



Financial Research Associates  
proudly presents

New Concurrent Tracks for  
Marketing, Sales, Distribution,  
Technology & Operations

# The 9th Annual Managed Accounts & UMA Summit

**September 12-13, 2011**  
**The Harvard Club**  
**in Boston**



## What You Can Expect from This Year's Event:

- The latest product trends, projections, and opportunities in the industry
- What's the latest on the shift to model-only UMAs and the impact on the industry?
- How can UMAs compete against other products?
- Practical tips for helping your advisor capture and retain more business
- The latest on managed accounts & UMA technology integration
- Strategies for improving UMA scalability and operational support
- Using social media & various online tools to reduce cost & boost service
- How can sponsors build a business case for UMA adoption? We'll show you a three-step process

**Featuring top-level speakers and 9 unparalleled networking opportunities! This is the one Managed Account & UMA Summit you simply can't miss!**

## Conference Sponsors:

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## The Conference Sponsor

Financial Research Associates provides the financial community with access to business information and networking opportunities. Offering highly targeted conferences, FRA is a preferred resource for executives and managers seeking cutting-edge information on the next wave of business opportunities. Please visit [www.frallc.com](http://www.frallc.com) for more information on upcoming events.

### Take your managed accounts business to the next level— even during this tumultuous time in the financial markets!

Join a “Who’s Who” of the MA industry September 12-13 in Boston for Financial Research Associates’ **9th Annual Managed Accounts & UMA Summit**. You’ll hear from the industry’s leading minds exactly where the industry’s headed and, most importantly, what you need to do to boost your business in the coming years.

#### You’ll learn:

- How to respond to the proliferation of model-only UMAs
- The latest industry projections and trends
- How to manage communications risk in model-only delivery
- The case for adoption of “Managed Asset Allocation Programs”
- Ways to cope with the surge of break-away brokers

#### PLUS: We’ve designed two specialized tracks to best fit your needs:

##### Track A focuses on key issues in marketing, sales and distribution:

- Helping your advisor capture & retain business
- How to shine vs. your competition
- Using social media to boost business and decrease costs

##### Track B focuses on pertinent issues in technology and operations:

- Which components of your program should you outsource?
- New technology developments on the horizon
- UMA scalability and operational support

Don’t miss the most educational event in the MA industry!

Register today! Call 800-280-8440 or register online at [www.frallc.com](http://www.frallc.com).

Sincerely,

*Laura Garza*

Laura Garza, *Senior Vice President*  
**FINANCIAL RESEARCH ASSOCIATES, LLC**

*P.S. Check out our incredible opening keynote panel featuring **Andrew Clipper** from Citi Markets & Banking, **Jeffrey Strange** from Cerulli Associates, **Russell Tipper** from Merrill Lynch Global Wealth Management, **Tracy Gallman**, LPL Financial, and **Chris Wager** from Wells Fargo Advisors.*

