



*Fifth*  
**Tribal Financial  
Management &  
Leadership Symposium**

**September 30<sup>th</sup>-October 1<sup>st</sup>, 2019**

**Mutual of America Headquarters**

**New York, NY**

8:00-9:00 AM      **Registration & Networking Breakfast in 320 Park® on the 35th Floor**



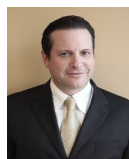
9:00-9:10 AM      **Opening Remarks & Conference Co-Chair Remarks in 320 Park® on the 35th Floor**



Justin O'Connor  
*President*  
Native Nation Events



Cynthia Pierce  
*Vice President, National Group Accounts*  
*Native American Business*  
Mutual of America



Bernard Machlovitch  
*Executive Director*  
Morgan Stanley Private Wealth Management



Hans Maentz  
*Senior Vice President*  
Morgan Stanley Private Wealth Management

**General Sessions in 320 Park® on the 35th Floor**

9:10-9:30 AM      **Keynote Address – Moving the Unreachable to the Benchmark for Native Americans: the Unimaginable Power Behind and Ahead of Our Progress**

**Presenter:**



David Sickey  
*Tribal Chairman*  
Coushatta Tribe of Louisiana

9:30-10:30 AM      **Coming “Inside-Out” to Maximize Your Energy, Enthusiasm & Impact on Your Team!**

- Developing a pregame-postgame strategy that allows your daily performance to be maximized.
- Back to basics. Getting clarity with values and principles and clearly defining who your self identify is at its best version.
- Simplifying, codifying and ratifying each day to cast votes for who you are and the message you send to your community.
- When the game gets rugged and hostile who wins?
- The “G-Gem box” and the five essentials great leaders possess.
- We are all story tellers. Our interpretations are in our hands.
- $K-A=0$ . Knowledge minus actions equals zero. Follow the Nike Lead!

**Presenter:**



Jim Stroker  
*Coach*  
Native Nation Events

10:30-10:45 AM

**Morning Networking Break in 320 Park® on the 35th Floor**



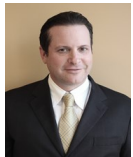
**General Sessions in 320 Park® on the 35th Floor**

10:45-11:45 AM

**Macro Outlook on the Financial Markets**

- What is the economy telling us now?
- U.S. investor markets, where are they heading and how should tribes be investing for the long term?
- How are central banks influencing interest rates?
- How do tribes best diversify their investments?
- How have nontraditional/ alternatives diversified their investments?
- How can tribes weather the current volatility in the markets (i.e. The “tweet affect”)?

**Presenters:**



Bernard Machlovitch  
*Executive Director*  
Morgan Stanley Private  
Wealth Management



Hans Maentz  
*Senior Vice President*  
Morgan Stanley Private  
Wealth Management



Amir Lear, CFA  
*Chairman & CEO*  
Capital Management LLC  
Mutual of America

11:45-12:45 PM

**The Importance of Asset Allocation in the Anticipated Recession**

- Identify key drivers of asset prices over the next year.
- The importance of ensuring your organization has a well-rounded portfolio, and steps to diversification.
- Common pitfalls that investors need to be aware of.
- Examine the correlation between large market drawdowns and recessions and distinguishing between signal and noise.
- Economic outlook and the variables we consider in coming to that conclusion.

**Moderator:**



Daniel D. Dolan, Jr.  
*Founder/Managing Member*  
Dolan McEniry Capital Management, LLC

**Presenters:**



Alexandra Terry  
*Deputy Director*  
Leveraging for the Tohono O’odham  
Ki:Ki Housing Association



Kurtis Trevan  
*CEO*  
Gun Lake Investments

12:45-1:35 PM

**Networking Lunch in 320 Park® on the 35th Floor**



**General Sessions in 320 Park® on the 35th Floor**

1:35-1:45 PM

**Host CEO Remarks**

**Presenter:**



John R. Greed  
*Chairman, President & Chief Executive Officer*  
Mutual of America Financial Group

1:45-2:45 PM

**Building Portfolios Across Multiple Asset Classes**

- Bottom up vs. Top down
- Active vs. Passive
- Fundamental vs. Quantitative
- Return, Risk and Correlation
- The benefits of Diversification

**Moderator:**



Cynthia Pierce  
*Vice President, National Group Accounts*  
*Native American Business*  
Mutual of America

**Presenters:**



Stephen Rich  
*President & Chief Equity Strategist*  
Capital Management LLC  
Mutual of America



Joe Gaffoglio, CFA, CPA  
*Executive Vice President & COO*  
Capital Management LLC  
Mutual of America

2:45-3:00 PM      **Afternoon Networking Break in 320 Park® on the 35th Floor**



**General Sessions in 320 Park® on the 35th Floor**

3:00-4:00 PM      **Equity Investments in Current Market Conditions**

- Hear first-hand which market sector today's leading financial professionals are investing in.
- What strategies are used to avoid unwanted risk and the factors that drive returns?

