



www.SouthFloridaBondTraders.org

# AT BNP PARIBAS WE'RE COMMITTED TO GETTING BUSINESSES WHERE THEY WANT TO BE, by drawing on our expertise and presence in 75 countries. Whether your business is looking for access to global markets, financing, cash management, advisory services or risk management, we are

to global markets, financing, cash management, advisory services or risk management, we are here to take you further. BNP Paribas helps US businesses...

...byfinancingcompanies of all sizes through BNP Paribas Corporate&Investment Banking, Bank of the West and First Hawaiian. ...by underwriting bonds in USD where we have a very significant presence, or in EUR where we have been ranked #1 for new issues for five straight years, 2009-2013, by Thomson Reuters.

BNP Paribas Group companies. Member FDIC. 🛛 🌈 First Hawaiian Bank

WE'RE CLOSE BY

**I** HE P

YUUGU

FURTHER

n Bank. BANK #WEST 92

BNP PARIBAS | The bank for a changing world

usa.bnppari**bas**n

BNP Paribas is incorporated in France with limited liability. BNP Paribas Securities Corp., a subsidiary of BNP Paribas, is a U.S. broker-dealer registered with the SEC and a member of FINRA, SIPC and the NYSE. Bank of the West and First Hawaiian Bank are subsidiaries of BNP Paribas. BNP Paribas Corporate & Investment Banking is a brand name of SNP Paribas. Bonds are underwritten in the US by BNP Paribas Scorp: and in Europe by BNP Paribas. London Branch. Thomson Reuters rankings based on bond volumes. Bonds are not FOIC insured or bank guaranteed and may lose value. This material is not intended as an offer or solicitation for the purchase or sale of any financial instrument. © 2014 BNP Paribas. All rights reserved.

### WELCOME



#### Welcome to the 2015 South Florida Bond Traders Association Conference!

While you are here, you will have the opportunity to participate in our product-specific sessions, discuss current issues facing our industry, and network with other fixed income professionals from around the country. We will be kicking things off with a dinner Thursday evening, and begin our product-specific sessions Friday morning. Friday afternoon has been left open for you to spend as you wish, whether networking with customers and attendees, or enjoying the resort amenities. We will come back together Friday night for a cocktail reception on "Sponsor Street" and then head to our product-specific dinners. Saturday morning is dedicated to our golf, fishing, and tennis tournaments, followed by an activities awards luncheon to close out the conference.

A mission of the SFBTA is to offer financial assistance to educational and charitable organizations in the South Florida area and you are helping us achieve this goal! A portion of this year's conference proceeds will be donated to:

#### Inspirit Kenny's Dream Foundation Sheridan House The Slomin Family Center

I would like to thank our 2015 SFBTA Corporate Partners, Amherst Pierpont Securities, BNY Mellon, Incapital, JVB Financial Group, Mesirow Financial, and Multi-Bank Securities, for supporting our organization throughout the year. This conference could not happen without the generous support of our sponsors, especially our Premier Sponsor, BNP Paribas. Please be sure to visit "Sponsor Street" to learn more about all of our sponsors.

I would also like to thank our Conference Coordinators, who, along with some of our SFBTA Directors, planned our product sessions, dinners, and activities:

- Beau Brudzinski Amherst Pierpont Securities LLC
- Vince Butkevits JVB Financial Group, LLC
- Mark DeCosmo Incapital LLC
- Rob Fairbrother TMC Bonds LLC
- Iaime Hogan SFBTA
- Nicole James Multi-Bank Securities, Inc.
- Tom Kane Incapital LLC
- Patrick Leary Incapital LLC

- Glenn Lotenberg Incapital LLC
- Nancy Ludwig Incapital LLC
- Suzanne O'Connell SFBTA
- Lori Terrazi Incapital LLC
- John Tessar JVB Financial Group LLC
  Amit Tirosh Incapital LLC
- Jim Wangsness- TMC Bond LLC

Lastly, I would like to give special recognition to our Conference Leadership Team, whose hard work and planning helped to ensure a successful event for all of us:

- Erin Branham Apartment Two Events
- Jaime Hogan SFBTA
- Krista Martin Multi-Bank Securities, Inc.

I am thankful the local South Florida fixed income community has come together once again to host our clients, create a dialogue about the current environment in our industry, and give back to the community.



All the Best,

**George Barbar** 

President, South Florida Bond Traders Association Senior Managing Director, Mesirow Financial George@SouthFloridaBondTraders.org

# AGENDA

when : what



### where

:

•			•
Thursday, February 5, 2015			
12:00 pm - 6:00 pm	Event Check-In		Mizner Center
6:30 pm	Cocktail Reception		Garden Pool
8:00 pm	Welcome Dinner		Garden Pool
<b>Friday, Febr</b> All activities will be held			
8:00 am - 1:00 pm	Event Check-In		Mizner Center
8:00 am	Continental Breakfast		Sponsor Street
9:00 am	Welcome Economic Update Keynote Address	George Barbar, President, South Florida Bond Traders Association Adolfo Laurenti, Chief International Economist & Managing Director, Mesirow Financial Coach Mike Jarvis, College Basketball Coach/Analyst/Author/Speaker	Royal Palm Ballroom
10:15 am	Break		•
10:30 am	<b>A Sessions</b> CDs Corporates/Preferreds Mortgages Munis	What to Expect in 2015 Landscape and Challenges to the Markets in 2015 Round Table Discussions Hot Trends/Insights on Trading Municipals - Panel Discussion	Royal Palm Ballroom Salon VII/VIII Salon IX/X Salon I/II Salon III/IV
11:15 am	Break		
11:30 am	<b>B Sessions</b> Agencies Structured Products Munis	Up Your Game: GSE Strategies for 2015 50 Shades of Structured Products Trading Opportunities with Secondary Muni Bond Insurance	Royal Palm Ballroom Salon V/VI Salon IX/X Salon III/IV
5:00 pm - 7:00 pm	Event Check-In		Mizner Center
6:00 pm	Cocktail Reception		Sponsor Street
7:30 pm	<b>Product-Specific Dinners</b> Agencies CDs Corporates/Structured Products Mortgages Munis		Lucca (resort restaurant) Sea Grille (shuttle to resort restaurant) 501 East (resort restaurant) Sapori (shuttle to local restaurant) Lucca (resort restaurant)
Saturday, February 7, 2015			•
7:15 am	Fishing Tournament		Shuttle to Hillsboro Inlet Fishing Center
8:00 am	Golf Tournament		Resort course
10:30 am	Tennis Tournament		Resort courts
12:30 pm	Activities Awards Luncheon		501 East

### SATURDAY ACTIVITIES

#### **FISHING TOURNAMENT**

Ready to go on a saltwater fishing charter in beautiful South Florida? The Hillsboro Inlet Fishing Center in Pompano Beach has easy access to "Sailfish Alley" - a section of water that runs between one and three hundred feet of water on the inside of the Gulf Stream and acts like a conveyor belt bringing in all types of sport fish including Kingfish, Sailfish, Wahoo and Dolphin!

Wear a hat and sunglasses and you are ready to join us! Meet at the Shuttle pick up area (across from Golf Clubhouse) at 7:15 am... bus leaves promptly at 7:30 am (there will be coffee available on the bus). Fishing until 12:00 pm, and we should return to the resort around 1:00 pm.

