ADISA 2025 Annual Conference & Trade Show
AGENDA

**DRAFT, as of 8/26/2025*

MONDAY, SEPTEMBER 29

12:00-1:30 pm
Women's & Next Generation Lunch
Featuring Mary Owen – Partner and Head of Strategy at Cashmere and Partner at Forma Capital
Mary is a Partner and Head of Strategy at Cashmere and a Partner at Forma Capital. The Cashmere Fund is a public interval fund venture capital fund, that invests in early-stage startups and growth-stage companies. Forma Capital is an early stage venture capital fund focused on using influence to accelerate brand and company growth in sports, health and wellness.

Ms. Owen previously worked for her uncle, Ralph C. Wilson, Jr., and his management company, Ralph C. Wilson, Jr. Enterprises from 1997- 2014. She was a key member of his executive leadership team and played a strategic and operational role with all of his business and philanthropic interests, including the Buffalo Bills. In addition to her team-level responsibilities, she was charged with representing Mr. Wilson at the League ownership level for twelve years, where she was appointed and served on the Super Bowl Advisory Committee, the International Committee, and served on the board of the NFL Foundation. Mary was honored in 2011 to be named a Game Changer by the Sports Business Journal. The inaugural class for this award for women in sports.

Mrs. Owen serves as a Trustee of the Wilson estate, where she and three others were responsible for the team's sale to the Pegula family in 2014, and ultimately funding and starting a $1.2 billion foundation, the Ralph C. Wilson, Jr. Foundation, with a portion of the estate proceeds.

Mary is a Life Trustee of the Ralph C. Wilson, Jr. Foundation, a Director of the Hall of Fame Resort and Entertainment Company (HOFV)), and an investor and advisor to KB Partners, a Chicago based venture capital firm.

She is a graduate of the McIntire School of Commerce at the University of Virginia and holds a M.B.A. from Walsh College.

Mary lives in Westlake, TX with her husband and enjoys pickleball, cycling and her dog, Mac.

1:45-2:00 pm
Conference Welcome

2:00-2:50 pm
General Session I: From Private Markets to Real Assets – What's Next in Alternatives and Why They're Essential
Join Brian Murphy, co-chief investment officer and portfolio manager at First Trust Capital Management, as he shares his expert perspective on the evolving landscape of alternative investments. Drawing on two decades of experience across hedge funds, private equity and multi-manager strategies, Brian will explore key trends shaping the future of alternative assets, emerging opportunities in a shifting macro environment, and the structural challenges investors must navigate. Join us to gain actionable insights into the alternative investment landscape and how to help investors capitalize on today's challenges and opportunities.
Speaker: **Brian Murphy**, First Trust Capital Management
Session coordinator: Jade Miller, ADISA

3:00-3:50 pm
(1) From Institutional to Accessible: Why and How to Invest Now in These Featured Real Estate Trends and Markets
Real estate is HOT right now with unique investing opportunities. Hear from industry experts in CRE specifically dialing into infrastructure, multifamily and industrial assets. This session breaks down the market drivers, investment potential, and practical ways investors--beyond the institutional tier--can access these high-demand sectors now.
Moderator: **Colby Taylor**, Independent Financial Group
Speakers: **Gael Ragone**, Carter Funds; **Dwight Dunton**, Bonaventure; **Joshua Volen**, CIRE Equity
Session coordinator: Colby Taylor, Independent Financial Group
TRACK: Product

(2) Modeling with Alternatives: How to Consider and Evaluate Alts as Part of Your Model Portfolio
Hear a discussion about the various ways alts are considered and used within a model portfolio. While many strategies and allocations are considered, how do you make this a reality in creating a portfolio model that not only satisfies the needs of the client but makes it easier to trade and transact in a timely manner, which would include coordination between the RIA platform, broker-dealers, custodians and asset sponsors. Take away the to-do items to include alts within the portfolio models.
Moderator: **Rajeev Kotyan**, Innovative Advisory Group
Speakers: **Fred Baerenz**, FLPutnam Investment Management Co.; **Justin Martin**, Legacy Wealth Management; **Brian Sells**, CNB Custody
Session coordinator: Rajeev Kotyan, Innovative Advisory Group
TRACK: Advisor 101

