



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
Lytle Hotel

Field Council – Closed session, by invitation only

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, President

Mary Mock, Sr. VP and Head of Distribution

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
Lytle Hotel

Dinner





WEDNESDAY, DECEMBER 10, 2025

7:30 – 8:30 am <i>Basketball Court Guilford, LL</i>	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. <i>You will have access to the locker room if needed following the session to change.</i>	
9:00 <i>Leadership Room Guilford, Floor 2</i>	Grab and Go breakfast	
9:15 am <i>Enterprise Hall</i>	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	<i>Break</i>	
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. Institutional 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 <i>Vision & Excellence Rm</i>	Lunch and Tech Pop Up	
1:00 – 3:00	Breakouts	<i>Refer to next page for breakout locations and agendas</i>
3:00 – 3:15	<i>Break</i>	
3:15 – 4:00	Top Gun Sessions	1. Sebastian Uran-Munoz 2. Joe Nelson 3. 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 <i>The View 1071 Celestial St</i>	Annual Awards Banquet 6:00 pm Reception 7:00 pm Dinner	<i>Please see your email for an Uber code to use for transportation this evening.</i>





BREAKOUT SCHEDULE

WEDNESDAY, DECEMBER 10, 2025

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

*Lytle Rooftop**Breakfast*

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, Compliance Officer*

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, President
Mary Mock, Sr. VP and Head of Distribution*