#### **TENNIS TOURNAMENT**

The Boca Raton Resort & Club sets the standard for tennis in South Florida. Featuring a world class tennis center with 30 immaculate clay-based courts and one of the finest teaching programs in the region, it is regularly listed by Tennis Magazine as one of the top tennis programs in the country. We will meet at the clubhouse at 10:30 am. Wear appropriate tennis shoes, attire, and sunglasses. Demo racquets are available for rental.

#### **GOLF TOURNAMENT**

Boca Raton Resort & Club is home to two of the finest and most renowned golf courses in South Florida. The Resort Course was built in 1926 and enjoys world fame and acknowledgement as one of Florida's golden age courses. This distinctive Resort Course with a signature water feature designed by Hugh Hughes promises to provide a truly exclusive golf experience. Tournament play is a four person scramble format. Club rentals are available - contact the Pro Shop directly at 561.447.3419. Meet at the clubhouse at 8:00 am.

#### **Activities Awards Luncheon**

Please join us at 501 East for an Activities Awards Luncheon to close out the conference.

South Florida Bond Traders Association, Inc. (SFBTA) is a non-profit, professional membership organization comprised of investment and trading professionals in the South Florida area. We represent many firms involved in the buying, selling, and trading of all fixed income securities.

#### SFBTA is committed to the following objectives:

- Provide members with educational opportunities including seminars, conferences, and training sessions relating to current issues facing the securities trading industry.
- Sponsor social and networking events to encourage members and other industry professionals to develop and deepen professional relationships.
- Support the South Florida community through funding of local charities and scholarships.

<image><text><text><text><text><text><text>

www.SouthFloridaBondTraders.org

\*Tradeweb direct

# SMARTER FASTER EFFICIENT BOND TRADING

#### **Contact us:**

+1 212 852 1234 TWDsales@tradeweb.com

www.tradeweb.com

©2014 Tradeweb Markets LLC. All rights reserved

# **OPENING SESSION**

#### Welcome

#### George Barbar, President, South Florida Bond Traders Association

#### **Economic Update:**

#### "The 2015 Outlook: Bracing for a Wild Ride - Divergence in Monetary Policies Drives Market Volatility"



#### Adolfo Laurenti, Managing Director and Chief International Economist, Mesirow Financial

Adolfo Laurenti serves as managing director and chief international economist at Mesirow Financial, where he develops economic research critical to supporting clients and business lines. Adolfo authors *Themes on the Global Markets*, a periodic newsletter providing insight into key regions and sectors of the global economy. He has expanded European connections as well as coverage of Asia and Latin America. Adolfo initiated contacts with central banks and industry leaders in Europe for the National Association for Business Economics (NABE) and teaches NABE's course on economic measurement for Certified Business Economists. As an expert on European economies and monetary policy, he is regularly quoted by overseas and local news reporters. He

also lectures at Northwestern University's Medill School of Journalism. Adolfo was selected as an Emerging Leader by the Chicago Council on Global Affairs in 2011. Prior to joining Mesirow Financial in 2007, Adolfo served as associate economist at LaSalle Bank/ ABN AMRO where he tracked economic trends in the banking sector. He was an Earhart Foundation Fellow in 2002, received a Washington Society of Investment Analysts Scholarship and a Graduate Scholarship for Excellence in Academia from the Economic Club of Washington D.C.

Adolfo is on the NABE board of directors and serves on several NABE committees, including Statistics, International Initiative, Economist Measurement, Executive and Annual Meeting. He is a member of the American Economic Association and the Chicago Association for Business Economics. He is also a board member for the Collaborative Arts Institute of Chicago.

Adolfo is a graduate of Bocconi University Business School in Milan, Italy. He specialized in industrial organization as a visiting scholar at the Center for Industrial Economics in Copenhagen, Denmark and concentrated in financial economics at Central European University in Budapest, Hungary. Adolfo earned his M.A. in economics from George Mason University, where he also pursued doctoral studies.

#### Keynote Address: "Everybody Needs a Coach"



#### Mike Jarvis, Coach, TV Analyst, Author

In 25 seasons as a Division I men's basketball head coach, Mike Jarvis compiled a record of 583-326. He took three universities, Boston University, George Washington University, and St. John's University to the NCAA Tournament. He is one of only eight coaches to win 100 or more games at three different universities, and the only coach to accomplish that fete and win 100 plus games as a high school coach.

Jarvis earned his undergraduate degree from Northeastern University in 1968, and Master's in Education from Boston University in 1984. At Cambridge Rindge and Latin School, he guided his former high school to three-consecutive state titles (79-81), while compiling a near-perfect record of 77-1. He was a three-time Massachusetts High School Coach of the Year, and coached future Hall of Famer Patrick Ewing. Coach Jarvis

surpassed Rick Pitino as Boston University's all-time winning coach with a 101-51 record. In 1993, Mike Jarvis Sr. and Jr. made NCAA history as the first African American father-son coaching team in Division I. In 1997, Jarvis was elected president of the National Association of Basketball Coaches. The following year, Coach Jarvis became the head men's basketball coach at St. John's University and led the Red Storm to a 28-9 record and a trip to the Elite 8. That same year he won the National Coach of the Year Award and National Father of the Year Award. Following his experience at St. John's, Mike embarked on a new career as a basketball analyst for ESPN television and writer for Yahoo Sports, co-authored his first book 'Skills for Life,' and wrote his first faith tract entitled "Meet My Head Coach." In 2008, Coach Jarvis led Florida Atlantic University to their first ever Sun Belt regular season championship and National Invitational Tournament and received Coach of the Year honors from the Sun Belt Conference and NABC District 24. During the 2013-14 season, Jarvis made history again by becoming the winningest men's basketball head coach in FAU history.

Mike Jarvis' life after coaching has him writing his second book, "Everybody Needs A Head Coach," working as a college basketball analyst for Fox Sports, a motivational speaker, and Life Coach. Coach and his wife Connie reside in Boca Raton, have a son, Mike II, daughter Dana Shaiyen and five grandchildren.

### Helping you achieve strong bonds.

### BMO 🔛 Capital Markets<sup>®</sup>

We're here to help.™

BMO Capital Markets offers a complete range of fixed income products, structured notes and certificates of deposit. With our longstanding commitment to the marketplace, we have the expertise that can help you reach your goals.

#### CAPITAL RAISING • MERGERS & ACQUISTIONS • RISK MANAGEMENT • RESEARCH • INSTITUTIONAL SALES & LENDING

BMO Capital Markets is a trade name used by BMO Financial Group for the wholesale banking businesses of Bank of Montreal, BMO Harris Bank N.A. (member FDIC), Bank of Montreal Ireland p.L.c., and Bank of Montreal (China) Co. Ltd and the institutional broker dealer businesses of BMO Capital Markets Corp. (Member SPPC) and BMO Capital Markets KGT Inc. (Member SPC) and regulated by the Financial Conduct Authority) in Europe and Australia and BMO Advisors Private Limited (authorised and regulated by the Financial Conduct Authority) in Europe and Australia and BMO Advisors Private Limited in India. "Nesbitt Burns" is a registered trademark of BMO Nesbitt Burns Inc. used under license. "BMO Capital Markets" is a trademark of Bank of Montreal, used under license. "BMO Capital Markets" is a trademark of Bank of Montreal, used under license. "BMO Capital Markets" is a trademark of Bank of Montreal in the United States, canada and elsewhere. "Trademark of Bank of Montreal, used under license."



Serving Institutional Clients since 1988.

