



PRELIMINARY AGENDA

AGBA 2017 CONFERENCE

“Bringing It All Together”

Wednesday 8 November 2017

SESSION 1: Defining Goals Based Advice and Goals Based Investing

Defining what is Goals Based Advice and Goals Based Investing and what is not.

SESSION 2: The importance of a Goals Based Approach

The value proposition of Goals Based Advice and investing to clients, advisers and their business - and the industry as a whole.

SESSION 3: Investor research: the need for a Goals Based approach

Andrew Inwood, CEO, Core Data, will share research into investor attitudes and preferences.

SESSION 4: Behavioural finance and Goals Based Advice - meeting client needs

Goals based investment advice and client behaviour in the context of behavioural finance.

SESSION 5: How to implement Goals Based Advice (*panel discussion*)

A panel of experts comprising dealer groups and advisers will share why they moved to a goals based portfolio approach and how in turn they implemented this into their business.

SESSION 6: The journey to Goals Based Advice - Challenges, tips and traps (*panel discussion*)

Dealer Group Principals and advisers will discuss why they moved to Goals Based Advice. What worked well, what didn't, and the benefits they've realised as a result.

SESSION 7: Documenting and communicating a Goals Based Investment approach (*panel discussion*)

The panel will provide insights into how to document and communicate your Goal's Based Investment approach to your clients.

SESSION 8: Awards cocktail party hosted by No More Practice

No More Practice will host an awards cocktail party where advisers, dealer groups and fund managers that have demonstrated excellence and best practice in Goals Based Advice and Investing will be recognized. This will also be a great opportunity to network and discuss the day's content.

Thursday 9 November 2017

SESSION 9: What is Goals Based Investing? (*panel discussion*)

The panel will discuss goals based investing as it relates to Goals Based Advice and the achievement of client goals and objectives.

SESSION 10: Why Goals Based investing makes sense

Brigette Leckie, CIO, Koda Capital, will discuss the current investment environment, including how to build portfolios.

SESSION 11: Constraint of the investment framework and the impact on the advice framework

The panel will talk about constraints (both real and perceived) of the implementation of a Goals Based Investment approach. This will include risk profiling, how this has traditionally resulted in a Strategic Asset Allocation (SAA), and the relevance of this approach now to goals based investing.

SESSION 12: Goals Based investing case studies – part 1

A panel of dealer groups, advisers, researchers and fund managers will discuss and then take questions on some of the different approaches to building goals based portfolios.

SESSION 13: Goals Based investing case studies – part 2

A panel of dealer groups, advisers, researchers and fund managers will discuss and then take questions on some of the different approaches to building goals based.

SESSION 14: Portfolio construction – measuring success (*panel discussion*)

The panel will discuss how advisers and dealers could approach the process of building portfolios with a goals based focus, in line with the firm's investment philosophy (developed in Session 7) and determining the Portfolio's risk and return objectives. This session will explore how success is measured and the tools available to assist advisers in doing so.

SESSION 15: Implementation structures (*panel discussion*)

Case studies on the different structures that can be used to implement goals based portfolios and the advantages and disadvantages of each.

SESSION 16: The case for change

Ian Knox, Co-Founder and MD, Paragem will summarise the case for change to a Goals Based Investment Approach as part of a broader focus on helping clients to achieve their objectives and goals with a greater level of certainty.