AGBA 2017 CONFERENCE
"Bringing it all together"

CONFERENCE AGENDA

Venue Information
Doltone House, Jones Bay Wharf, South Pier
26-32 Pirrama Rd
Pyrmont NSW 2009
T: +61 2 8571 0622

Suggested Conference Dress Code

Smart Casual – pants (denim acceptable), shirt, jumper, jacket or tie optional

Wednesday 8 November 2017

8.00am Registration

8.30am Conference Welcome
Rebecca Jacques, General Manager, Association of Goals Based Advice

8.40am **DEFINING GOALS BASED ADVICE AND GOALS BASED INVESTING**

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

Speaker:
Matthew Walker, Chairman, Association of Goals Based Advice

9:20am **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.

Speakers:
Chris Cuffe, Founding Director, Third Link Investment Managers
Toby Lewis, Chief Investment Officer, Centrepoint Alliance

Guest Chair: **Vanessa Stoykov**, Creator, No More Practice Education

10.20am Morning Tea

10.45am **YOUR CLIENTS ARE DRIVING A NEED FOR CHANGE TO A GOALS BASED INVESTMENT APPROACH**

The latest research into investor attitudes and preferences which shows a clear preference for a goals based approach and will provide ideas on how to most effectively position and communicate this approach with clients.

Speaker:
Andrew Inwood, Founder, CEO, CoreData Research

11.40am **BEHAVIOURAL FINANCE AND GBA - MEETING CLIENT NEEDS**

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

Speaker: **Paul Moran**, Principal, Moran Howlett Financial Planning

12.25pm Lunch

1.30pm **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.

Speakers: TBC

Guest Chair: **Thomas Bignill**, Managing Director, Mason Stevens

2.20pm **CHALLENGES, TIPS AND TRAPS THROUGH THE JOURNEY TO GBA** ***(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.

Speakers:

Sarah Abood, Executive Director, Chief Executive Officer, Profile Financial Services
Daniel Parry, Head of Advice, Sentry Group
Michelle Tate-Lovery, Director & Principal Financial Adviser, Unified Financial Services
Oscar Martinis, Partner, MKM Insurance Partners

Guest Chair: **Damian Crowley**, Director of Distribution, Pengana Capital Group

3.30pm **DOCUMENTING AND COMMUNICATING A GOALS BASED INVESTMENT APPROACH** ***(panel discussion)***

A panel of experts will discuss the key elements needed to document and communicate a goals based approach including investment philosophy, client communications, SOAs and governance.

Speakers:

Robert Corben, Head of Advice, Ignition Wealth
Ian Enright, Adjunct Professor of Law at UTS, Sydney and formerly the International and Australian Counsel for the Reinsurance Group of America
Stephen Furness, Director Wealth Management, MGD Wealth

Guest Chair:

Stephen Robertson, Founding Partner and Managing Director, Winston Capital

4.25pm **AGBA INDUSTRY AWARDS COCKTAIL PARTY – *hosted by No More Practice***

No More Practice will host an awards cocktail party where advisers 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.

Speakers:

Ian Knox, Chair of Awards Committee, Founding Director of Paragem
Vanessa Stoykov, Group CEO, Evolution Media Group
Rebecca Jacques, Founder & CEO, SiResearch Solutions

5.00pm Closing remarks

Closing drinks to close the day, concluding at 7pm

Thursday 9 November 2017

8.30am **Interview with Award Winners**

Guest Chair: **Vanessa Stoykov**, Creator, No More Practice Education

8.45am **WHY GOALS BASED INVESTING MAKES SENSE IN THE CURRENT INVESTMENT ENVIRONMENT**

A discussion on the current investment environment, including how to build portfolios.

Speaker: **Brigette Leckie**, Chief Investment Officer, Koda Capital

Introduction and Guest Chair: **Jorden Brown**, Head of Wholesale Sales, Capital Group

9.30am **WHAT IS GOALS BASED INVESTING?**
PORTFOLIO CONSTRUCTION VS INVESTMENT STRATEGIES

Speakers:

Nick Griffiths, Director & Chief Investment Officer, Pengana Capital Group
Jerome Lander, Portfolio Manager, Dynamic Asset Consulting
Steve Shepherd, Head of Asia Pacific, Capital Funds Management

Guest Chair: **Allison MacFarlane**, Distribution Manager – Investment Bonds, Centuria

10.25am Morning Tea

10.50am **EXAMPLES OF GOALS BASED INVESTING *PART 1* – INFLATION/INCOME PRODUCING PORTFOLIO SOLUTIONS**

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.

Speakers: **Mark Christensen**, Portfolio Manager, Australian Equities Income Fund, Pengana Capital Group
Josh Hall, Investment Specialist, Aberdeen Standard Investments

Guest Chair: **Michael Angwin,** Director Intermediary Business, BMO Global Asset Management

11.30am **EXAMPLES OF GOALS BASED INVESTING *PART 2* – PROTECTING ON THE DOWNSIDE WHILST ALSO PROVIDING UPSIDE POTENTIAL**

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.

Speakers:
Luke Cummings, Chief Investment Officer, Harvest Lane asset Management
Jordan Cvetanovski, CIO & Portfolio Manager, International Equities, Pengana Capital Group
Simon Mawhinney, Managing Director & Chief Investment Officer, Allan Gray Australia
Michael Armitage, Head of Fund Advisory, Milliman

Guest Chair: **Rebecca Jacques,** General Manager, Association of Goals Based Advice

12:20pm **CONSTRAINT OF THE ADVICE FRAMEWORK ON THE INVESTMENT 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.

Speakers:

Dominic McCormick, Independent Consultant
Bruce Murphy, Director - Australia and New Zealand, Insight Investment

Guest Chair: **Julian Morrison**, Account Manager, Allan Gray Australia

12.55pm Lunch

1.55pm **MEASURING SUCCESS WITHIN A GOALS BASED FRAMEWORK**

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 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.

Speakers:

Matthew Walker, Director, WLM Financial
Jeff Gebler, Consultant, Financial Risk Management, Milliman

Guest Chair: **Steve Shepherd**, Head of Asia Pacific, Capital Funds Management

2.40pm **DIFFERENT IMPLEMENTATION STRUCTURES THAT ARE AVAILABLE**

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

Speakers:

Keith Jones, Senior Partner, Affinity Wealth Services
Toby Potter, Chairman, Institute of Managed Account Professionals
Neil Rogan, General Manager - Investment Bonds Division, Centuria

Guest Chair: **Tony Nejasmic**, Head of Distribution and Marketing, managedaccounts.com.au

3.25pm **THE CASE FOR CHANGE**

A summary on the case for change to a Goals Based Approach as part of a broader focus on helping clients to achieve their objectives and goals with a greater level of certainty

Speaker: **Ian Knox**, Co-founder & Managing Director, Paragem

4.00pm Conference Close