INVESTING FUNDING PORTFOLIO SERVICES Mike Drews (800) 967-4423 mdrews@mbssecurities.com 2400 East Commercial Blvd., Suite 812 Ft. Lauderdale, Florida 33308 www.mbssecurities.com

Member of FINRA & SIPC; MSRB Registered. For institutional investors only, not intended for the investing public. © 2015 Multi-Bank Securities, Inc. All Rights Reserved.

### CDs

#### "What to Expect in 2015"

Moderator: Nicole James, Senior Vice President, Multi-Bank Securities, Inc.

Join us to gain more knowledge about the impact that the final rules to implement BASEL III Liquidity Coverage Ratio will have on brokered CDs. We will discuss the Frequently Asked Questions which the FDIC recently released giving guidance on identifying, accepting, and reporting brokered deposits. On the investing front, learn more about the strategies that Credit Unions utilize when they purchase CDs and find out the latest trends in banking as it relates to their funding and lending practices.



#### Paul T. Clark, Partner, Seward & Kissel LLP

Paul Clark is a partner in the Washington, DC office of Seward & Kissel LLP. Paul is recognized as an expert in the federal and state banking and securities law issues affecting the brokering of bank deposits, including both CDs and "sweep" deposits. He developed the documentation that is standard in the securities industry for these products and advises numerous brokers and banks on their regulatory and transactional aspects of the products. Paul has represented individual brokerage firms and the securities industry on legislative and regulatory proposals affecting brokered deposits. Paul received his AB and JD from the University of California, Berkeley. He is a member of the Advisory Board of the Berkeley

Center for Law, Business and the Economy and is the author of the 2013 article "Just Passing Through: A History and Critical Analysis of FDIC Insurance of Deposits Held by Brokers and Other Custodians", published in the Boston University School of Law Review of Banking and Financial Law in 2013.



### John E. Rickmeier, CFA, President and Chief Executive Officer, IDC Financial Publishing, Inc.

Mr. Rickmeier has over 45 years of experience in evaluating financial institutions. In 1984, Mr. Rickmeier converted the regulatory accounting submitted in Call Reports to the Office of Thrift Supervision into Generally Accepted Accounting Principles (GAAP). With the GAAP database on thrifts and banks, IDC was uniquely positioned to analyze the Ohio crisis and subsequent failure of many banks and thrifts. As CEO of IDC Financial Publishing, Mr. Rickmeier designs and manages the processes and analytics used in the evaluation of bank, savings institution and credit union financial ratios, the value-added evaluation of

bank investment portfolios, the value-added analysis of bank loan portfolios, and the efficiency analysis of the cost of funding a financial institution. Mr. Rickmeier and his analytical team evaluate and rank quarterly over 14,000 banks, savings institutions, and credit unions. IDC ratings of financial institutions have become the standard in evaluating the safety and soundness of institutions issuing brokered certificates of deposit. IDC ratings are used by Federal Reserve banks, Fannie Mae, Freddie Mac, Ginnie Mae, insurance and credit card companies, and many state and municipalities as a guide for determining financial relationships. IDC ratings are also used by financial firms specializing in brokered certificates of deposit, individuals and institutions investing in certificates of deposit, and individuals concerned about their bank safety rating. Before founding IDC Financial Publishing, Inc., Mr. Rickmeier acted as both chairman of an investment committee and portfolio manager for a Midwest investment advisory firm. Prior to 1972, as chief economist for a New York investment strategy firm, he consulted with over 300 financial institutions.

# ONE SOURCE NFINITE ANSWERS

The world's fixed income leaders turn to Bloomberg first for an end-to-end solution that combines transparent data, powerful analytics, seamless execution and streamlined order management. Our leading multi-dealer trading platforms, Bloomberg ALLQ and Bloomberg SEF (Swap Execution Facility), help you discover value and make fixed income and OTC derivatives trades with total confidence.

Pre-integrated with Bloomberg's Fixed Income Trading (FIT), including ALLQ, BSEF and Bloomberg BOLT (Bid Offer List Trading), Bloomberg TOMS (Trade Order Management Solutions) offers sell-side OMS solutions for fixed income and derivatives that includes support for electronic trading, clearing and reporting.

# Bloomberg

bloomberg.com

# **CORPORATES / PREFERREDS**

#### "Adjusting to the New Rate Environment in the Corporate Bond Arena" "Preferreds: Yesterday, Today and Tomorrow"

Moderator: Tom Kane, Managing Director, Incapital LCC



#### Anthony Coniglione, Managing Director, Incapital LLC

Anthony Coniglione has been trading corporate bonds for over 30 years and has managed several different trading departments throughout his career. He has been responsible for overseeing many areas of taxable fixed income from Treasuries to high yield and investment grade bonds. Over the years he was an integral part of building several trading departments from infancy to maturity. Prior to joining Incapital, Anthony held senior positions at KGS Alpha, BNY Mellon and Spear Leeds & Kellogg. He started his career at E.F. Hutton where he was Head of Retail Corporate Trading. Mr. Coniglione attended Fairleigh Dickinson University where he studied Electrical Engineering. He holds FINRA series 7, 24, 55 and 63 Licenses.

#### Allen Hassan, Managing Director - Fixed Income Sales and Trading, BTIG, LLC

Allen Hassan is a Managing Director at BTIG, LLC within fixed income sales and trading. Mr. Hassan joined BTIG in April 2011 to launch the firm's preferred desk. Under his guidance, BTIG developed a robust new issue and secondary preferred business, successfully bringing new issues to the market and incorporating key trading partners. The preferred product capabilities complement the firm's equities, fixed income and prime brokerage offerings. Mr. Hassan has spent more than 20 years focusing on fixed income products, specializing in preferred stock. Prior to BTIG, Mr. Hassan was a Managing Director at Jefferies and Co., where he established their preferred desk. Previously, he worked on the institutional preferred business and was instrumental in developing the fixed income distribution capabilities at Prudential Securities. He began his career at Lehman Brothers within fixed income sales and trading. He received his Bachelors of Science in Finance from Touro College, and has also studied at New York University.



#### Thomas G. Kane, Managing Director, Incapital LLC

Tom Kane joined Incapital in 2005 and is currently a Managing Director overseeing dealer fixed income sales. This includes all new issue and secondary corporate notes, new issue and secondary agencies, CDs, munis and structured notes. Prior to joining Incapital, Tom managed the fixed income sales office in Chicago and San Francisco for Spear Leed's and Kellogg / Goldman Sachs for 13 years. Tom has 31 years experience in fixed income securities, including both sales and sales management. Tom received his B.S. in Finance from St. John's University in Queens, New York.