### Media Partners



### We’re Social



### Confirmed Speakers To-Date Include:

Aaron Schumm, **FOLIODYNAMIX**  
 Alois Pirker, **AITE GROUP**  
 Andrew Buntain, **FRANKLIN TEMPLETON INVESTMENT CORP.**  
 Andrew Clipper, **CITI MARKETS & BANKING**  
 Barry K. Mendelson, **CAPITAL MARKET CONSULTANTS**  
 Brett A. Ginter, **DTCC/SMART CONSULTING GROUP, LLC**  
 Carrie Coghill, **COGHILL INVESTMENT STRATEGIES**  
 Chris Wager, **WELLS FARGO ADVISORS**  
 David H. Gardner, **SMART CONSULTING GROUP LLC \* DTCC WEALTH MANAGEMENT SERVICES**  
 Denean Williams, **CAMERON CAPITAL MANAGEMENT**  
 Frank Campanale, **FIRST ALLIED SECURITIES, WEALTH MANAGEMENT**  
 Gary Jones, **MONEY MANAGEMENT INSTITUTE**  
 Gavin Spitzner, **PRUDENTIAL WEALTH MANAGEMENT SOLUTIONS**  
 George Raffa, **RAYMOND JAMES FINANCIAL**  
 Hanna Salvatore, **MAINSTAY INVESTMENTS**  
 Jack Sharry, **LIFEYIELD, LLC**  
 Jean Sullivan, **DOVER FINANCIAL RESEARCH**  
 Jeffrey Strange, **CERULLI ASSOCIATES**  
 Jennifer D. Hartmann, **CIMA, THE PELICAN BAY GROUP \* MORGAN STANLEY SMITH BARNEY**  
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 Jonathan Flitt, **CITI**  
 Karyn Vincent, **VINCENT PERFORMANCE SERVICES LLC**  
 Margaret Doherty, CFA, **PRUDENTIAL WEALTH MANAGEMENT SOLUTIONS**  
 Mark Thomas, **PIMCO**  
 Matt Schott, **Financial RESEARCH CORPORATION**  
 Matthew P. Huss, **Columbia Management**  
 Michael S. Caccese, **K&L GATES LLP**  
 Patrick Newcomb, **CERULLI ASSOCIATES**  
 Paul G. Ahern, **WINSLOW CAPITAL GROUP, LLC**  
 Phil Masterson, **SEI**  
 Randy Bullard, **PLACEMARK INVESTMENTS**  
 Reed Murphy, **CENTRAL TRUST & INVESTMENT COMPANY**  
 Ronald J. Surz, **PPCA, INC.**  
 Russell W. Tipper, CIMA®, **MERRILL LYNCH GLOBAL WEALTH MANAGEMENT**  
 Scott MacKillop, **FRONTIER**  
 Seth Johnson, **REDI2 TECHNOLOGIES**  
 Stephen Boyle, **TRADITIONAL CAPITAL MANAGEMENT**  
 Steve Papulak, **SEI**  
 Tom Stabile, **FUNDFIRE**  
 Tracy Gallman, **LPL FINANCIAL**  
 Walter Hartford, **MFS INVESTMENT MANAGEMENT, INC.**

### Top Reasons to Attend

- Hear from a “Who’s Who” of the MA industry
- Discover the impact of model-only UMAs—and how to manage and communicate risk in those programs
- Uncover the top-notch sales and marketing practices that can make you stand out from the competition
- Learn exactly which things to outsource—and which to keep in-house
- Assess how the industry is using social media and online tools to reduce cost and boost client service
- Look closely at the case for adoption of “Managed Asset Allocation Programs”
- Find out how UMAs can best compete against other products
- Understand how to best cope with the surge of break-away brokers
- Hear an up-to-date report on the data standards
- Dealing with an increase in product proliferation: how are processes, systems and sponsor/platform organizations coping?

### Sponsorship and Exhibit Opportunities

Enhance your marketing efforts through sponsoring a special event or exhibiting your product at this event. We can design custom sponsorship packages tailored to your marketing needs, such as a cocktail reception or a custom-designed networking event. **To learn more about sponsorship opportunities, please contact Kevin Weigel at (704)341-2448 or [kweigel@frallc.com](mailto:kweigel@frallc.com)**

# To Register: Call 800-280-8440 or visit us at [www.frallc.com](http://www.frallc.com)

## DAY ONE:

# Monday, September 12, 2011



7:45 - 8:15

Registration & Continental Breakfast

**8:15**

## Co-Chairs' Opening Remarks

Phil Masterson, *Managing Director, Investment Manager Services Division President, Advisors' Inner Circle (AIC) Funds, SEI*

David H. Gardner, *Principal, SMART CONSULTING GROUP LLC External Project Director, DTCC WEALTH MANAGEMENT SERVICES*

**8:30 – 9:30 Opening Keynote Panel:**

## Managed Accounts & UMAs: Future Trends, Projections, and Opportunities

- Are Managed Accounts & UMAs rebounding?
- Update on products and players
- How has the industry evolved and is it poised for growth?
- Can flows to rep-driven programs continue?
- State of asset manager acceptance of model submission
- How much marketshare can ETFs capture?
- Profile of fastest growing program sponsors
- The blurring of sponsor and advisor discretion on portfolio construction

### Moderator:

Phil Masterson, *Managing Director, Investment Manager Services Division President, Advisors' Inner Circle (AIC) Funds, SEI*

### Panelists:

Andrew Clipper, *Managing Director, Investor Services, CITI MARKETS & BANKING*

Jeffrey Strange, *Director, CERULLI ASSOCIATES*

Russell W. Tipper, CIMA®, *Director, Managed Solutions Group, MERRILL LYNCH GLOBAL WEALTH MANAGEMENT*

