# ALTERNATIVES ROUNDTABLE

**APRIL 30** | CHICAGO

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| **8:30 AM** | **Registration & Continental Breakfast** |
| **9:00 AM** | **Welcome & Opening Remarks**<br>**Kimber Lintz** \| Executive Director \| *IMEA* |
| **9:30 AM** | **The Trends Shaping Asset Management**<br>**Ben Johnson** \| CFA, Head of Client Solutions \| *Morningstar* |
| **10:30 AM** | **Product Development**<br>• **Structures & Fit:** Evaluating interval funds, tender offer funds, non-traded BDCs, private drawdown structures, CITs, and ETFs across asset classes<br>• **Fees & Expenses:** Navigating AFFE fees and leverage expenses when internal funds invest, incentive fee structures, and share class / pricing considerations<br>• **Operational Considerations:** Middle office and custodian relationships, repurchase mechanics, and internal product development processes<br>***Discussion Leader:***<br>**Anna Narem** \| Senior Vice President, Head of Product Management, Marketing & Analytics \| *Calamos Investments* |
| **11:30 AM** | **Box Lunch** |
| **12:00 PM** | **Asset Allocation**<br>• **Liquidity Management:** Determining whether quarterly gates are suitable for model portfolios and advisor allocation structures, setting liquidity demand assumptions, and coordinating with investment teams to manage through redemption pressure<br>• **Portfolio Construction:** Incorporating alternatives into model portfolios and developing portfolio construction reports<br>• **Retirement Channels & Target Date Fit:** Evaluating how alternative structures translate into 401(k) and retirement platforms, and how firms are incorporating alternatives into target date funds, including structure selection, liquidity constraints, and fee considerations<br>***Discussion Leader:***<br>**Stacey Snyder** \| Co-Head Global Private Markets Product \| *Franklin Templeton* |

IMEA | EVENT HOST MORNINGSTAR Wealth

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**1:00 PM**

**Distribution & Marketing**

**1. The new distribution foundation for alts**

- How are you structuring your platform to move deals? Sales specialists vs generalists, roles, coverage and scale
- Where is business development really happening? Platform CIO offices, model marketplaces, UMA strategists, home office committees, advisor offices, in-person events and conferences
- How does the availability of alts-specific advisor and firm data play a role in your decisions to shape your distribution strategy? Where are you finding success?
- What how you're reducing friction in due diligence and sales to accelerates "yes."

**2. Education that breaks through (when everyone already has education)**

- With education everywhere, what's the asset manager's unique role—and what content formats are actually changing behavior? How you're measuring the impact of education efforts
- How do you explain the alts story and break down the complexity in the products to advisors?
- Where have you found success at your firm? any best practices in advisor education or activities that you can share?
- Let's talk liquidity: What do you view as the asset managers role in the ongoing and loud conversations about liquidity (or lack there of) in private markets.

***Discussion Leader:***

**Allora Buckshon** | Senior Vice President, Head of Growth and Product Marketing | *Future Standard*

**2:00 PM**

**Executive Roundtable & Breakout Sessions**

An opportunity for attendees to build on the day's discussions, exchanging ideas and exploring additional topics.

**3:00 PM**

**Adjourn**