



Conference Registration: Uncommon Knowledge 2016

- Members: \$600 early registration; \$800 after April 1, 2016 \$ _____
- Member w/AUM \$10,000,000 or less: \$300 early registration; \$400 after April 1, 2016 \$ _____
- Non-Members: \$800 early registration; \$1,000 after April 1, 2016 \$ _____

Golf Registration: (Open to Regular Members only — limited to 40 players)

- Yes, I would like to play in the golf tournament. (\$35 fee per player; non-refundable if you cancel) \$ _____

Name(s) of golf player(s) _____

Spouse Registration: Evening social events (\$200)

- My Spouse will be attending the Sunday Welcome Reception, Monday Evening Party, and Tuesday Cocktail Party \$ _____

Spouse Name _____

Are you a **NAAIM Member?** Yes No

PLEASE PRINT

First Attendee _____

Title _____

Email Address _____

Name as it should appear on the badge _____

Organization/Firm _____

Address _____

City _____ State _____ Zip _____

Telephone _____

Please attach a list of additional attendees with their title, e-mail address and name as it should appear on the badge.

Payment Method: Mastercard Visa AMEX Discover Check

CREDIT CARD NUMBER _____

EXPIRATION DATE _____

CARDHOLDER'S SIGNATURE _____

CREDIT CARD BILLING ADDRESS _____

CITY _____ STATE _____ ZIP _____

Total amount enclosed or to be charged: \$ _____

(PLEASE MAKE CHECKS PAYABLE TO NAAIM)



Mail or Fax registration with payment to:
 NAAIM
 6732 W. Coal Mine Ave., #446
 Littleton, CO 80123

Phone: 888-261-0787
 Fax: 303-979-2192
 Email: info@naaim.org
 Web: www.naaim.org

(DETACH REGISTRATION FORM ALONG FOLD)

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NAAIM has been THE resource for active investment managers since 1989, providing unparalleled peer-to-peer networking, thought-provoking industry-leading presentations, active management resources and research papers, market indicators and much more.



Register now and join NAAIM in Fort Lauderdale, Florida at the Westin Fort Lauderdale Beach Resort, May 1-4, for **Uncommon Knowledge 2016 – Staying ahead of change: Actions to take today for building success.**

**For more information, visit NAAIM on the web:
www.naaim.org**

NAAIM
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 Active Investment Managers
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Staying ahead of change:

Actions to take today for building success.

Uncommon Knowledge

CONFERENCE 2016

May 1-4, 2016

Westin Fort Lauderdale Beach Resort
Fort Lauderdale, Florida

A National Association of Active Investment Managers Conference

Because today's investment advisor needs more than yesterday's solutions

Change is coming fast and furious to the investment advisor industry.

Market volatility - client unease - robo advisor competitors - new technology - evolving investment tools - changing compliance requirements - marketing challenges - the need to grow client assets in a world shaped by global events.

You need uncommon solutions. Solutions that help your firm realize the opportunities change brings. There's only one conference that offers the active investment advisor the tools and peer-to-peer networking that keeps you in the forefront of change — the National Association of Active Investment Managers Uncommon Knowledge

Action-Oriented Presentations Critical to Success | Speakers Respected as Thought Leaders



Mebane Faber – Co-founder and the Chief Investment Officer of Cambria Investment Management. Manager of Cambria's ETFs, separate accounts and private

investment funds. Author of numerous white papers and five books.

"If you've never heard of Cambria Investment Management's Meb Faber, then you have some serious catching up to do. I consider Faber one of the most innovative strategists in the business today."



Marcus Sheridan – Founder of The Sales Lion. Premier thought-leader within the digital sales and marketing space. Acknowledged expert in content marketing. Award-

winning speaker.

"It was during Marcus's presentation that I had kind of a 'lightbulb' moment. The first thing I thought was 'Man I feel stupid. I should have been doing this years ago.'"



Helene Meisler – Market technician extraordinaire. The Street Top Stocks and daily technical analysis columnist. 30+ year veteran of the financial markets on both sell

and buy sides.

"Whether you are a sophisticated trader, or wondering what technical analysis is all about, you can take advantage of Helene's time-proven approach and her action-oriented analysis of technical indicators pertaining to market trends and market sentiments."