#### Marvin Loh, Managing Director and Senior Fixed Income Market Strategist, The Bank of New York Mellon Global Markets

Marvin Loh is a Managing Director at BNY Mellon Global Markets, where he is the firm's senior fixed income market strategist. Mr. Loh monitors market, industry and credit developments, and formulates their impact on a wide range of fixed income asset classes, including rates, corporates, high yield, emerging market and municipal bonds. He focuses on identifying relative value opportunities across various risk classes through monitoring the flow, correlation and volatility of asset types. He publishes BNY Mellon Global Markets' weekly Fixed Income Market Commentary and is a contributor to various daily rates

# **CORPORATES / PREFERREDS** (CONT.)

(Marvin Loh bio, continued)

focused publications. Mr. Loh is a regular speaker and presenter at investment, corporate and media events. Prior to joining BNY Mellon in August 2009, he was the Director of Research at W.R. Hambrecht, a boutique investment bank that pioneered the auction IPO process. Mr. Loh assembled an Institutional Investor ranked research team that focused on identifying disruptive business models that could provide above average long term investment returns. Mr. Loh has also held senior analyst roles in both the fixed income and equity markets at Oppenheimer and Company, Decision Economics, Fidelity Investments, Financial Guaranty Insurance Company and the Federal Reserve Bank of New York. His credit and equity coverage has included analysis of the finance, specialty finance, healthcare, technology, energy and utility sectors. Mr. Loh graduated from New York University, where he obtained his Master of Business Administration in Finance and a Bachelors of Science degree in Finance and Economics. He holds FINRA Series 7, 16, 24, 53, 55, 63, 86 and 87 licenses.



\*member FINRA, SIPC



**BNY Mellon Capital Markets, LLC** 

# TRADE ON'

MarketAxess Global Client Services New York +1 877 638 0037 • London +44 (0)20 7709 3105 São Paulo +55 11 4950 8533 • Singapore +65 6549 7797

Market Axess

©2015 MarketAxess Holdings Inc. (the "Company"). MarketAxess and the MarketAxess logo are trademarks of the Company. MarketAxess Corporation, member FINRA and SIPC. MarketAxess Europe Ltd. is authorised and regulated by the UK Financial Conduct Authority.

> Structured Investments Unit Trusts Corporate Notes Sovereigns, Supranationals, and Agencies Certificates of Deposit Mortgage-Backed Securities Municipal Bonds Annuities Preferreds

### Diversify&Conquer.

■ INCAPITAL

WHERE ACCESS EQUALS OPPORTUNITY

#### incapital.com Chicago: 312.379.3700 Boca Raton: 561.361.1100

No bears were harmed in the production of this advertisement. Just embarrassed a little. Incapital cannot guarantee that every bear will be the same size nor can we guarantee that every bear will act the same.

© 2015 Incapital. All rights reserved. Incapital markets only to broker-dealers, banks, advisory firms and other institutional investors. Nothing contained herein is to be considered a solicitation to any retail investors, research material, an investment recommendation, or advice of any kind. This information does not constitute an offer to sell or a solicitation of an offer to buy securities, nor shell there be any sale of securities, in any state or jurisdiction in which such an offer, solicitation or sale would be unlawful. Securities offered through, and unit investment trusts sponsored by Incapital LLC. Incapital LLC, Member FINRA/SIPC. Annuities and insurance products offered through Incapital Insurance Services LLC, Member FINRA/SIPC. Investing involves the risk of loss. Depending upon the financial product, risks include issuer credit risk, market risk or the performance of an underlying derivative, formula or strategy. Please read the offering documents carefully and consider the risks, fees and charges before investing. Incapital LLC and Incapital ILC, Members FINRA/SIPC. 200 South Wacker Drive Officago, IL 60606.

### Thank You for your service:



#### **BOARD OF DIRECTORS**

**President** 

George Barbar, Mesirow Financial, Inc.

#### **Vice President**

Patrick Leary, Incapital LLC <u>Treasurer</u>

Melissa Toth, Incapital LLC

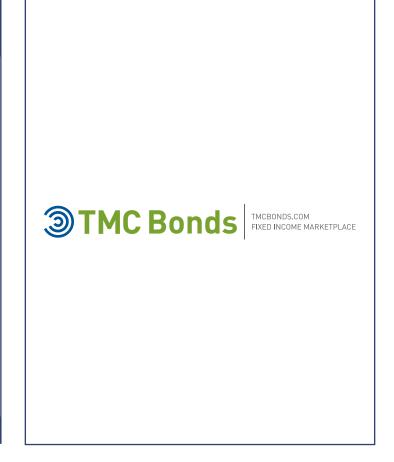
#### <u>Secretary</u>

Krista Martin, Multi-Bank Securities, Inc.

#### **Directors**

David Bove, Amherst Pierpont Securities LLC Vincent Butkevits, JVB Financial Group, LLC Michael Drews, Multi-Bank Securities, Inc. Jaime Hogan, SFBTA Thomas Kane, Incapital LLC Christopher Trimarco, Mesirow Financial, Inc.

www.SouthFloridaBondTraders.org



### SAVE THE DATE





### Twin City Bond Club

The Twin City Bond Club applauds the South Florida Bond Traders Association's effort to give back to their community with financial support through charitable organizations. It is a mission that the TCBC shares and is proud to support.

Sam Dvorak (*President*), Nicole Dunham (*Vice President*) Peter Bahr (*Treasurer*) and the Board of Governors.

twincitybondclub.com

### MUNIS

#### "Hot Trends/Insights on Trading Municipals - Panel Discussion"

Moderator: Jim Wangsness, President, TMC Bonds LLC



#### James Wangsness, President, TMC Bonds LLC

James Wangsness is President of TMC Bonds where he is responsible for the firm's sales & client relationships, marketing, and product development initiatives. Additionally, he directly oversees the firm's taxable trading and syndicate desks. Previously, Mr. Wangsness had tenures as MD & Head of Institutional Services (Ameritrade), as CEO of two Private Equity-backed companies focused on trading & portfolio management, Co-Managing Partner— Institutional Division (Zacks Investment Research) and VP-Global Custody (JP Morgan). Mr. Wangsness earned his MBA from Columbia Business School and BA from Columbia College. He holds various FINRA licenses including the series 7, 24, 53, 63, and 65.



#### John Sacchetti, Senior Vice President – Capital Markets, Investment Professionals Inc

John Sacchetti oversees IPI's institutional trading Capital Markets Divisions along with fixed income Trust expansion. In addition, Mr. Sacchetti is an owner of IPI affiliate SB Value LP. The two operations run a 250 million dollar municipal secondary trading operation using ECN's, Broker's Broker's and various other forms of distribution. In the past four years these enterprises have joined the top 5 largest muni secondary trading operations in the country. Prior to joining IPI, Mr. Sacchetti was a principal at Advisors Asset Management where he grew the business by 75% as head of a National Account fixed income desk. He also worked as a financial advisor at Wachovia Securities and Merrill Lynch where he managed multi-million dollar client portfolios. Mr. Sacchetti holds a B.S. in Mathematics from Manhattan College. He is Board Certified to teach mathematics in the Alamo Community College District.



#### Ed T. Holleran, Managing Director – Municipal Sales Desk, TMC Bonds LLC

Ed Holleran is TMC Bonds' Head of Tax Advantaged Sales. He joined the firm from the onset bringing with him over 25 years of fixed income experience. Since that time, Mr. Holleran has built the industry's only expert voice support team at an online trading platform that facilitates the full spectrum of tax-exempt and taxable offerings. Mr. Holleran was formerly a Senior Vice President at Chapdelaine & Co. where he managed the Southeast regional desk and coordinated the development of "ChappyLive", a precursor system for online municipal bond trading. Prior to joining Chapdelaine, Mr. Holleran was a Registered Representative at Investors Diversified Services and also worked at Lego Systems. Mr. Holleran holds a BS degree in Economics from Quinnipiac University.

