-1:30 pm

Women's & Next Generation Lunch

1:45-2:00 pm

Conference Welcome

2:00-2:50 pm

General Session I: From Private Markets to Real Assets – What's Next in Alternatives and Why They're Essential

Join Brian Murphy, co-chief investment officer and portfolio manager at First Trust Capital Management, as he shares his expert perspective on the evolving landscape of alternative investments. Drawing on two decades of experience across hedge funds, private equity and multi-manager strategies, Brian will explore key trends shaping the future of alternative assets, emerging opportunities in a shifting macro environment, and the structural challenges investors must navigate. Join us to gain actionable insights into the alternative investment landscape and how to help investors capitalize on today's challenges and opportunities.

Speaker: **Brian Murphy**, First Trust Capital Management

Session coordinator: Jade Miller, ADISA

3:00-3:50 pm

(1) From Institutional to Accessible: Why and How to Invest Now in These Featured Real Estate Trends and Markets

Real estate is HOT right now with unique investing opportunities. Hear from industry experts in CRE specifically dialing into infrastructure, multifamily and industrial assets. This session breaks down the market drivers, investment potential, and practical ways investors--beyond the institutional tier--can access these high-demand sectors now.

Moderator: **Colby Taylor**, Independent Financial Group

Speakers: **Gael Ragone**, Carter Funds; **Dwight Dunton**, Bonaventure; **Joshua Volen**, CIRE Equity

Session coordinator: Colby Taylor, Independent Financial Group

TRACK: Product

(2) Modeling with Alternatives: How to Consider and Evaluate Alts as Part of Your Model Portfolio

Hear a discussion about the various ways alts are considered and used within a model portfolio. While many strategies and allocations are considered, how do you make this a

reality in creating a portfolio model that not only satisfies the needs of the client but makes it easier to trade and transact in a timely manner, which would include coordination between the RIA platform, broker-dealers, custodians and asset sponsors. Take away the to-do items to include alts within the portfolio models.

Moderator: **Rajeev Kotyan**, Innovative Advisory Group

Speakers: **Fred Baerenz**, FLPutnam Investment Management Co.; **Justin Martin**, Legacy Wealth Management; **Brian Sells**, CNB Custody

Session coordinator: Rajeev Kotyan, Innovative Advisory Group

TRACK: Advisor 101

(3) Drill Down: Energy Advisor 101

Breaking down the energy asset class: evaluating, underwriting, deploying.

Moderator: **Woody Soemantoro**, MDS Energy Development

Panelists: **Sam Irvani**, Waveland Energy; **Brandi Van Loon**, Renaissance Growth Partners; **Sean Caldwell**, Montego Minerals; **Russell Putnam**, FactRight

Session coordinator: Woody Soemantoro, MDS Energy Development

TRACK: Advisor 101

4:00-4:50 pm

General Session II: Successfully Driving Revenue in Turbulent Times -- Fireside Chat with Broker-Dealer Executives

In a time of market volatility and shifting investor expectations, these broker-dealer executives have steered their firms to measurable success. Join this candid conversation as they share the strategies, innovations and leadership decisions that have fueled revenue growth and positioned their organizations for the future. Learn how they've adapted, evolved and thrived -- despite unpredictable tides of the financial services industry.

Moderator: **Joanna Venetch**, Hana Solutions

Speakers: **Matt Fries**, Cetera Financial Group; **Danielle Delongchamp**, Concorde Investment Services; **Chad Cristo**, Independent Financial Group

Session coordinator: Joanna Venetch, Hana Solutions

4:50-5:30 pm

General Session III: ADISA Updates and Awards

Hear from ADISA Board President and new leadership on the state of the union for all things alternatives and ADISA. We will also have timely industry data and Q&A presented by Stanger.

Speakers: ADISA Board President **Matt Iak**, U.S. Energy Development Corporation; **Jade Miller**, ADISA; **John Grady**, ADISA; **Kevin Gannon**, Robert A. Stanger & Co.

5:30-6:45 pm

Welcome Cocktail Reception

TUESDAY, SEPTEMBER 30

8:00-9:00 am

Breakfast & Exhibits

9:00-9:50 am

General Session IV: Market Trends and Sector Economics in Real Estate, Oil & Gas, and Energy

Join Green Street for a timely presentation on key trends shaping the commercial real estate market. This session will provide data-driven insights on sector performance, capital markets and valuation shifts, equipping investors and industry professionals with the intelligence needed to navigate today's dynamic environment. We will then be joined by Matt Iak who will do a deep dive into the fundamentals and economic trends shaping the energy and oil & gas markets today. Hear from industry experts on the state of the union for these asset classes and what that means for future outlooks.

