6.5 FPSC™

Canadian ETF Association

The 5th Annual ETF Conference

Canada's Premier Educational Forum for Advisors on Exchange Traded Funds

A Unique, One-Day Educational Conference for Senior IIROC and MFDA Advisors Looking to Utilize ETFs in their Client Portfolios

Conference Chair


Pad Dunwoody
Executive Director
Canadian ETF Association


Berlinda Liu
Director, Index Research & Design
S&P Dow Jones Indices


Ahmed Farooq
Vice President
ETF Business Development
Franklin Templeton Investments Canada


Tom Psarofagis
ETF Analyst
Bloomberg Intelligence


Deborah Frame
President & CIO
Frame Global Asset Management


Dan Richards
CEO
Clientinsights
Professor of Marketing
Rotman School of Business

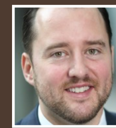

Hugh Murphy
Managing Director
Credo Consulting


Grahame Lyons
Founder
Arbutus Partners

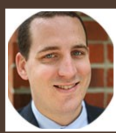

Bill Stormont
Chief Operating Officer
First Block Capital


Gavin McCrodan
Chief Investment Officer
Huxton Black


Mark Noble
Senior Vice President
Horizons ETFs


Rob Duncan
Sr. Vice President
Forstrong Global


Goshka Folda
President & CEO
Strategic Insight


Robert Wilson
Investment Management Consultant
BlackRock iShares

Advisor Discussion Panel


Moderator
Yves Rebetez
CFA, ETF Specialist


Kim Inglis
Financial Advisor & Associate Portfolio Manager
Raymond James


John De Goey
CFP, CIM, Portfolio Manager
Industrial Alliance Securities


Noah Solomon
President & Chief Investment Officer
Outcome Wealth Management

Thursday, November 15, 2018 - Burlington Convention Centre

ETFs Continue on Steep Growth Curve

The Canadian ETF market grew by close to 25% in the past year.

The Canadian ETF Association (CETFA) calculates the total size of the market as of March 2018 to be nearly $152 Billion an increase of 23.5% from a year earlier.

CETFA Continues to Put ETFs on the Map

CETFA continues to put this asset class on the map among Canadian Advisors and Investors through a wide range of initiatives including:

- partnering with third parties to put on industry-leading educational conferences & forums for advisors as well as hosting ETF Webinars
- launching 'Your Guide to ETF Investing', the first ever glossy magazine distributed nationally to inform investors and advisors about ETFs

- speaking at and chairing financial industry events & conferences on the benefits of ETFs
- educate securities regulators about ETFs
- fostering healthy relationships with the financial media to obtain favourable editorial coverage for ETFs
- facilitate research on ETFs through sponsoring of awards such as that of the Northern Finance Association
- provide ETF education and industry statistics through CETFA's Web Site
- partnering with leading Canadian Universities to host educational roundtables with industry leaders and academics
- partner with third party ETF providers to provide educational courses & programs eligible for IIROC & FPSC CE Credits

Presenting Conference Sponsor

Canadian ETF Association

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A Division of S&P Global

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SAVVY INVESTOR

Aa ADVISORANALYST.com

Industry Leading Experts to Present

Hear From Industry Leading ETF Experts, Advisors, Consultants and Product Providers on:

~ the market for ETFs

~ Disruptive ETFs: Cannabis, BlockChain, Crypto Currencies and more

Plus, hear from Advisors who are 'All-in' with ETFs on the end-of-day discussion panel

…and much more

Conference Emphasize Education and Delegate Engagement

This conference emphasizes comprehensive ETF education from industry experts.

Generous Q&A / discussion periods with speakers will facilitate the learning process.

This Conference Will Appeal to...

This unique educational forum will appeal to IIROC Investment Advisors and Brokers as well as MFDA Advisors looking to transition their books to ETF based practices.

Past Delegates Spoke Highly of this Conference

"I thoroughly enjoyed the conference and it was definitely worthwhile." **Susan Stefura**, CFP, R.F.P., FCSI, CDFA, TEP, Fellow of the FPSC, Bespoke Financial Consulting Inc.

"I enjoyed the day very much (and) would probably attend next year." **Warren Edgar**, Financial Advisor, Assante Capital Management Ltd.

"I got a lot out of the conference. The content, speakers, exhibitors, venue, lunch and the colleagues I met were all top notch. I'm just getting into the ETF space now so I learned a great deal for a one day conference." **Edward Yun**, Vice President, Investment Advisor, RBC Wealth Management | RBC Dominion Securities Inc.