#### Ray Madden, Co-Founder and COO/Managing Partner, Benchmark Securities

Mr. Raymond J. Madden is a co-founder and COO/Managing Partner of Benchmark Securities and is responsible for managing the trading and underwriting departments of the firm. Mr. Madden's career began in the securities industry in 1992 as a marketing assistant and municipal trader with A.F. Best Securities, Inc. in Coral Springs, FL. In 1997, Mr. Madden joined UBS Financial Services (formerly PaineWebber & Co.), Inc. in Orlando, FL. During his 14-year career at UBS, Mr. Madden held positions of marketing liaison, competitive underwriter, and municipal trader. He was responsible for managing a daily inventory trading account in excess of \$10 million of securities and competitively bidding municipal bond sales in the Southeast (up to \$25mm). Prior to joining Benchmark, Mr. Madden managed the Winter Park, FL trading desk for Gardnyr Michael Capital, Inc. Mr. Madden graduated from East Carolina University in 1990. He holds the FINRA Series 7, 24, 53 and 63 licenses.

# MORTGAGES

**MBS Roundtable** 

Moderator: Drew Breittholz, Managing Director, Stifel Nicolaus & Co., Inc.

#### Drew Breittholz, Managing Director, Stifel Nicolaus & Co., Inc.

Drew Breittholz is Managing Director in charge of the Wholesale MBS Trading Division at Stifel Nicolaus. This unit is primarily involved in purchasing, structuring and redistributing new issue CMO securities focusing on Pac-II, Companion and Derivatives. Their distribution channels consist of broker dealers, primary dealers, money managers, and other Institutional accounts. Drew has over 20 years of experience in MBS. He and his group joined Stifel Nicolaus in February 2007 through the Ryan Beck acquisition. Prior to joining Ryan Beck in November 2005, he spent over 12 years at LaSalle National Bank Broker Dealer Division where he structured new issues and traded secondary CMOs. He started his career in 1987 as a mortgage underwriter at Bear Stearns & Co., where he analyzed home loans to ensure compliance with FHLMC/FNMA/GNMA guidelines. A graduate of L.I.U/C.W. Post Campus, Drew currently resides in Annapolis, MD with his wife and two children.

#### Thomas McHugh, Managing Director, Head of Rates, JVB Financial Group, LLC



Thomas McHugh serves as a Managing Director and Head of Rates and the financing desk. He has over 15 years of experience in MBS Trading, structured financing, hedging strategy, and portfolio management. His primary responsibilities include the management of all Agency MBS, TBA and Repo trading as well as structuring all liabilities for the firm. Tom was most recently the Head of Liability Trading at Highland Financial Holdings Group, a relative value fixed income hedge fund. While at Highland, Tom managed the fund's \$15 billion high-grade, investment grade, and subprime MBS, ABS and CMBS funding books. His responsibilities included: trading and structuring all liabilities; hedging the funds interest rate risk using both Euro dollar bundles and exchange traded options; oversight of the trade margining and exposure to counterparties; coordination of trade settlements; cash management and maintaining the trading and credit relationships with the broker dealer community. Tom was also instrumental in the negotiations of the

credit terms within all trading agreements. Tom began his career with Morgan Stanley & Co. as an analyst on the municipal bond trading desk in both the NYC and San Francisco offices. He graduated from Lycoming College with a BA in Business Administration and Economics.

## Expertise in Institutional Sales and Trading

\$503 million in Revenues\*

\$354 million in Capital\*

management assets\*\*

#### At Mesirow Financial, our focus is on helping clients succeed.

- Founded in 1937
- Independent and Employee-Owned
- Local Resources–Global Reach
- \* As of end of fiscal year 3/31/14 \*\* As of 9/30/14

Investment Management | Global Markets | Insurance Services | Consulting mesirowfinancial.com

### For more information, please contact:

**George Barbar** Senior Managing Director Direct–561.862.5353 gbarbar@mesirowfinancial.com

Christopher Trimarco Senior Managing Director Direct–561.862.5353 ctrimarco@mesirowfinancial.com



Securities offered through Mesirow Financial, Inc. Member NYSE, SIPC. The Mesirow Financial name and logo are registered service marks of Mesirow Financial Holdings, Inc. All rights reserved

\$31.8 billion in assets under management and \$58.7 billion in currency risk

## AGENCIES

#### "Up Your Game: GSE Strategies for 2015"

Moderators: George Barbar, Senior Managing Director, Mesirow Financial Patrick Leary, Managing Director, Incapital LLC

Our goal for this year's session is for participants to gain additional insight into the agency market and take practical selling points back with them to the office. The session will open with three strategists each giving their best trade idea for 2015.

We will hear updates from GSE and supranational issuers, then everyone's knowledge of the markets and issuers will be put to the test in an exciting, interactive game. Don't miss this opportunity to expand your sales and trading techniques – or the chance to win a prize!



#### Todd Cuppia, Director – Rates & Derivative Strategies, Stifel Nicolaus & Co.,Inc.

Todd joined Stifel as part of the acquisition of Ryan Beck & Co. in January 2007 and serves as a fixed income strategist. As a member of the Strategies team, Todd helps clients manage their investment & interest rate derivative portfolios by providing portfolio analysis, custom strategies, and market insights. He is an author of The Stifel Rates Monitor, which is a monthly publication covering market developments, portfolio strategies, relative value analysis, and interest rate derivative strategies. Prior to joining Stifel, Todd worked for Ryan Beck & Co as a depository analyst in the Financial Institutions Strategy Group. At Ryan Beck, Todd had a particular focus on wholesale liability strategies for financial institutions and provided consultative services for depositories risk in the over-the-counter derivatives markets.



#### Ryan Graf, Senior Vice President, Mesirow Financial

Ryan Graf is a U.S. Interest Rate Strategist in Mesirow Financial's Institutional Sales and Trading group. He generates trade ideas and macro strategy with a focus on the U.S. interest rate market while also speaking to a number of investors in a sales capacity. Prior to joining Mesirow in November 2012, Ryan was an Agency Strategist at RBS Securities where he was an integral part of the number one rated Federal Agency Debt Strategy team as ranked by Institutional Investor magazine. Ryan is Series 7 and Series 63 licensed, and he holds a Master of Business Administration in Analytic Finance from the University of Chicago Booth School of Business and a Bachelor of Science in Economics from Purdue University.



#### Aaron Kohli, Rates Strategist, BNP Paribas

Aaron Kohli is a Rates Strategist at BNP Paribas with over 13 years of experience in the financial industry. Aaron has worked as a strategist since 2007 at Greenwich Capital and BNP Paribas. Prior to BNP Paribas, Aaron also worked in Mortgage Research at Citigroup and in Risk Management at BlackRock before becoming a strategist at Greenwich Capital. Aaron graduated from Cornell University with degrees in Economics and Computer Science.

# AGENCIES (CONT.)



#### Susan Bilotta, Vice President – Finance, Federal Farm Credit Banks Funding Corporation

Ms. Bilotta joined the Federal Farm Credit Banks Funding Corporation in 1985. Her years of experience in the Finance Department have resulted in a broad range of responsibilities, including managing Farm Credit's Discount Note, Bond and Investment programs and the Funding Corporation dealer group. In 2002 she assumed responsibility for coordinating the swap and derivative activities for the System Banks. She holds a BS degree in Biology from the University of Richmond, and an MBA in Finance from Pace University.