Tracy Gallman, *Senior Vice President, Investment Product & Platform Development, LPL FINANCIAL*

Chris Wager, *DMA Product Manager, Advisory Products Group, WELLS FARGO ADVISORS*

**9:30 – 10:15**

## Identifying and Managing Risk in the UMA/Model Portfolio Industry

David Gardner, SMART Consulting and Strategic Partner with DTCC's Wealth Management Services and Jean Sullivan, Managing Director, Dover Financial Research will discuss the current market risks facing Model Providers and Model Receivers. Additionally they will provide an update on the Industry Solution for UMA/Model Portfolio Management developed by DTCC in conjunction with the MMI, known as the Model Management Exchange.

Jean Sullivan, *Managing Director, DOVER FINANCIAL RESEARCH*

David H. Gardner, *Principal, SMART CONSULTING GROUP LLC External Project Director, DTCC WEALTH MANAGEMENT SERVICES*

Additional Speaker TBA

**10:15 – 11:00 Part I**

## UMA Model Industry Shift: Examining the Proliferation of Model-Only UMAs - - Short & Long Term Impact on the Industry

- Which sponsors use model-only?
- Model-only considerations & limitations
- What can sponsors learn from the experience of investment managers with large SMA business?
- What new capabilities are required?
- How will sponsors need to innovate in order to break the client service scalability barrier?
- Operational & infrastructure changes
- What do the numbers have to say about this industry influx?
- Model-only vs. traditional SMAs – what are the latest numbers?
- How are the vendors who rely on manager connectivity responding to the possibility that traditional SMAs might wither away or die?
- Timing of trades pros/cons

Russell W. Tipper, CIMA®, *Director, Managed Solutions Group, MERRILL LYNCH GLOBAL WEALTH MANAGEMENT*

Walter Hartford, *Business Development Officer - Separately Managed Accounts, MFS INVESTMENT MANAGEMENT, INC.*

Mark Thomas, *Senior Vice President, Head of Managed Accounts, PIMCO*

Chris Wager, *DMA Product Manager, Advisory Products Group, WELLS FARGO ADVISORS*



11:00 – 11:15

Morning Break

**11:15 – 12:00 Part II**

## Managing Communications Risk in Model Delivery

Although models-only programs streamline interactions between investment managers and sponsors, with more and more assets moving to models-only, those interactions are becoming much more sensitive. Where a mistake communicating a client instruction in a traditional SMA program could result in an error the size of the account, a mistake in a models program could affect the entire portfolio. What are some of the issues that managers face? What are they doing to improve controls to avoid costly errors? And why should sponsors be concerned?

### Moderator:

Aaron Schumm, *Senior Vice President, Product, FOLIODYNAMIX*

### Panelists:

Scott MacKillop, **FRONTIER**

Randy Bullard, *Executive Vice President, PLACEMARK INVESTMENTS*



**12:30 – 2:00**

**Luncheon for All Managed Accounts & UMA Attendees**

## A New Federal Fiduciary Standard: Boon or Burden to the UMA?

### Luncheon Speaker

Tom Stabile, *Senior Reporter, FUNDFIRE*

## Rave Reviews from Our Past Managed Accounts Conferences:

*"Terrific forum for sharing real world solutions to issues and ways to address today's opportunities"*

*"Solid panels and excellent knowledge base"*

*"Excellent! Covered pertinent topics relating to SMAs"*

*"Great mix of speakers giving us a state-of-the-industry update on all the issues related to managed accounts"*

**To Register: Call 800-280-8440 or visit us at [www.frallc.com](http://www.frallc.com)**

## Track A Marketing, Sales, & Distribution

2:00 – 2:45A

### **You're on the Platform – Now What? Helping Your Advisor Capture & Retain Business**

- Making your advisor look like a hero
- Who is doing this successfully?
- What makes them successful?
- Effectively training advisors
- Improving advisor-client communication

*Moderator:*

Frank Campanale, *Chairman & CEO, FIRST ALLIED SECURITIES, WEALTH MANAGEMENT*

*Panelists:*

Jennifer D. Hartmann, CIMA, *Senior Vice President - Wealth Management Senior Institutional Consultant, THE PELICAN BAY GROUP MORGAN STANLEY SMITH BARNEY*