**Presenter:**



Benjamin H. Nahum  
*Managing Director*  
Neuberger Berman

4:00-5:00 PM      **Fixed Income is Traditionally Misunderstood. Learn why your Tribal Assets and Permanent Funds can Greatly Benefit from a Multi-Sector Fixed Income Strategy**

- History suggests there may be benefits to staying put and "riding out" the cycle, instead of rushing for the exits or pursuing a market-timing strategy.
- Fixed income's performance during past interest rate cycles offers valuable context for investors now.
- The fixed income markets delivered positive results during recent Federal Reserve rate tightening cycles. Where do the experts see both the Fed and markets heading?
- A well-constructed and diversified fixed income portfolio makes for an "all-weather" strategy that can generate positive returns in in each part of the interest rate cycle.
- Total Return versus Income Oriented – two strategies that each serve their purpose.

**Presenters:**



Hannah Kim, CFA  
*Vice President, Fixed Income  
Product Strategist*  
BlackRock



Alan Alsheimer, Jr.  
*Partner*  
Permanens Capital

5:00 PM

**Monday's Sessions Conclude**

8:00-8:45 AM

**Registration & Networking Breakfast in 320 Park® on the 35th Floor**



**General Sessions in 320 Park® on the 35th Floor**

8:45-9:45 AM **Strategies to Enhance Self Awareness & Create Teams on a Mission of Success**

- Billboards, heroes and eulogies. The framework to your enhanced self awareness statement.
- Feedback and blind spots. The 100 game.
- Seals, focus and boxes. Three practices of great leaders.
- Tattoos, triggers and thoughts.
- Simply, codify and ratify.
- Rule #6.

**Presenter:**



Jim Stroker  
*Coach*  
Native Nation Events

9:45-10:45 AM **Opportunity Zone Funds & the Potential Benefits for Your Tribe**

- The Opportunity Zones Program is a tax incentive for investors to deploy potentially billions of unrealized capital gains into economically distressed communities.
- Discuss Opportunity Zones and their challenges and benefits.
- Clarify the latest regulations and talk through opportunities and strategies for participation.
- How can you position yourself and utilize the Opportunity Zones incentive to bring capital to Indian Country?

**Presenter:**



Zach Atherton-Ely  
*VP of Strategic Growth Initiatives*  
Mille Lacs Corporate Ventures

10:45-11:00 AM

**Morning Networking Break in 320 Park® on the 35th Floor**



PROVIDENCE FIRST  
TRUST COMPANY



Retirement Services • Investments

**General Sessions in 320 Park® on the 35th Floor**

**11:00-12:00 PM Minor's Trust Funds**

- Best practices for the transition and set-up of a minor's trust program.
- Taxation of per capita.
- The latest legal and tax laws for Minors Per Capita Trusts.
- Structuring A Minors Trust Program that encourages educational pursuits.
- Minor's trust contributions and the conflict with SSA payments—new updates.
- Incorporating financial literacy into a minor's trust program.
- Effective early distribution policies - allowing early distributions that can really benefit the youth.
- Minor Trusts: Protecting Wealth for Future Generations.

**Moderator:**



Samuel L. Fuller, Sr.  
*Senior Vice President*  
Providence First Trust  
Company

**Presenters:**



Kip Rabin  
*Finance Director*  
Miccosukee Tribe of  
Indians of Florida



Hans Maentz  
*Senior Vice President*  
Morgan Stanley Private  
Wealth Management

**12:00-1:00 PM Are Alternative Investments or Impact Investments an Option for Your Tribe?**

- Define alternative investments and what they include- venture capital, private equity, hedge funds, real estate investment trusts, commodities, etc.
- Define impact investments and how Tribes can benefit - investing Tribal assets in community development throughout Indian Country, seeking impact investment from others for your community needs.
- Understanding the difference and qualifications between liquid and non-liquid alternative assets.
- Long/short alternative investments vs the current market conditions?

**Presenters:**



Phil Glynn  
*President*  
Travois



Dennis Johnson  
*Chief Investment Officer*  
Ho-Chunk, Inc.

**1:00 PM Tribal Financial Management Symposium Concludes**

**1:00 PM GRAND PRIZE RAFFLE DRAWING**

**\*\*\*Winner must be Present to Win\*\*\***