



Guilford | Enterprise Hall, Floor 2 421 E. 4th St. | Cincinnati, OH 45202

Dress Code
Business

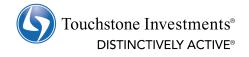
The Lytle Park Hotel 311 Pike St. | Cincinnati, OH 45202

Tuesday, December 9, 2025

| 10:00 – 12:00 pm | |
|------------------|--|
| Sycamore 3 | Field Council – Closed session, by invitation only |
| Lytle Hotel | |

| 1:00 – 1:15 pm Enterprise Hall Guilford, Floor 2 | Welcome | Mary Mock, Sr. VP and Head of Distribution |
|--|----------------------------------|---|
| 1:15 – 2:00 | Enterprise Update | Jill McGruder, Chief Marketing Officer, W&S Financial Group |
| 2:00 – 3:15 | Touchstone Vision & Sales Update | Ben Alge, CFA, <i>President</i> Mary Mock, <i>Sr. VP and Head of Distribution</i> |
| 3:15 – 3:30 | Break | |
| 3:30 – 4:00 | Markets Update | Crit Thomas, CFA, AVP Global Market Strategist Erik Aarts, CIMA, Sr. Fixed Income Strategist |
| 4:00 – 5:15 | Eat Rest Move | Chris Johnson |
| 5:15 pm | Wrap Up | Mary Mock, Sr. VP and Head of Distribution |

| 6:00 pm | |
|-------------|--|
| Rooftop | Dinner Control of the |
| Lytle Hotel | |





| WEDNESDAY, DECEMBER 10, 2025 | | |
|--|--|--|
| 7:30 – 8:30 am Basketball Court Guilford, LL | Need for Movement with Chris Johnson A session designed to restore energy and focus through movement. Feel free to come ready for the day in business clothes, however, we recommend wearing something more comfortable. You will get the most out of the session if you are able to move freely and fully participate in the restorative movement exercises. You will have access to the locker room if needed following the session to change. | |
| 9:00 Leadership Room Guilford, Floor 2 | Grab and Go breakfast | |

| 9:15 am Enterprise Hall | Recap Day 1 | Mary Mock, Sr. VP and Head of Distribution | |
|--|---|---|--|
| 9:15 – 9:45 | ETF Update | Matt Barry, CFA, VP Prod. Mgmt. and Head of Capital Mkts. Rich Koerner CIMA, CETF, VP, Senior ETF Specialist Anthony Lazerri, AVP, Prod. Mgmt. & Capital Markets | |
| 9:45 – 10:15 | Authentic Relationships | Mary Mock, Sr. VP and Head of Distribution | |
| 10:15 – 10:30 | Break | | |
| 10:30 – 11:15 | Beyond the Rate Cuts: Active Opportunities in Fixed Income | Session Lead Tommy Grout, Divisional VP Moderator Erik Aarts, CIMA, Sr. Fixed Income Strategist Panelists Laura Mayfield, VP & Sr. PM, FWIA Ricky Schneider, VP & Sr. PM, FWIA Dan Carter, Managing Dir. & Sr. PM, FWIA | |
| 11:15 – 11:45 | The Significance of RIAs | Mike Day, CFA, Managing Dir. Institutiuonal Bus. Devel. | |
| 11:45 – 12:15 | Practice Management and the RIA Space | Tom Singler, AVP, Investment Strategy Specialist Liz Lenz, Founder & Coach of Lenz Insights, LLC | |
| 12:15 – 1:00 Vision & Excellence Rm | Lunch and Tech Pop Up | | |
| 1:00 - 3:00 | Breakouts | Refer to next page for breakout locations and agendas | |
| 3:00 – 3:15 | Break | | |
| 3:15 – 4:00 | Top Gun Sessions | Sebastian Uran-Munoz Joe Nelson Tanner Welch | |
| 4:00 – 4:45 | Articulating the Ares Value Proposition | Session Lead Tim Bray, Divisional VP Moderator Erik Aarts, CIMA, Sr. Fixed Income Strategist Panelists Jennifer Kozicki, Partner, Head of Ares Global Liquid Credit Patrick Maloney, Principal, Ares Investor Relations | |
| 4:45 | Awards | | |
| 5:00 pm | Closing | Mary Mock, Sr. VP and Head of Distribution | |
| | | | |
| 6:00 pm | Annual Awards Banquet | Please see your email for an Uber code to use for | |



6:00 pm Reception

7:00 pm Dinner

The View

1071 Celestial St

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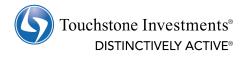
transportation this evening.



BREAKOUT SCHEDULE

WEDNESDAY, DECEMBER 10, 2025

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|------------------------------|---|---------------------------------|--|---------------------|
| | East / South | West | Inst | SR |
| | Enterprise | Vision | Leadership | Excellence |
| 1:00 | Kickoff | Kickoff | Kickoff | Kickoff |
| 1:00 – 1:15 | | Compensation Update | Institutional Update | 2026 Firm Review |
| 1:15 – 1:30 | PAR with Liz Lenz | | Focus Firm and Focus Product Discussion | |
| 1:30 – 1:45 | Compensation Update | Divisional Update | RIA Collaboration | Junior Coverage |
| 1:45 – 2:00 | | | with Retail | EEP Update |
| 2:00 – 2:15 | End of Year Plan | PAR with Liz Lenz | Compensation Update | Product Development |
| 2:15 – 2:30 | RVP Product & ATH Presentations | 2026 Ideas – Lightning Round | Compensation opuate | Update |
| 2:30 – 2:45 | 0 0 : | Driving Business with | PAR with Liz Lenz | Compensation Update |
| 2:45 – 3:00 | Open Discussion | Technology | | |
| 3:00 – 3:15 | Break then return to Enterprise Hall at 3:15 pm for last sessions | | | |





THURSDAY, DECEMBER 11, 2025

| 7:00 – 8:00 am | Breakfast |
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| Lytle Rooftop | DIEAKIASI |

| 8:30 am Enterprise Hall Guilford, Floor 2 | Recap Day 2 | Mary Mock, Sr. VP and Head of Distribution |
|---|---|--|
| 8:30 – 9:30 | Annual Compliance Meeting | Shawn Scott, <i>Compliance Officer</i> |
| 9:30 – 10:00 | Platform Update | Tim Costanza, Managing Dir. Head of Strategic Relations |
| 10:00 – 10:15 | Break | |
| 10:15 – 11:15 | International Session Wheel of Death Product Pitches | Crit Thomas, CFA, AVP Global Market Strategist Will Kussin, Managing Regional VP |
| 11:15 – 11:30 | Deferred Comp Overview Closing | Ben Alge, CFA, <i>President</i> Mary Mock, <i>Sr. VP and Head of Distribution</i> |