George Raffa, *Senior Vice President, National Sales Manager, Asset Management Services, RAYMOND JAMES FINANCIAL*

Carrie Coghill, CFP, AIF, *President & CEO, COGHILL INVESTMENT STRATEGIES*

2:45 – 3:30A

### **Best Marketing & Sales Practices: How Will You Get Selected Among the Competition?**

- What will make you stand out?
- Looking beyond performance
- Service models
- Working with advisors
- Coordinating sales/marketing efforts with sponsor firms

Frank Campanale, *Chairman & CEO, FIRST ALLIED SECURITIES, WEALTH MANAGEMENT*

Andrew Buntain, *Director, Separately, Managed Account, FRANKLIN TEMPLETON INVESTMENT CORP.*



3:30 – 3:45 Afternoon Networking Break

3:45 – 4:30A

### **How Are Advisors, Sponsors, Managers, and Retail Investors Using Social Media & Online Tools to Reduce Cost & Obtain Service?**

- Is the market ready to embrace online financial advice?
- What features do clients need for an efficient, high-quality advice experience online?
- What managed solutions products are likely to play in this new market?
- What are some of the emerging best practices in social media in this industry?
- How is social media changing the industry?
- Which social media outlets are actually useful and which are just time consuming traps?

Stephen Boyle, *Chief Operating Officer, TRADITIONAL CAPITAL MANAGEMENT*

## Track B Technology & Operations

2:00– 2:45B

### **Outsourcing or “Rightsourcing”: Which Components Should You Outsource & Which Should you Keep In-House?**

- How do you determine what business components to outsource vs. to keep in-house?
- Cost considerations for outsourcing vs. in-house
- How have the TAMP platforms changed in recent years?
- TAMP pros & cons
- How do you work effectively with an outsourcing provider?

*Moderator:*

Steve Papulak, *Managing Director, Business Development, SEI*

*Panelists:*

Alois Pirker, *Research Director, AITE GROUP*

Denean Williams, *Managing Director & Portfolio Manager, CAMERON CAPITAL MANAGEMENT*

Matthew P. Huss, *Vice President - WRAP Products and Operations COLUMBIA MANAGEMENT*

### **2:45 – 3:30B Provider Report Card – You be the Judge: Technology Solutions that Help Managers and Sponsors Meet Profitability and Risk Management Demands**

- Leveraging technology to increase cost-efficiency and better manage risk
- Integrating technology systems to overcome productivity challenges
- Developments in fee billing & performance reporting
- What new technology enhancements are on the horizon?

Seth Johnson, *CEO, REDI2 TECHNOLOGIES*

*Speaker TBA*



3:30 – 3:45 Afternoon Networking Break

3:45-4:30B

### **Improving Your UMA Scalability & Operational Support for More Effective Results**

- Sleeve performance
- Model management
- Handling alternatives
- How do you get scalability in a de-centralized environment?

Paul G. Ahern, *Principal, WINSLOW CAPITAL GROUP, LLC*

*Speaker TBA*

4:30-5:30

### **Cocktail Reception Immediately Following Sponsored by:**

Contact Kevin Weigel for more information on our sponsorship opportunities at [kweigel@frallc.com](mailto:kweigel@frallc.com) or 704-341-2448



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## DAY TWO:

# Tuesday, September 13, 2011



7:45 *Continental Breakfast*  
**Exhibits Open**

**8:20**

## Chair's Recap of Day One

David H. Gardner, *Principal, SMART CONSULTING GROUP LLC*  
*External Project Director, DTCC WEALTH MANAGEMENT SERVICES*

**8:30 – 9:30 Part I**

## A Three-Step Process to Build a Business Case for UMA Adoption

- How can firms go about building a business case to adopt new technologies and investment platforms?
- Methodically evaluate the costs and benefits of UMA adoption
- Strategic issues firms need to evaluate if/how UMA adoption fits (or doesn't fit) with their business
- Potential vendor consolidation considerations
- Improving the client experience
- Sales strategy

Gavin Spitzner, *Senior Vice President, Business Development, PRUDENTIAL WEALTH MANAGEMENT SOLUTIONS*