Speakers: **Matt Iak**, U.S. Energy Development Corporation; **Bayle Smith**, Green Street

10:00-10:50 am

(4) Where the Smart Money Goes: How to Invest and Access Private Equity and Private Credit Today

Explore how private equity and private credit are essential in a portfolio. Learn how they differ, the unique roles each can play in a well-balanced portfolio, and why they're attracting smart money today. This session unpacks current market trends, key risk-return profiles, and practical strategies for allocating to these private market opportunities.

Speakers: **Greg Friedman**, Peachtree

Session coordinator: Colby Taylor, Independent Financial Group

TRACK: Product

(5) 2025 Mountain Dell Market Update: 1031 Exchanges and DST Strategies in a Changing Landscape

This session will deliver a timely update on the current state of the 1031 DST market. Mountain Dell will explore DST sponsor performance and trends and discuss how evolving market conditions are impacting DST offering and product development.

Speaker: **Taylor Garrett**, Mountain Dell Consulting

Session coordinator: Christine Petersen, Inland Securities Corporation

TRACK: Product

(6) Wrapped for Advantage: Utilizing Alts Within Insurance

You will hear from leaders in the insurance industry regarding the use of alts within insurance contracts that allow access to alternative funds that are otherwise nearly impossible to buy into. Also learn how these strategies can be used in tax planning through the tax advantages of insurance contracts.

Moderator: **Peter Magnuson**, Osaic

Participants: **Dan Davies**, Prudential Financial; **Sandy Geyelin**, Athene

Session coordinator: Peter Magnuson, Osaic

TRACK: DDO/Executive

11:00-11:50 am

General Session V: From Spreadsheets to Smart Systems: Evolving Technology in Alternative Investments

The alternative investment industry is undergoing a rapid digital transformation, moving beyond manual workflows and fragmented data toward integrated, intelligent platforms. This session explores how technologies--such as artificial intelligence, advanced analytics, and data portability--are reshaping deal sourcing, due diligence, risk management, and investor reporting. Attendees will gain insights into how leading firms are leveraging automation and real-time data to improve operational efficiency, and create competitive advantage. Whether you're a fund manager, allocator, or service provider, you'll leave with a clear understanding of how to future-proof your technology strategy in an increasingly data-driven marketplace.

Moderator: **Aaron Pollak**, VENTURE.co Holdings

Participant: **Mike Kell**, iCapital

Session coordinator: Aaron Pollak, VENTURE.co Holdings

11:50 am-1:15 pm

Lunch & Exhibits

1:25-2:15 pm

(7) The Tax Mitigation Playbook: Alt Strategies for Every Portfolio

Looking for smarter ways to reduce tax liability while building wealth? This session explores proven alternative strategies -- including qualified opportunity zones (QOZs), Roth conversions, 1031 exchanges, and oil & gas investments -- that can help investors defer, reduce or even eliminate taxes. Learn how to apply these tools effectively across a range of client goals and portfolio types.

Moderator: **Doug Blake**, Kingswood US

Panelists: **Mike Haven**, U.S. Energy Development Corporation; **Alex Samoylovich**, CEDARst Companies; **Keith Lampi**, Inland Real Estate Investment Corporation

Session coordinator: Mike Haven, U.S. Energy Development Corporation

TRACK: Advisor 101

(8) New. Now. Next. Innovative & New Products

Speakers: **John Grady**, ADISA; **Chip Cunningham**, Williams Mullen

Session coordinator: Tom Voekler, Williams Mullen

TRACK: DDO/Executive

(9) From Optional to Essential: The Case for Alternative Investments

The standards for investment portfolio construction are changing. The traditional 60/40 allocation no longer delivers the diversification and resilience investors need. In this dynamic panel, we'll challenge conventional wisdom and demonstrate why alternative investments are essential in the modern marketplace. Discover how to integrate alternatives effectively, mitigate risk and build portfolios designed for the future.

