

## A Meeting of Minds Winning Advisers

(Example of a Schedule of the Day to illustrate the format and timeline)

Wednesday 14 (Dinner only) and Thursday 15 October 2020 (A Meeting of Minds) Tylney Hall  
Hotel, Ridge Lane, Rotherwick, Hook RG27 9AZ

Wednesday 14 October (dinner only)							
Oak Room Restaurant	1900-2200	Drinks and Formal Dinner	Dinner will be served at 19:45				
Thursday 15 October (A Meeting of Minds)							
Library Bar	0815-0900	Breakfast	Informal networking over breakfast				
Tylney Suite	0900-0910	Presentation	<b>Welcome</b> – Owen James				
Tylney Suite	0910-0945	Presentation	<b>Economic Armageddon. The Government threw (and is indeed still throwing) the book at the economy to keep us all afloat ... now they have to pick up the pages... what does the future really look like? Are we facing a V, a U or an L shaped recovery?</b>				
	0945-1055	Working Session 1	Supersonic digital transformation: how did your own BUSINESS fare?	Cashflow modelling and your clients' capacity for loss.	Growing your business: a look at the different approaches to raising additional capital.	Walking the tightrope of demonstrating value while maximising profitability.	Open banking, open finance.
Library Bar	1055-1110	Coffee	Apple & BlackBerry time				
Tylney Suite	1110-1150	Networking	A spot of structured speed networking!				
	1150-1300	Working Session 2	Supersonic digital transformation: how did your CLIENTS fare?	Focus on your clients' spending patterns as well as their savings pattern.	Where next for retirement planning?	Managing risk in a very challenging economic environment.	How do you differentiate your proposition? Just how "woke" are you?

Chestnut Suite	1300-1400	Lunch	A seated formal lunch				
Library Bar	1400-1410	Coffee	Grab a quick coffee on your way to the keynote				
Tylney Suite	1410-1445	Presentation	<b>Why business matters. Do we need to do a better job of explaining why?</b>				
	1445-1555	Working Session 3	Centralised Retirement Propositions – managing the investment challenges of decumulation.	Disruption in the platform market.	Do you ask yourself whether you are providing value for money? The FCA are interested to know.	It's a family affair – how can advisers close the wealth transfer generation gap?	Society wants to see wealth distributed more evenly.
Tylney Suite	1555-1630	Presentation	<b>The momentum behind ESG will accelerate. The role of stewardship – it sits with us. We need to get used to it.</b>				
Library Bar	1630-1730	Farewell	Afternoon tea - and if you are travelling by train – maybe a quick glass of fizz!				