

ALTERNATIVES ROUNDTABLE

APRIL 30 | CHICAGO

8:30 AM **Registration & Continental Breakfast**

9:00 AM **Welcome & Opening Remarks**
Kimber Lintz | Executive Director | *IMEA*

9:30 AM **The Trends Shaping Asset Management**
Ben Johnson | CFA, Head of Client Solutions | *Morningstar*

10:30 AM **Product Development**

- **Structures & Fit:** Evaluating interval funds, tender offer funds, non-traded BDCs, private drawdown structures, CITs, and ETFs across asset classes
- **Fees & Expenses:** Navigating AFFE fees and leverage expenses when internal funds invest, incentive fee structures, and share class / pricing considerations
- **Operational Considerations:** Middle office and custodian relationships, repurchase mechanics, and internal product development processes

Discussion Leader:
Anna Narem | Senior Vice President, Head of Product Management, Marketing & Analytics | *Calamos Investments*

11:30 AM **Box Lunch**

12:00 PM **Asset Allocation**

- **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
- **Portfolio Construction:** Incorporating alternatives into model portfolios and developing portfolio construction reports
- **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

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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



EVENT
HOST

MORNINGSTAR Wealth