(3) Drill Down: Energy Advisor 101
Breaking down the energy asset class: evaluating, underwriting, deploying.
Moderator: **Woody Soemantoro**, MDS Energy Development
Panelists: **Sam Irvani**, Waveland Energy; **Brandi Van Loon**, Renaissance Growth Partners; **Sean Caldwell**, Montego Minerals; **Russell Putnam**, FactRight
Session coordinator: Woody Soemantoro, MDS Energy Development
TRACK: Advisor 101

4:00-4:50 pm
General Session II: Successfully Driving Revenue in Turbulent Times -- Fireside Chat with Broker-Dealer Executives
In a time of market volatility and shifting investor expectations, these broker-dealer executives have steered their firms to measurable success. Join this candid conversation as they share the strategies, innovations and leadership decisions that have fueled revenue growth and positioned their organizations for the future. Learn how they've adapted, evolved and thrived -- despite unpredictable tides of the financial services industry.
Moderator: **Joanna Venetch**, Hana Solutions
Speakers: **Matt Fries**, Cetera Financial Group; **Danielle Delongchamp**, Concorde Investment Services; **Chad Cristo**, Independent Financial Group
Session coordinator: Joanna Venetch, Hana Solutions

4:50-5:30 pm
General Session III: ADISA Updates and Awards
Hear from ADISA Board President and new leadership on the state of the union for all things alternatives and ADISA. We will also have timely industry data and Q&A presented by Stanger.
Speakers: ADISA Board President **Matt Iak**, U.S. Energy Development Corporation; **Jade Miller**, ADISA; **John Grady**, ADISA; **Kevin Gannon**, Robert A. Stanger & Co.

5:30-6:45 pm
Welcome Cocktail Reception

TUESDAY, SEPTEMBER 30

8:00-9:00 am
Breakfast & Exhibits

9:00-9:50 am
General Session IV: Market Trends and Sector Economics in Real Estate, Oil & Gas, and Energy
Join Green Street for a timely presentation on key trends shaping the commercial real estate market. This session will provide data-driven insights on sector performance, capital markets and valuation shifts, equipping investors and industry professionals with the intelligence needed to navigate today's dynamic environment. We will then be joined by Matt Iak who will do a deep dive into the fundamentals and economic trends shaping the energy and oil & gas markets today. Hear from industry experts on the state of the union for these asset classes and what that means for future outlooks.
Speakers: **Matt Iak**, U.S. Energy Development Corporation; **Bayle Smith**, Green Street

10:00-10:50 am
(4) Where the Smart Money Goes: How to Invest and Access Private Equity and Private Credit Today
Explore how private equity and private credit are essential in a portfolio. Learn how they differ, the unique roles each can play in a well-balanced portfolio, and why they're attracting smart money today. This session unpacks current market trends, key risk-return profiles, and practical strategies for allocating to these private market opportunities.
Speakers: **Greg Friedman**, Peachtree; **Stephen Morello**, KKR; **Josh Sonneland**, Tide Rock
Session coordinator: Colby Taylor, Independent Financial Group
TRACK: Product

(5) 2025 Mountain Dell Market Update: 1031 Exchanges and DST Strategies in a Changing Landscape
This session will deliver a timely update on the current state of the 1031 DST market. Mountain Dell will explore DST sponsor performance and trends and discuss how evolving market conditions are impacting DST offering and product development.
Speaker: **Taylor Garrett**, Mountain Dell Consulting
Session coordinator: Christine Petersen, Inland Securities Corporation
TRACK: Product

(6) Wrapped for Advantage: Utilizing Alts Within Insurance
You will hear from leaders in the insurance industry regarding the use of alts within insurance contracts that allow access to alternative funds that are otherwise nearly impossible to buy into. Also learn how these strategies can be used in tax planning through the tax advantages of insurance contracts.
Moderator: **Peter Magnuson**, Osaic
Participants: **Dan Davies**, Prudential Financial; **Sandy Geyelin**, Athene
Session coordinator: Peter Magnuson, Osaic
TRACK: DDO/Executive