#### Edward B. Bridge, CFA, Senior Manager, Term Funding, FHLBanks Office of Finance

Edward Bridge is the Senior Manager of Term Funding at the Office of Finance, the joint office of the FHLBanks established to facilitate the issuing and servicing of FHLBank Consolidated Obligations. He is responsible for the daily term funding of the FHLBank System, overseeing the use of negotiated transactions, competitive auctions, and Global syndicates. In 2014, the total term debt issued by the Office of Finance exceeded \$340 billion. Ed has served the OF for more than 18 years through a progression of roles in Capital Markets. A graduate of Shepherd College in 1994, Ed earned a B.A. in Economics. He is a Chartered Financial Analyst, and a member of both the Association for Investment Management and Research, and the Washington Society of Investment Analysts.



#### Flora Chao, Senior Financial Officer, International Finance Corporation

Flora Chao recently joined the Funding department within Treasury at the International Finance Corporation as a Senior Financial Officer. Previously she was in the Treasury Client Solutions department, specializing in structured finance transactions in Asia, and previously in Latin America and the Middle East. She has over ten years of structured finance experience including securitizations, unfunded guarantees, risk sharing facilities and structured debt funds. She began her career at Goldman Sachs in its Asset Backed Securitization group and then moved to Morgan Stanley to help start its public sector student loan securitization group. Ms. Chao holds a Master in Finance from Princeton and a Bachelor's degree in Applied Math from Harvard.



#### Aki Jain, Senior Financial Officer – Derivatives and Structured Finance, World Bank Treasury

Akinchan (Aki) Jain is a Senior Financial Officer in the Derivatives and Structured Finance team at the World Bank Treasury. His team is responsible for all structured bond issuance by the World Bank, from callable bonds to more customized, exotic structures. A 14-year veteran, Aki is responsible for designing and structuring innovative capital markets solutions to meet the needs of the World Bank's less developed client countries. His areas of interest include Social Impact Bonds, Insurance-linked Securities, and Islamic Finance. Aki holds a bachelor's degree in economics from Delhi University and an MBA in Finance from American University.



### Robert Owens, Manager of the Capital Markets Department and Fixed Income Investor Relations Director, Farmer Mac

Robert Owens is the Manager of the Capital Markets Department and Fixed Income Investor Relations Director at Farmer Mac, a stockholder-owned, federally chartered instrumentality of the United States. He began his career in 1994 at a regional public accounting firm, then moved into litigation consulting at Navigant Consulting. After receiving his MBA in 2004, he joined Farmer Mac and, in 2005, became a trader on the Capital Markets desk issuing short and long term debt, acquiring and securitizing agricultural mortgages, and entering into derivative transactions. In 2009, he became head of Farmer Mac's Capital Markets Department and, in 2014, also became head of Fixed Income Investor Relations. He received a B.S. in Accounting from Virginia Tech and a MBA degree with a Finance concentration from the University of Maryland. Rob is a licensed CPA in Virginia.





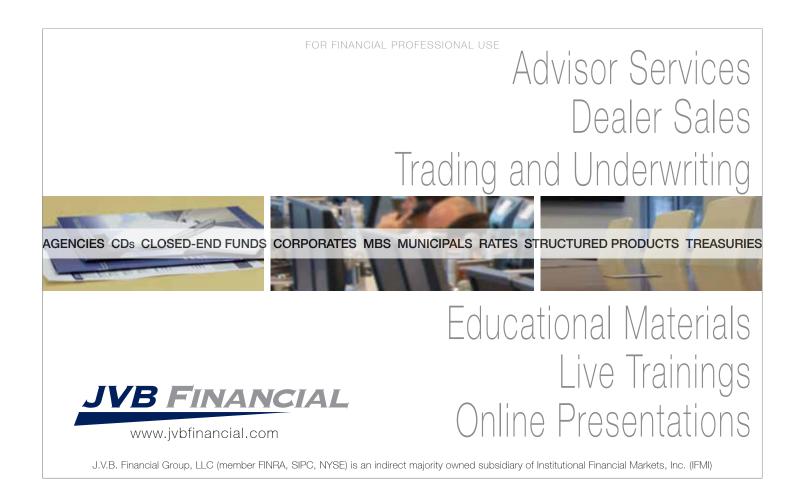
#### WE SHARE A MUTUAL INTEREST. YOU.

Find out why almost half<sup>1</sup> of the banks in the U.S. have turned to us for fixed income products and services tailored to meet to their financial needs.

FIXED INCOME SALES & TRADING | BALANCE SHEET MANAGEMENT | MARKET STRATEGIES

START YOUR CONVERSATION AT www.FTNFinancial.com or 800.456.5460







### MUNIS

#### "Trading Opportunities with Secondary Muni Bond Insurance"

Moderator: Ed Holleran, Director, TMC Bonds LLC



#### Bryan Baebler, Vice President – Head of Capital Markets, Build America Mutual

Bryan Baebler is Head of Capital Markets. He manages the competitive bid and secondary market desks and is responsible for primary and secondary markets business. He joined BAM in April 2013 from Barclays, where he was a Vice President on the Municipal Primary Syndicate Desk for three years. Prior to that, he was a Short-Term Municipal Securities Trader at Barclays/Lehman Brothers and before that a Municipal Securities Trader in the Fixed Income Group at Vanguard Group. Bryan earned his B.S. in Applied Economics and Management at Cornell University in Ithaca, NY.



#### Chris Chafizadeh, Managing Director & Head of Origination, Assured Guaranty

Chris Chafizadeh is Managing Director & Head of Origination at Assured Guaranty. Chris joined Assured Guaranty in 2012 following a 20 year career in Public Finance at MBIA, most recently as Head of their Business Group. At Assured Guaranty, Chris is responsible for business development and origination in all municipal sectors covered by Assured. Mr. Chafizadeh is a frequent speaker at industry conferences and is a Member of the Municipal Analyst's Group of New York (MAGNY), the National Federation of Municipal Analysts (NFMA), the National Council of State Housing Agencies (NCSHA), the Healthcare Financial Management Association (HFMA), the American Finance Association, the Municipal Bond Club of NY, NACUBO, the Municipal Forum of New York, the Fixed Income Analysts Society, the Government Finance Officers Association (GFOA) and the Education Finance Council. Mr. Chafizadeh earned a Bachelors of Science (BS) degree in Business Administration/ Finance from Saint Michael's College in Winooski Park, Vermont and a Master of Business Administration (MBA) in Corporate/Investment Finance from Pace University's Lubin Graduate School of Business in New York.



#### Jim Wangsness, President, TMC Bonds LLC

James Wangsness is President of TMC Bonds where he is responsible for the firm's sales & client relationships, marketing, and product development initiatives. Additionally, he directly oversees the firm's taxable trading and syndicate desks. Previously, Mr. Wangsness had tenures as MD & Head of Institutional Services (Ameritrade), as CEO of two Private Equity-backed companies focused on trading & portfolio management, Co-Managing Partner— Institutional Division (Zacks Investment Research) and VP-Global Custody (JP Morgan). Mr. Wangsness earned his MBA from Columbia Business School and BA from Columbia College. He holds various FINRA licenses including the series 7, 24, 53, 63, and 65.



### **TMC Bonds** TMCBONDS.COM FIXED INCOME MARKETPLACE

### for the following support:

#### Société Générale Welcome Cocktail Reception

TMC Bonds Welcome Dinner

#### KCG BondPoint Friday Cocktail Reception



Amherst Pierpont Securities was formed in 2014 through the merger of Amherst Securities (founded in 1993) and Pierpont Securities (founded in 2009). The combination melds Amherst's unparalleled leadership in mortgage-related securities and securitized products with Pierpont's scalable infrastructure and strength in liquid products into a traditional partnership structure. Positioned to capitalize on growth opportunities, Amherst Pierpont employs 200 Fixed Income professionals with large firm experience and the expertise to help clients succeed in today's markets.