Margaret Doherty, CFA, *Senior Vice President, Director of Relationship Management, PRUDENTIAL WEALTH MANAGEMENT SOLUTIONS*

Reed Murphy, CIMA, *Chief Investment Officer & Executive Vice President, CENTRAL TRUST & INVESTMENT COMPANY*

**9:30 – 10:00 Part II**

## Retirement Income: A Case for Adoption of Managed Money Programs

- How is the "spending with no income" phase different?
- What are the customer demands that need to be managed?
- What unique values do managed asset allocation programs deliver?
- The "guaranteed wrapper" – warm blanket or bum rap?

Matt Schott, *Vice President, Retirement Income Practice Leader, FINANCIAL RESEARCH CORPORATION*

Tracy Gallman, *Senior Vice President, Investment Product & Platform Development, LPL FINANCIAL*



10:00 – 10:15 *Morning Networking Break*



**10:15 – 11:15 Product Perspectives**

## How Can UMAs Compete Against Other Products through Improved Portfolio Construction, Alternative Investments, & Manager Selection: Striving for Investment Excellence

- Incorporating competitive changes
- Integrating alternative investments into your UMA allocation
- An ETF product surge
- Tax-efficient products
- Selecting the best managers available

Ronald J. Surz, *President & CEO, PPCA, INC.*

John Bergamini, *Senior Managing Director, MARINER GROUP CAPITAL MARKETS, INC.*

*Alternative Investment Perspective:*

John Barbo, *Managing Director, Head of US Intermediary Relations, MAN INVESTMENTS*

*ETF Perspective*

Jim Sandidge, *Principal, THE SANDIDGE GROUP, LLC*

**11:15 – 12:00**

## Roadmap to Successful Householding

- What will it take for organizations to migrate from UMA programs to UMH programs?
- Tangible implementation ideas
- Track record
- What's the hold up?

Jonathan Flitt, *Director, CITI*

Jack Sharry, *Executive Vice President, LIFEYIELD, LLC*

**12:00 – 12:30**

## Coping with a Surge of Break-Away Brokers: Pros & Cons for the Industry

- What impact has the recent migration of top wirehouse producers had on the industry?
- What does it mean for the managed account market?
- Are advisors that use managed account platforms less likely to go independent?
- How can managed account providers benefit from this changing environment?

Alois Pirker, *Research Director, AITE GROUP*

12:30 – 1:45 *Luncheon*

**1:45-2:30 Regulation Alphabet Soup:**

## Regulatory/Compliance & Fiduciary Oversight Updates

- The latest regulatory developments
- Fiduciary regulation under ERISA
- Possible impact of the SEC's newly recommended universal fiduciary standard on UMAs
- FINRA updates
- Mutual fund tax law changes
- GIPS® standards update and impact on the industry

Michael S. Caccese, *Partner, K&L GATES LLP*

Karyn Vincent, CFA, CIPM, *Founder, VINCENT PERFORMANCE SERVICES LLC*

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2:30 – 3:15

## A Progress Report on Data Standards: Where are We Now & Where are We Headed?

- What are the latest updates?
- Realistic timeline for wider adoption
- How are the data standards going to affect you?
- Streamlining communication in the future
- MASS committee updates

Hanna Salvatore, *Director*, **MAINSTAY INVESTMENTS**

Gary Jones, **MONEY MANAGEMENT INSTITUTE**

Brett A. Ginter, *Strategic Consultant*, **DTCC/SMART CONSULTING GROUP, LLC**



3:15 – 3:30 Afternoon Break

3:30 – 4:15

## Coping with Increasing Product Proliferation

The quantity of SMA managers, and the variety of styles and products being configured has grown rapidly in the last couple of years. Research organizations struggle to keep up, and advisors are putting increasing demand on platforms and sponsors to radically grow their supported product roster. How are managers and sponsors dealing with the rapidly growing product universe, and how are the processes and systems within sponsor/platform organizations coping?