11:00-11:50 am
General Session V: From Spreadsheets to Smart Systems: Evolving Technology in Alternative Investments
The alternative investment industry is undergoing a rapid digital transformation, moving beyond manual workflows and fragmented data toward integrated, intelligent platforms. This session explores how technologies--such as artificial intelligence, advanced analytics, and data portability--are reshaping deal sourcing, due diligence, risk management, and investor reporting. Attendees will gain insights into how leading firms are leveraging automation and real-time data to improve operational efficiency, and create competitive advantage. Whether you're a fund manager, allocator, or service provider, you'll leave with a clear understanding of how to future-proof your technology strategy in an increasingly data-driven marketplace.
Moderator: **Aaron Pollak**, VENTURE.co Holdings
Participant: **Mike Kell**, iCapital
Session coordinator: Aaron Pollak, VENTURE.co Holdings

11:50 am-1:15 pm
Lunch & Exhibits

1:25-2:15 pm
(7) The Tax Mitigation Playbook: Alt Strategies for Every Portfolio
Looking for smarter ways to reduce tax liability while building wealth? This session explores proven alternative strategies -- including qualified opportunity zones (QOZs), Roth conversions, 1031 exchanges, and oil & gas investments -- that can help investors defer, reduce or even eliminate taxes. Learn how to apply these tools effectively across a range of client goals and portfolio types.
Moderator: **Doug Blake**, Kingswood US
Panelists: **Mike Haven**, U.S. Energy Development Corporation; **Alex Samoylovich**, CEDARst Companies; **Keith Lampi**, Inland Real Estate Investment Corporation
Session coordinator: Mike Haven, U.S. Energy Development Corporation
TRACK: Advisor 101

(8) New. Now. Next. Innovative & New Products
Speakers: **John Grady**, ADISA; **Chip Cunningham**, Williams Mullen
Session coordinator: Tom Voekler, Williams Mullen
TRACK: DDO/Executive

(9) From Optional to Essential: The Case for Alternative Investments
The standards for investment portfolio construction are changing. The traditional 60/40 allocation no longer delivers the diversification and resilience investors need. In this dynamic panel, we'll challenge conventional wisdom and demonstrate why alternative investments are essential in the modern marketplace. Discover how to integrate alternatives effectively, mitigate risk and build portfolios designed for the future.
Moderator: **Jay Frank**
Speakers: **Matt Fries**, Cetera; **Mat Dellorso**, SEI; **Sylvia Kwan**, Ellevest
Session coordinator: Sydney Hockaday, Concorde Investment Services
TRACK: Advisor 101

2:25-3:15 pm
General Session VI: Artificial Intelligence
In this interactive session, financial professionals will learn how AI is being used in real advisory practices, often saving multiple hours per week.

Through real-world examples, we'll demonstrate what's possible with AI and share practical techniques to get faster, more accurate results. Attendees will leave with a clear understanding of how to use AI to build a more efficient, compliant and profitable practice.

This session is designed for advisors and teams who want to work smarter, communicate better, and grow their business with the help of AI.

Key Takeaways:

- Save time: Wse AI to summarize a long document, extract insights, and reduce repetitive tasks.
- Enhance client communication: Deliver more personalized and compliant messaging with less effort.
- Drive growth: Leverage AI to better prepare for meetings and think strategically about your business.
- Get better AI outputs: Learn how to prompt AI more effectively for clearer, more useful output.
- Built for advisors: All content is tailored to the day-to-day workflow of financial advisors.

Speakers: **Aaron Pollak**, VENTURE.co Holdings; **David Itzkovitz**, Optimal Advisor AI

3:15-3:45 pm
Break & Exhibits

3:45-4:35 pm
(10) Ask the Tax Attorneys
Hear from our industry tax experts. We will solicit your questions and cover tax issues with respect to 1031, DST, 721, OZ and other structures. Come hear what you will need to know about these structures and what to look out for.
Speakers: **Tom Voekler**, Williams Mullen; **Darryl Steinhause**, DLA Piper
Session coordinator: Tom Voekler, Williams Mullen
TRACK: DDO/Executive

(11) Cracking the CLO Code: Opportunities in Structured Credit
Collateralized loan obligations (CLOs) are becoming an increasingly common part of the financial ecosystem and how businesses are accessing funding to financial and expand their operations. While CLOs may appear complex at first glance, our panel of experts will seek to demystify this investment structure and how it can form a key component within an investor's portfolio. Join our panel, featuring portfolio managers and executives from leading market participants, for a robust discussion that will explore the origins of CLOs, the expansion of CLOs within the broader credit ecosystem, major developments and evolution in the CLO market, and discussion of key challenges and opportunities for investors in the market.
Moderator: **Jake Heidkamp**, FactRight
Speakers: **Daniel Ko**, Eagle Point Credit Management; **Josh Soffer**, Prospect Capital Management; **Brian Aleksa**, Oxford Funds
Session coordinator: Jake Heidkamp, FactRight
TRACK: Product