NEW YORK: 212-593-6025 STAMFORD: 646-770-9880 BOCA RATON: 561-620-5855 RICHMOND: 804-237-1507 Amherst Pierpont Securities LLC, member FINRA/SIPC

### STRUCTURED PRODUCTS

#### "50 Shades of Structured Products (5 Controversial Topics Viewed From 10 Directions)"

*Topics: 1. The Truth About Secondaries, 2. Exploding Estate Features 3. Not a "TRACE" - Pricing Steepeners and Other SPs on Statements 4. Responsible Distribution - No Room For "Grey" 5. You're Fired! - The Changing Landscape of the Structured Products Industry* 

Moderators: Glenn Lotenberg, Managing Director, Incapital LLC John G. Tessar III, Managing Director - Structured Products, JVB Financial Group LLC



#### Scott Greenwood, Senior Vice President – Structured Products & Sales, JVB Financial Group, LLC

Scott Greenwood serves as a Senior Vice President on the Structured Products sales and origination desk for JVB Financial Group. In this capacity, Mr. Greenwood is the head of Primary Structured Product Origination and Trading. Prior to joining JVB in 2006, Scott started his career as a financial advisor at American Express then joined LaSalle BDSD on the corporate retail notes desk. Mr. Greenwood is a graduate of Florida Atlantic University with a Bachelor of Science in Finance.

#### Brooke Hammel, Vice President – Structured Products Sales, Citigroup Global Markets Inc.

Brooke Hammel has worked at Citigroup for the last 3 and a half years, and is currently a VP on the multiasset structured products sales team. She focuses on creating customized solutions and investment strategies for private bank clients across all asset classes including equities, interest rates, commodities and currencies. Before joining Citi, Brooke spent 4 years working in the Investor Solutions team at Barclays Capital, where she focused on marketing cross asset derivatives to fiduciary arms of regional banks and trusts. Brooke was granted a Bachelor of Science from Cornell University in 2004.



#### Bernd Henseler, CFA, Vice President – Structured Products, S&P Dow Jones Indices

Bernd Henseler is vice president at S&P Dow Jones Indices, responsible for the channel management efforts for structured products globally. Prior to joining S&P Dow Jones Indices, Bernd was a vice president at an independent asset manager in Toronto. Before that, Bernd was an executive director for Morgan Stanley, London, in the retail structured products group where he was responsible for setting up a structured products platform and development of investment solutions for private clients. Prior to Morgan Stanley, Bernd was a vice president for the equity structured products platform at Deutsche Bank in Frankfurt and London. He also worked as vice president at Sal. Oppenheim in Frankfurt in the equity derivatives department developing solutions for private and corporate clients and extending the structured products offerings. Bernd is a CFA charter holder. He holds a master's degree in business administration and finance from Gerhard-Mercator University in Duisburg.



#### Glenn Lotenberg, Managing Director – Structured Investments Group, Incapital LLC

Glenn Lotenberg is Managing Director with Incapital LLC's Structured Investments Group. Incapital is a global distributor of structured and fixed income products. Mr. Lotenberg is responsible for the distribution of structured retail products globally across all asset classes: single stocks, indices, commodities, foreign exchange, credit, fixed income and inflation. The Incapital team is on track to distribute more than three billion dollars of structured notes & CDs into the U.S. retail market this year. Glenn joined Incapital in February 2007 with more than ten years of professional experience. Prior to joining Incapital, he worked for six years at CIBC World Markets in the equity and commodity structured products marketing group and also as a trading assistant. Previously, Glenn was at Bear Stearns where he was an analyst in the equity derivative middle office. He also held several positions in the bank's derivative group in New York. Glenn has recently contributed to Structured Products Magazine, mtn-i, Bloomberg, Prospect News, and StructuredRetailProducts.com.Mr. Lotenberg received a bachelor of Business Administration from Hofstra University and currently he serves on the Executive Committee of the Structured Products Association.



#### Zachary Morris, First Vice President – Structured Products Sales, JVB Financial Group, LLC

Zachary Morris serves as a First Vice President on the Structured Products sales and origination desk for JVB Financial Group. In this capacity, Mr. Morris is head of Secondary Structured Product Trading, maintaining a two-way market in all of JVB's exclusive structured product issues as well as street issued securities. Prior to his current role, Zach was a member of JVB's CD Origination Desk. Before joining JVB in 2010, Zach worked at Wachovia Bank, NA, and received his Bachelor of Science in Economics from Florida State University.

#### SESSION B

### STRUCTURED PRODUCTS (CONT.



#### Pierre Pettigrew, Director & Head of 3rd Party Structured Investment Sales, Citigroup Global Markets

Pierre Pettigrew has worked at Citigroup for the last 14 years, drawing broad experience from working on desks specializing in currencies, interest rates, and structured investments. Mr. Pettigrew now manages a team of professionals dedicated to delivering derivative and structured investment solutions throughout the Americas to private banks, broker/dealers, and RIAs. Offerings range across asset classes: interest rates, FX, commodities, and equities; his team also offers a wide range of proprietary algorithmic strategies. Before joining Citigroup, Mr. Pettigrew spent 4 years working on a currency desk at CIBC World Markets in Toronto and New York. His focus was marketing structured foreign exchange derivatives to corporations and investors. Mr. Pettigrew was granted a Bachelor of Commerce degree from McGill University in 1996. He was awarded the CFA charter in 2000. He is married and lives in Manhattan.



#### Tim Piatek, CFA, Vice President – Structured Investments Group, Incapital LLC

Tim Piatek is Vice President with Incapital LLC's Structured Investments Group. Mr. Piatek is responsible for making markets and facilitating trades in the secondary market across all asset classes and from a wide variety of issuers. Tim joined Incapital's Structured Investments Group in January 2011 after 3 years as an Analyst in Incapital's Operations Group in Chicago. Tim is a Chartered Financial Analyst (CFA). Mr. Piatek earned his undergraduate degree in Economics from DePauw University.

Deryk Rhodes, Executive Director – Structured Investments Group, Incapital LLC Deryk Rhodes is Executive Director with Incapital LLC's Structured Investments Group. Mr. Rhodes is responsible for the distribution of both new issue and secondary structured retail products globally across all asset classes. Deryk joined Incapital in November 2010. Deryk was formerly with Newbridge Securities as head of structured products trading. Prior to joining Newbridge, Mr. Rhodes was a director at Citigroup focusing on structured products sales to third party dealers and institutional accounts. Previously, Deryk was vice president within the structured products structuring and trading group at Nomura Securities. Mr. Rhodes has been a frequent speaker at industry conferences and is regularly



# Keith Styrcula, Founder and Chairman, Structured Products Association

quoted in investment journals.



#### Keith Styrcula is founder and chairman of the Structured Products Association ("SPA"), the ten-year old

trade organization that promotes the investment class to U.S. investors. He is frequently quoted by the financial media and was named one of the ten most influential people in the structured investments industry by Structured Products magazine. In his two decades in the industry, he has worked in senior marketing and structuring positions at Credit Suisse, JPMorgan, UBS and is currently a senior marketing consultant for a major Canadian bank, where he worked with Raymond James on the award-winning RJ Analysts' Current Favorites index-linked notes. While at JPMorgan, he was part of the award-winning team that developed the CBOE S&P 500 PutWrite Index. At UBS Warburg, he launched the first structured note linked to the Dow Jones Industrial Index.