Patrick Newcomb, *Senior Analyst*, **CERULLI ASSOCIATES**

Barry K. Mendelson, *CIMA, CEO*, **CAPITAL MARKET CONSULTANTS**

4:15 – 4:45

## International Investing in SMAs & UMAs

- Client misconceptions about international investing (currency impact, taxation)
- ADR availability in U.S.
- Liquidity constraints for International ADR strategies
- Regional ADR coverage
- Trading considerations

Walter Hartford, *Business Development Officer - Separately Managed Accounts*, **MFS INVESTMENT MANAGEMENT, INC.**

4:45 *End of Summit*  
*Submit Evaluation Forms*

## The 9th Annual Managed Accounts & UMA Summit will provide you with answers to the following questions:

1. What makes the industry poised for growth for 2012?
2. What are the short and long term implications for the model-only models on all industry players?
3. How can firms build a business case for new adoption of technologies and investment platforms?
4. How long will it take for UMAs to migrate to UMH programs?
5. How will UMAs compete against other products in the near future?
6. How can you improve your advisor-client relationship and why is it important?
7. How do you determine which business elements to outsource and which to keep in-house?
8. How can you identify and manage risk in the UMA portfolio industry?
9. How do alternative investments and ETFs alter your portfolio?
10. How are managers and sponsors dealing with the rapidly growing product universe and how are the processes/systems within sponsor/platforms coping?

## About the Conference Chairs:



Phil Masterson  
*Managing Director, Investment Manager Services Division*  
President, Advisors' Inner Circle (AIC) Funds, **SEI**

Phil serves as Managing Director in SEI's Investment Manager Services division and is responsible for leading the SEI Knowledge Partnership, which serves as an on-going source of strategic insights for the division's traditional and alternative clients. As President of the AIC funds, a \$15 billion mutual fund family, Phil leads all aspects of the funds' day-day operational, legal and compliance activities as well as product development matters for the trust. Phil also designed, established and now leads a distribution team focused on growing the funds through retail and institutional intermediary channels.

Phil joined SEI from Citco Mutual Fund Services where he served as general counsel to Citco Mutual Fund Services and its affiliated investment adviser. Prior to Citco, he served as Vice President and Senior Counsel at OppenheimerFunds.

Phil received his J.D. from Creighton University School of Law, cum laude. He received his Masters in Securities and Financial Regulation from Georgetown University with distinction. He frequently speaks at industry conferences and has published articles in the *International Investor*, *Institutional Investor*, *Review of Securities and Commodities Regulation*, *Global Assets*, *Investment Lawyer*, *The Journal of Index Investing*, *Institutional Investor's Guide to Exchange Traded Funds* and *Indexing Innovations*.



David H. Gardner  
*Principal, SMART CONSULTING GROUP LLC*  
*External Project Director, DTCC WEALTH MANAGEMENT SERVICES*

David Gardner is the co-founder of Smart Consulting LLC., a managed money platform and business integration consulting business to Broker Dealers, Banks, Service Providers to the Financial Industry and Asset Management Firms. Through SMART Consulting LLC, David has guided the Depository Trust and Clearing Corporation's (DTCC)

Managed Accounts Service (MAS) to develop an industry based central processing HUB through DTCC's industry connectivity and applications to create scaled efficiencies for the Managed Solutions Industry utilizing the MMI's industry message standards.

DTCC's Managed Accounts Service (MAS), was honored by the Money Management Institute (MMI) for its creation of a product that standardizes, centralizes and automates the managed accounts business. DTCC was named the 2009 Managed Solutions Vendor of the Year and also won in the 2009 Managed Solutions Operational Improvement of the Year category.

With partner Brett A. Ginter, SMART Consulting LLC brings over a half-century's worth of capital markets expertise together in one firm. A unique combination of both Buy-side and Sell-side domain expertise in areas such as Global Custody, Fund and Trust Accounting, ETF Platform Architecture, Alternative Products, Managed Accounts, Broker-Dealer Operations, Product Development and Implementation.

David is a recognized industry expert in managed account content and processing applications, a frequent national speaker and industry expert for the financial industry press.

