

## The Advantages of Closed-End Funds: *Seeking Income, Finding Value*

The Advisor Summit on Closed-End Funds (CEFs) is the event for financial advisors who want to know more about how to take advantage of the unique investment opportunities of CEFs to build income for their clients. This event will provide an in-depth look at the current market and how to use CEFs to find potential value and achieve income. Presenters include industry leading experts and CEF portfolio managers.

### 11:30 AM - 12:00 PM **Registration & Lunch**

Please check in at the registration table, take a moment to visit the education center and enjoy the box lunch provided. **Continuing education participants are required to check in by 12:00 pm.**

## The Role and Benefits of CEFs for Today's Investor

### 12:00 - 12:40 PM

This panel conversation will highlight the benefits of the closed-end capital structure, dispel myths and misconceptions about CEFs, and discuss how the use of leverage and the opportunity to buy at a discount can boost regular income and provide additional value.

**Moderator:**

Anne Kritzmire, Managing Director, Closed-End Funds & Global Structured Products – **Nuveen Investments**

**Panelists:**

Jon Diorio, Director – **BlackRock**

Frank J. Abella, Jr., President & CEO – **Investment Partners Group**

## Expand Income Opportunities for Your Clients

### 12:40 - 1:10 PM

### A Closer Look at Business Development Companies (BDCs)

The search for yield is a critically important task for many investors. This session focuses on an often little-discussed segment of the market known as business development companies (BDCs). Find out how BDC investments may be a potentially strong addition to an income portfolio, and also provide an opportunity to access emerging growth companies before they go public.

Grier Eliasek, President and Chief Operating Officer - **Prospect Capital Management LLC**

### 1:10 - 1:40 PM

### Senior Loan & High Yield Market Update

As investors and advisors alike wonder about the impact of rate changes on their investments, Larry Holzenthaler of Symphony Asset Management discusses the current environment for floating rate senior loans, high yield credit, and the trade-offs of credit risk and interest rate risk, as well as the closed-end fund structure and use of leverage with these asset strategies.

Larry Holzenthaler, Investment Strategist – **Symphony Asset Management, Nuveen Investments**

### 1:40 - 1:55 PM

### Networking & Refreshments

1:55 - 2:25 PM

**Go Global for Income & Yield**

As the Federal Reserve moves to complete the end of quantitative easing, and the market continues to speculate on the potential for higher rates, Aberdeen believes it's more important than ever to go global for income and yield. As the fixed income market evolves, so should investors. This presentation will review opportunities around the world that can help your clients realize the income they need in a flat or rising rate environment.

Rennie McConnochie, Senior Business Development Manager - **Aberdeen Asset Management**

**Alternative Asset Allocation Strategies**

2:25 - 3:20 PM

**Diversifying with REITs, Convertible and Healthcare Strategies**

As investors take aim at their particular investment targets, publicly listed REITs (Real Estate Investment Trusts) represent another arrow in the quiver of potential income solutions. Convertibles funds provide choice for investors seeking the income of a bond while maintaining exposure to some upside potential of the underlying stock. Health care has over time been one of the market's most consistent performers. Learn about trends and opportunities in these sectors, and how these types of CEFs can play a part in a diversified investment portfolio in today's market.

**Panelists:**

Mark McAllister, Managing Director & Portfolio Manager - **ClearBridge Investments (Legg Mason)**

Thomas Dinsmore, Chairman & Portfolio Manager - **Dinsmore Capital Management**

Daniel Omstead, President - **Tekla Capital Management LLC**

3:20 - 4:00 PM

**CEF Strategies for International Diversification**

CEFs provide access to a wide variety of investment strategies, including longer-term, less liquid securities or markets due to their stable capital structure. In this session, the panel will provide insight on why CEFs may offer attractive investment opportunities for income and growth beyond the U.S. borders, and why you should consider using a closed-end fund structure.

**Moderator:**

Alison duPont, Senior Marketing Manager - **Aberdeen Asset Management**

**Panelists:**

Stephen Noll, Director - **Deutsche Asset & Wealth Management**

Jonathan Morgan, President & CEO - **Canadian General Investments, Limited**

**Conclusion****Continuing Education Credit Certification**

At the conclusion of the event, continuing education participants will receive a certificate of completion. This event has been accepted for 3 CE Credit hours by the CFP Board and by IMCA for credit towards the CIMA®, CIMC® and CPWA® certifications.

**Sponsored by:**