Moderator: **Jay Frank**

Speakers: **Matt Fries**, Cetera; **Mat Dellorso**, SEI; **Sylvia Kwan**, Ellevest

Session coordinator: Sydney Hockaday, Concorde Investment Services

TRACK: Advisor 101

2:25-3:15 pm

General Session VI: Artificial Intelligence

Speakers: **Aaron Pollak**, VENTURE.co Holdings; **David Itzkovitz**, Optimal Advisor AI

3:15-3:45 pm

Break & Exhibits

3:45-4:35 pm

(10) Ask the Tax Attorneys

Hear from our industry tax experts. We will solicit your questions and cover tax issues with respect to 1031, DST, 721, OZ and other structures. Come hear what you will need to know about these structures and what to look out for.

Speakers: **Tom Voekler**, Williams Mullen; **Darryl Steinhouse**, DLA Piper

Session coordinator: Tom Voekler, Williams Mullen

TRACK: DDO/Executive

(11) Cracking the CLO Code: Opportunities in Structured Credit

Collateralized loan obligations (CLOs) are becoming an increasingly common part of the financial ecosystem and how businesses are accessing funding to financial and expand their operations. While CLOs may appear complex at first glance, our panel of experts will seek to demystify this investment structure and how it can form a key component within an investor's portfolio. Join our panel, featuring portfolio managers and executives from leading market participants, for a robust discussion that will explore the origins of CLOs, the expansion of CLOs within the broader credit ecosystem, major developments and evolution in the CLO market, and discussion of key challenges and opportunities for investors in the market.

Moderator: **Jake Heidkamp**, FactRight

Speakers: **Daniel Ko**, Eagle Point Credit Management; **Josh Soffer**, Prospect Capital Management; **Brian Aleksa**, Oxford Funds

Session coordinator: Jake Heidkamp, FactRight

TRACK: Product

(12) Succession Planning: Building Value and Leaving a Legacy

Start planning for succession now. How can alts build value for your practice, what kind of legacy do you want to leave and what does that transition look like for your successor and your clients? Join industry experts to evaluate your practice's worth and next steps.

Moderator: **Ann Moore**, International Assets Advisory

Participants: **Mark Kosanke**, Concorde Investment Services

Session coordinator: Jen Ricci, Skyway Capital Markets

TRACK: Advisor 101

4:45-5:45 pm

General Session VII: NFL Legend Emmitt Smith

From End Zones to Enterprises: Emmitt Smith's Journey in Sports, Business & Finance

Hear his journey from football greatness to business success:

- Lessons learned on the field and in the boardroom
- Insights on leadership and resilience
- Building wealth beyond the game

NFL Career Stats:

- One of the greatest to ever play the game
- 15 seasons as a running back
- Most career rushing yards: 18,355
- Most career rushing touchdowns: 164
- Three Super Bowl championship rings
- Pro Football Hall of Fame member
- NFL 100 All-Time Team
- Eight-time Pro Bowler
- First-round pick in the 1990 NFL draft

Don't miss this once-in-a-lifetime opportunity to learn from one of the greatest athletes turned financial leader.

5:45-7:00 pm

Cocktail Reception

WEDNESDAY, OCTOBER 1

8:00-9:00 am

Breakfast & Exhibits

9:00-9:50 am

General Session VIII: Hot Topic Debate

Does net worth serve as an appropriate proxy for investor sophistication? Individuals qualify as an accredited investor with a net worth of \$1 million. Policymakers continue to discuss markers and metrics to identify a sophisticated investor. You will hear thoughtful arguments during this lively discussion to help you understand why it exists and what it could become.

Debate host: **John Donovan**

Session coordinator: Kyle Kadish, IBN Financial Services

10:00-10:50 am

General Session IX: Legislative & Regulatory Update

Moderator: **John Grady**, ADISA

Participants: **Mark Quinn**, Cetera; **Joe Sheirer**, FINRA

11:00-11:50 am

(13) Broker-Dealer Advisory Council

(14) RIA Advisory Council

(15) Got Questions? Get Answers. An Open Q&A with Alternative Investment Experts

Ever wish you could get straight answers to your alternative investment questions -- but weren't sure who to ask? Don't leave the ADISA meeting without clarity. This interactive session is your opportunity to engage directly with a panel of seasoned experts. Whether you're new to alternatives or a seasoned professional, bring your questions -- we're ready to tackle everything from foundational principles to complex structures.

Session coordinator: Greg Mausz, Skyway Capital Markets

TRACK: Advisor 101