(12) Succession Planning: Building Value and Leaving a Legacy
Start planning for succession now. How can alts build value for your practice, what kind of legacy do you want to leave and what does that transition look like for your successor and your clients? Join industry experts to evaluate your practice's worth and next steps.
Moderator: **Ann Moore**, International Assets Advisory
Participants: **Mark Kosanke**, Concorde Investment Services; **Jeff Nash**, Bridgeview Strategies; **Nina Hajjar**, Stratos Wealth Partners
Session coordinator: Jen Ricci, Skyway Capital Markets
TRACK: Advisor 101

4:45-5:45 pm

General Session VII: NFL Legend Emmitt Smith

From End Zones to Enterprises: Emmitt Smith's Journey in Sports, Business & Finance

Hear his journey from football greatness to business success:

- Lessons learned on the field and in the boardroom
- Insights on leadership and resilience
- Building wealth beyond the game

NFL Career Stats:

- One of the greatest to ever play the game
- 15 seasons as a running back
- Most career rushing yards: 18,355
- Most career rushing touchdowns: 164
- Three Super Bowl championship rings
- Pro Football Hall of Fame member
- NFL 100 All-Time Team
- Eight-time Pro Bowler
- First-round pick in the 1990 NFL draft

Don't miss this once-in-a-lifetime opportunity to learn from one of the greatest athletes turned financial leader.

5:45-7:00 pm

Cocktail Reception

WEDNESDAY, OCTOBER 1

8:00-9:00 am
Breakfast & Exhibits

9:00-9:50 am
General Session VIII: Hot Topic Debate – In an Alts Essential Market, Is a 20% Allocation Limit to Illiquid Investments Too Large or Not Large Enough?
Join professional debate moderator John Donvan for a dynamic, Oxford-style debate on the provocative question: "In an alternatives essential market, is a 20% allocation limit for illiquid investments too large or not large enough?" Industry peers and outside experts will take opposing sides, bringing data, experience and diverse perspectives to this timely discussion. Attendees will gain a sharper understanding of portfolio construction, liquidity trade-offs, and why alternative investments should play a larger role in today's market environment.
Debate host: **John Donvan**, Journalist, Author, Moderator-in-Chief for "Open to Debate"
Session coordinator: Kyle Kadish, IBN Financial Services

10:00-10:50 am
General Session IX: Legislative & Regulatory Update
Part I:
ADISA Executive Director John Grady will lead a discussion with Mark Quinn, Director of Regulatory Affairs at Cetera Financial Group, on issues impacting RIAs coming out of the SEC and other agencies. Grady and Quinn will also discuss the White House initiative to push private funds and private assets into 401(k) plans.

Part II:
ADISA Legislative & Regulatory Committee Co-Chairs Catherine Bowman and Deborah Froling will lead a BD-centric discussion with Joe Sheirer of FINRA. They will focus on what FINRA is doing and what ADISA has said as part of the comment process as well as what's next. The L&R co-chairs will also touch on salient state/NASAA developments impacting broker-dealers.

Speakers: **John Grady**, ADISA; **Mark Quinn**, Cetera; **Joe Sheirer**, FINRA; **Catherine Bowman**, The Bowman Law Firm; **Deborah Froling**, Kutak Rock

11:00-11:50 am
(13) Broker-Dealer Advisory Council

(14) RIA Advisory Council

(15) Got Questions? Get Answers. An Open Q&A with Alternative Investment Experts

Ever wish you could get straight answers to your alternative investment questions -- but weren't sure who to ask? Don't leave the ADISA meeting without clarity. This interactive session is your opportunity to engage directly with a panel of seasoned experts. Whether you're new to alternatives or a seasoned professional, bring your questions -- we're ready to tackle everything from foundational principles to complex structures.

Session coordinator: Greg Mausz, Skyway Capital Markets

TRACK: Advisor 101