## Who Should Attend?

Join the thousands of attendees who have participated in our managed accounts & UMA conferences in the past from:

- Wirehouses and independent program sponsors
- Money management firms
- Managed accounts specialists in banks, insurance companies, mutual funds, trusts, and other financial firms
- Investment advisors and consultants in the wealth management arena
- Registered investment advisors and financial planners
- Brokers/prime brokers
- TAMPS
- Managed account technology and software providers
- Intermediaries including accountants, attorneys and others

To Register: Call 800-280-8440 or visit us at [www.frallc.com](http://www.frallc.com)

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The Depository Trust & Clearing Corporation

DTCC, through its subsidiaries, provides clearance, settlement and information services for equities, corporate and municipal bonds, government and mortgage-backed securities, money market instruments and over-the-counter derivatives. In addition, DTCC is a leading processor of mutual funds and insurance transactions, linking funds and carriers with their distribution net-works. DTCC's

depository provides custody and asset servicing for more than 3.6 million securities issues from the United States and 121 other countries and territories, valued at US\$33.6 trillion. In 2009, DTCC settled more than US\$1.48 quadrillion in securities transactions. DTCC has operating facilities in multiple locations in the United States and overseas.

**SEI** New ways.  
New answers.®

SEI's Investment Manager Services division provides comprehensive operational outsourcing solutions to global investment managers

focused on mutual funds, hedge and private equity funds, exchange traded funds, collective trusts, and separately managed, as well as institutional and private client, accounts. Our back- and middle-office services enable clients to meet the demands of the marketplace and sharpen business strategies by focusing on their core competencies.

SEI has developed a fully integrated operating environment for SMA managers that combines industry-proven technology, best-of-class document management and workflow tools, and the expertise of experienced industry veterans. Our outsourcing solution helps you meet the operating demands of competing in today's SMA industry. Our services enable you to:

- Create a scalable operating environment that can lead to reduced operating costs, which may help increase profitability.
- Participate in a greater number of SMA programs without losing efficiency
- Control risk and manage all information related to your business
- Increase understanding and transparency over your SMA operations

1 Freedom Valley Drive  
Oaks, PA 19456

Phone: 610-676-1270

Contact: John Alshefski, Vice President and Managing Director

Email: [ManagerServices@seic.com](mailto:ManagerServices@seic.com)

Web: [www.seic.com/ims](http://www.seic.com/ims)

## Silver Sponsors

**REDI[2]**

Founded in 2002, **Redi2 Technologies** is a leading provider of fee billing solutions to the global financial services industry. Redi2

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For more information, please contact:

Redi2 Technologies, Inc.

211 Congress Street, Boston, MA 02110P

+1 (617) 910-3282

[info@redi2.com](mailto:info@redi2.com)

[www.redi2.com](http://www.redi2.com)

## Important Information

### To Register:

Fax: 704-341-2640

Phone: 800-280-8440

Online: [www.frallc.com](http://www.frallc.com)

Mail: Financial Research Associates

18705 NE Cedar Drive

Battle Ground, WA 98604

## 9th Annual Managed Accounts & UMA Summit

September 12-13, 2011

### Harvard Club of Boston

374 Commonwealth Avenue

Boston, MA 02215

(617) 536-1260



### About the Venue

If our walls could talk.....They'd let you know that the Harvard Club of Boston has been a haven for social, intellectual, and athletic endeavors for over a century. Founded in 1908 with the aim of "giving effective expression to the Harvard Spirit," our club has done that and more....They'd also recount some of the most interesting conversations in Boston, on the topics of business, medicine, art, sports, politics, etc. Luminaries such as William Howard Taft, General George C. Marshall, Eleanor Roosevelt, Henry Kissinger, Presidents Gerald Ford, Jimmy Carter, and George H. Walker Bush, along with Tom Brokaw, Kirk Douglas, Doris Kearns

Goodwin, and Hillary Clinton have all spoken to our members. ...And they'd welcome you to a place where you can form and maintain lasting friendships; happily nurture your mind, body, and spirit; and create a wide range of wonderful memories that will last a lifetime.

### Fees and Payments:

The fee for attendance at **The 9th Annual Managed Account & UMA Summit** is \$1895

**Please make checks payable to Financial Research Associates, and write code B791 on your check.** You may also pay by Visa, MasterCard, Discover, or American Express. Purchase orders are also accepted. Payments must be received no later than **September 2, 2011.**

### Team Discounts:

- Three people will receive 10% off.
- Four people will receive 15% off.
- Five people or more will receive 20% off.

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. **For more information, please call Theresa Powers at 704-341-2437 or [tpowers@frallc.com](mailto:tpowers@frallc.com)**

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