David Goad, CHFC – President, Succession Planning Consultants, Inc., Succession Coach, author, advisor to more than 1,100 financial services firms and

independent advisors.

"Best speaker at this conference. For years I've avoided my succession planning, but David convinced me today that I can address this critical topic and successfully monetize my business value."



Joseph Lukacs III – Founder of International Performance Group, Inc. Results-based coach for financial advisors. One of the industry's top troubleshooters. His weekly

Practice Power Podcast is listened to by over 6,000 advisors worldwide.

"Coach Joe has been critical to our success, not only in business, but in life. His coaching style makes us feel like he is not just a consultant but an integral part of our team. We are at the top of our game with Joe at our side."



Thomas D. Giachetti, Esq., Stark & Stark Attorneys at Law. Legal practice devoted to investment-related matters, including the representation of investment advisers, financial planners,

broker-dealers, public and private investment companies, CPA firms and registered reps. Recognized author and commentator on investment-related legal matters.

"Investment Advisor magazine recognized Tom Giachetti as one of the 25 most influential people in the advisory industry in its 12th Annual IA25."



Paul Montgomery – Director of Investment Research for Scotia Partners, LLC. Former managing member at Theta Investment Research, LLC for nine years. Tracked and reported verified

performance and risk metrics on more than 2,000 investment strategies.

"When Paul first looked at my model he laughed and said it was a geek-gasm...too complicated, too multi-signal. His insights brought a completely new level of objectivity to the whole process and I ended up with better models."



Kali Hawk – Writer and consultant at KaliHawk.com. Director of Marketing for XY Planning Network. Passionate about helping financial professionals do more with

their work, their businesses, and their lives.

"If you find yourself bogged down with self-doubt, fear, or creative blocks, then you won't want to miss this one. Expect to find questions that will force you to break through excuses, discussions that feel like they were taken out of your own brain, and encouragement along the scary process of living a different kind of life."



NAAIM has been THE resource for active investment managers since 1989, providing unparalleled peer-to-peer networking, thought-provoking industry-leading presentations, active management resources and research papers, market indicators and much more. **Uncommon Knowledge 2016 – Staying ahead of change: Actions to take today for building success** continues NAAIM's tradition of excellence.

2016 AGENDA

Monday through Wednesday of Uncommon Knowledge features continental breakfast at 7:30 a.m., followed by an 8:30 a.m. conference start. Networking opportunities include refreshment breaks in the Sponsor Exhibit Hall, luncheons and evening events.

SUNDAY — May 1, 2016

- NAAIM Golf Classic
- Solo Advisors Meeting
- NAAIM Welcome Reception

MONDAY — May 2, 2016

Keynote Address — *Short and Intermediate Profit Opportunities in the Current Market Environment*

— Helene Meisler, Financial Markets Analyst

Robo Advisers – The Only Thing We Have to Fear Is?

— Hal Ratner, Morningstar

Beware – Regulators Are Carefully Reading Your Documents, Words Matter!

— Thomas Giachetti, Stark & Stark

Last Man Standing: Trading Systems that Work in Today's Market

— Mebane Faber, Cambria Investment Management

NAAIM Evening Gala Dinner

TUESDAY — May 3, 2016

Keynote Address — *The Digital Seller: How to Make the Internet Your Best Friend*

— Marcus Sheridan, The Sales Lion

Benchmarking for Sustainable Success

— Coach Joe Lukacs, Creator of the Practice Power Coaching System

Monetize Intellectual Property and Your Advisory Firm

— David Goad, Succession Planning Consultants, Inc.

The Secret to Marketing to Millennials: How to Build Trust and Authority

— Kali Hawk, Director of Practical Creativity at Off The Rails

Round Table Sessions —

The advisor's opportunity to focus the conversation in small groups exploring timely topics relevant to investment management today!

Closing Cocktail Reception

WEDNESDAY — May 4, 2016

8th Annual NAAIM Wagner Award for Advances in Active Investment Management

1st place winner — paper presentation

3D Investment Models – How to Build Success into your Strategies

— Paul Montgomery, Scotia Partners, LLC

Index Annuities: Are they too good to be true?

— John Conrath, Portfolio Medics

NAAIM Shark Tank — Showcasing NAAIM member investment strategies