

## 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.

### 8:00 - 8:30 AM Registration & Breakfast

Continuing education participants are required to check in by 8:30 am.

### 8:30 - 9:30 AM The Role & Benefits of CEFs for Today's Investor

This conversation will highlight the benefits of the closed-end capital structure and dispel myths and misconceptions about CEFs. Get insight on what to look for when researching and evaluating CEFs. Hear 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 & Structured Products — Nuveen Investments

**Mariana Bush**, CFA, Senior Analyst, Closed-End Fund & ETP Research — Wells Fargo Advisors

**Jonathan Isaac**, Vice President, Director of Product Management — Eaton Vance

**Stephen Minar**, Vice President — BlackRock

### 9:30 - 10:20 AM Expand Income Opportunities for Your Clients

Many investors seek the stable and attractive income generated by bonds, but with today's low rate environment and concerns about rising interest rates, where are the opportunities and where are the risks? How can a fixed income portfolio protect against rising rates? Should you consider preferred and convertible securities? In this session you will hear about strategies that can generate income for clients in today's fixed income environment, as well as the closed-end fund structure and use of leverage with these asset strategies.

**Doug Baker**, Senior Vice President & Portfolio Manager — Nuveen Asset Management

**F. Barry Nelson**, CFA, Partner — Advent Capital Management

### 10:20 - 10:30 AM Break



**10:30 - 10:55 AM** **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. They provide an opportunity for investors to access emerging growth companies before they go public, which are typically only available to larger investors such as pension funds, university endowments and other larger institutions.

**Thomas Alonso**, CFA, Vice President of Investor Relations — Prospect Capital Corporation

**10:55 - 11:20 AM** **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.

**Renee Baker**, Senior Manager, CEF Marketing & Investor Relations — Aberdeen Asset Management

**Rennie McConnochie**, Head of Global Banks — Aberdeen Asset Management

**11:30 AM** **Lunch**

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