#### John Tessar III, CFP®, Managing Director, JVB Financial Group, LLC

John G. Tessar III, CFP® is a Managing Director at JVB Financial Group, LLC. Based out of the firm's Boca Raton headquarters, Mr. Tessar is head of the JVB's Structured Products Sales and Origination Group. In this capacity, he utilizes his extensive experience in product development and management to expand the firm's new product origination capacity and distribution to its network of Dealers, Advisors, and Institutional clients. Mr. Tessar has more than 20 years of industry experience, previously serving as a Regional Wealth Advisory Consultant for Morgan Stanley's high net worth advisors. He has also held positions as Managing Director, Head of Hybrid Investment Products Division at ICAP Corporates LLC, Product Manager of Structured Products in the Broker Dealer Services Division of LaSalle Bank, as well as Branch Manager and Private Client Wealth Manager at Charles Schwab & Co., Inc. John is often called upon to speak at industry functions and has been quoted by major financial news publications such as Bloomberg, Risk Magazine, Structured Products Magazine, and others. Mr. Tessar holds certifications as both a Certified Financial PlannerTM and Accredited Asset Management Specialist(SM).

### **CHARITIES**



**INSPIRIT** is a community-based nonprofit organization that brings live music and the performing arts to nursing homes, hospitals, rehabilitation facilities, assisted living facilities, Alzheimer's day care centers, and other facilities serving special needs children, veterans, dementia patients,

emotionally disturbed or physically disabled members of our community who are isolated in their environment. Inspirit produces live cultural performances at no cost to host organizations throughout Palm Beach County.

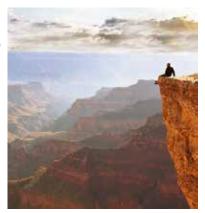
Performances typically occur in a small group setting for one hour with an average audience size of 25-30. The experience of live music brings joy to audience members and provides an opportunity for human interaction on a level that only the arts can provide. Founded in 2000, Executive Director, Ginny Meredith is a musician and breast cancer survivor who experienced music as an important part of her own healing process and continues to serve our community with the healing power of music! **www.inspiritlive.org** 



### Kenny's Dream Foundation, Inc.

TURNING A DREAM INTO REALITY

**KENNY'S DREAM FOUNDATION'S** mission is to bring some light into people's lives affected with Tourette Syndrome. Their goal is to provide scholarships and camp tuition to children and adults with TS, while promoting awareness and acceptance. This charity will provide direct assistance to those overcoming the hardships that have been created by TS and will help them achieve their goals. Learn more **www.kennysdreamfoundation.org** 





**THE SLOMIN FAMILY CENTER** is dedicated to improving the emotional and physical well-being of children and their families touched by autism spectrum disorder. We embrace excellence, integrity, collaboration, discovery and warmth in all we do. Learn more **www.slominfamilycenter.org** 



## CHARITIES (CONT.)

# SHERIDAN HOUSE ANSWERS FOR TODAY'S FAMILY

**SHERIDAN HOUSE** is committed to offering our community services, which give children and families the opportunity to reach their full, God given, potential; opportunities that might otherwise not be available due to impeding circumstances in the home. Our calling is to serve children and families... training parents on how to lead their families in a godly way; to do marriage according to God's plan and to raise up children to take responsibility for themselves and to be tomorrow's leaders – not followers.

People are introduced to our ministry as referrals from local area churches, through participating in Sheridan House seminars on marriage or raising children, the Broward County School System and by individuals already acquainted with our ministry.

#### Marriage and Family Seminars & Pulpit supply: 136,962 people in 2013.



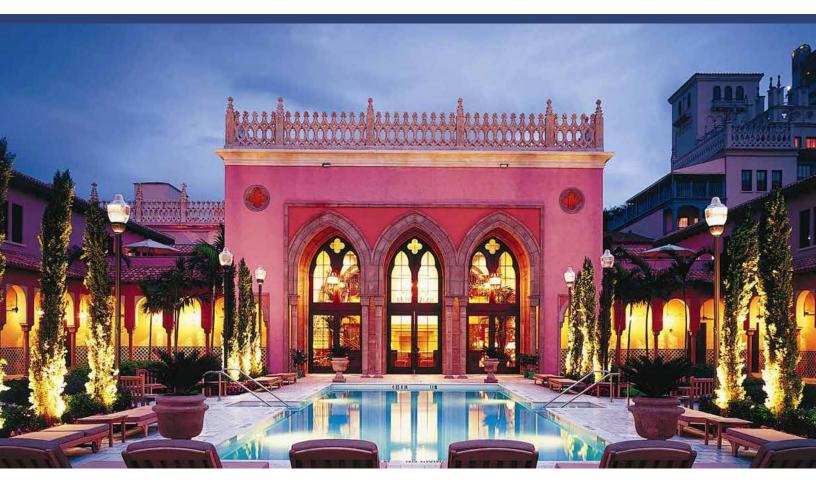
- ParentingOnPurpose.com: Over 200,000 visitors, an estimated 1.2M radio listeners (plus podcast subscribers).
- Counseling Center: we worked with 3,801 individuals in 2013.
- Single Parent Ministry: It is a hand-up not a handout... to receive ongoing assistance single mothers attend classes designed to equip them for life. In 2013 3,618 single moms and children receive training and assistance (food, clothing, school supplies, financial assistance, and other material items).
- Residential Program for Middle-School aged children: We provide residential care for boys and girls with behavioral and emotional issues. Over 132 children, parents and siblings received assistance in 2013

Sheridan House-Answers for Today's Families. www.sheridanhouse.org



### **ABOUT OUR CONFERENCE SITE**

#### **Boca Raton Resort & Club, A Waldorf Astoria Resort**



#### **The Resort**

Designed by legendary architect Addison Mizner, Boca Raton Resort & Club, a Waldorf Astoria Resort, has reigned as an icon of elegance for more than 80 years. Today, the 356-acre resort remains faithful to its glamorous past, while radiating a vibrant energy, offering infnite amenities to every type of guest. This eclectic, private village offers the best of all worlds: an award-winning spa, championship golf and tennis, expansive beach and luxury marina all just steps from your door.

#### The Waldorf Astoria Spa

The award-winning Waldorf Astoria Spa at Boca Raton Resort & Club, named #1 Spa in the World in Condé Nast Traveler's 2014 Readers' Choice Awards, provides a luxurious wellness escape. Inspired by Spain's legendary Alhambra Palace, the Waldorf Astoria Spa is a joyful symphony of palatial gardens, elaborate mosaics and cypress woodwork. A team of individual spa experts provides tailored treatments using an array of world-renowned products and unique local ingredients to meet a variety of wellness and beauty needs. Enjoy! **Relax!** Escape!

#### **Boca Raton Attractions**

"Boca" truly has it all! Beaches and golf courses; fne hotels and wondrous art museums; jazz clubs and concerts at Mizner Park. The glittering Town Center at Boca Raton shopping mall boasts 220 upscale and elite specialty shops while, elsewhere around town, numerous boutiques offer unique products and services. And let's not forget fne restaurants, providing some of the best dining in the South. After all, Boca is located in "The Palm Beaches"—the heart of Florida's Atlantic Ocean coast!

