



SMALL & INDEPENDENT DEALERS' SYMPOSIUM

THURSDAY, NOVEMBER 17, 2016

St Andrews Conference Centre – 150 King Street West, 16th Floor, Toronto (Garden Suite)

THEME: Managing the Present with an Eye to the Future
Agenda

- 8:00 a.m.** **Registration and Breakfast Opens**
Breakfast – Sponsored by Fidelity Clearing Canada ULC
- 8:30 a.m.** **Welcome:** **Susan Copland, Managing Director, IIAC**
8:35 a.m. **Opening Remarks:** **Gregory Smith, Partner, EY**
- 9:00 a.m.** **Session 1: Is Your Business Ready for the Future**
Moderator: Mario Frankovich (Industrial Alliance)
Panelists: Amanda Smith (Fidelity Clearing Canada ULC)
 Randy Cass (Nest Wealth)
 Alex Williams (Q Trade)
- 10:30 a.m.** *Morning Break – Sponsored by Fidelity Clearing Canada ULC*
- 10:45 a.m.** **Session 2: Improving the Client Experience Through Technology**
Speakers: Richard Owen (Croesus)
 Laurie Clark (Smarten Up Institute)
- 12:15 p.m.** *Lunch – Sponsored by Portfolio Aid*
- 1:15 p.m.** **Session 3: Macro View of the Future of the Financial Industry**
Introduction: Sam Webster (Portfolio Aid)
Speaker: Keith Sjögren (Strategic Insight)
- 2:00 p.m.** **Session 4: Optimizing Your Business Structure**
Moderator: Jack Rando (IIAC)
Panelists: Sam Khoury (BDO)
 David Tasker (NBCN Inc.)
 David Tawaststjerna (Kernaghan and Partners)
- 3:00 p.m.** *Afternoon Break – Sponsored by Portfolio Aid*
- 3:15 p.m.** **Session 5: The Future of Regulation**
Speakers: Larry Boyce (Sutton Boyce Gilkes)
 Usman Sheikh (Gowlings)
- 4:15 p.m.** *Cocktail Reception – Sponsored by Broadridge*

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