"One of the best conferences from a learning point of view I have attended. You could see the focus here was on education and presenting different points of view." **Chris Edwards**, Assante Capital Management

"Highly educational. I would recommend this conference to my peers." **Lisa Martens**, Desjardins Financial Security

PROGRAM AGENDA

8:30 - 8:50 AM ~ Welcome remarks from Mind*path*

8:50 - 9:00 AM

Pat Dunwoody
Executive Director

Introductory Comments from the Chair

9:00 - 9:30 AM

Goshka Folda
President & CEO

Topic: *'The Big Picture – The ETF Landscape in Canada, the US & Beyond'*

9:30 - 10:00 AM

Tom Psarofagis
ETF Analyst

Topic: *'Life Inside the ETF Terradome'*

Including:
- fund flows: where the money is going
- new product launches: how issuers are differentiating themselves
- emerging investing trends ie. Factor Investing, ESG, Thematic-based ETFs

10:00 - 10:15 AM ~ Morning Refreshment & Networking Break

10:15 - 11:30 AM ~ Discussion Panel

Topic: *'Disruptive Sector ETFs: BlockChain, Crypto Currencies, Cannabis and more'*

Grahame Lyons
Founder

Bill Stormont
Chief Operating Officer

Mark Noble
Senior Vice President

11:00 - 11:30 AM

Ahmed Farooq
Vice President, ETF Business Development

Topic: *'Active Fixed Income ETFs'*

Including:
- the advantages of active management
- utilizing active management to optimize I investment portfolios in an environment of:
  - rising interest rates
  - economic uncertainty

11:30 - 12:00 Noon

Berlinda Liu
Director, Index Research & Design

Topic: *'SPIVA on a Risk Adjusted Basis '*

12:00 Noon - 1:00 PM ~ Event Luncheon

1:00 – 1:15 PM

Topic: *'Latest Industry Research & Industry Norms on Setting Competitive Fee Schedules'*

1:15 – 1:45 PM

Topic: *'Smart Beta, Factor Based Investing ~ How it Has Evolved'*

Robert Wilson
Investment Management Consultant

1:45 – 2:30 PM

Topic: *'Managed ETFs ~ Outsourcing the Building & Managing of Portfolio ETFs' (and How Clients can Still Benefit)'*

Deborah Frame
President & CIO

Gavin McCrodan
Chief Investment Officer

Rob Duncan
Sr. Vice President

2:30 – 2:45 PM ~ Afternoon Refreshment & Networking Break

2:45 – 3:45 PM

Dan Richards
CEO
Clientinsights
Professor of Marketing
Rotman School of Business

Topic: *'New Rules to Attract HNW Clients'*

Including:
- changing your value proposition to attract affluent clients
- new ways to differentiate your practice- the role ETFs play in attracting HNW clients

3:45 – 4:15 PM

Hugh Murphy
Managing Director

Topic: *'ETFs and Investors in 2018'*

Including:
- understanding the nature of ETF users in the current economic environment
- the differences between investors who use and who don't use ETFs
- the role of investor education in the growth of ETFs

4:15 - 5:00 PM ~ Advisor Discussion Panel

Featuring advisors who have embraced ETFs

Moderator

Yves Rebetez
CFA, ETF Specialist

Panelists

Kim Inglis
Financial Advisor &
Associate Portfolio Manager

John De Goey
CFP, CIM, Portfolio Manager

Noah Solomon
President & Chief Investment Officer

5:00 PM ~ Closing Remarks, Pat Dunwoody & Mindpath

5:10 – 5:30 PM ~ Networking Reception

The following Advisor and Fund Company firms have attended this conference:

21st Avenue Partners
AIP Asset Management Inc.
Aligned Capital Partners Inc.
All Group Financial
Asset TV
Assante Capital Management Ltd.
Assante Wealth Management
Bell Media
Bellweather Investment Management
Bespoke Financial Consulting Inc.
BlackRock / iShares Canada
Bloomberg
BMO Asset Management / BMO ETFs
BMO Capital Markets
BMO ETFs
BMO Nesbitt Burns
Broadridge Inc.
Brokers Trust Insurance Company
Burgeonvest Bick Securities Ltd.
Caldwell Securities Ltd.
Canadian ETF Association
Canfin Financial / Pension Quest Intn'l.
CANNEX
CAPCO
CastleMoore Inc.
CDS Clearing and Depository Services Inc.
CETFA
CGI
CGI Canada Inc.
CI Investments
CIBC Imperial Service
CIBC Mellon
CIBC Wood Gundy
CIBC World Markets
City of Toronto, Finance & Administration
Computershare Trust Company of Canada
Cornerstone Group
Cougar Global Investments
Credential Financial Inc.
Credo Consulting
CRM2 Navigator
Cummimg & Cumming Wealth Management
Cygnus Investment Partners
Edward Jones
Equity Associates Inc.
ETF Insight
Family Wealth Concepts
Fiera Capital Corporation
Financial Industry Consultant
First Asset
First Trust
Fortbridge Consulting
Foster & Associates
Frame Global Asset Mgmt
Franklin Templeton Investments Corp.
Fraser Vandermeer Asset Mgmt.
FTSE TMX Global Capital Debt
Globe and Mail
Investment Executive
Markets Inc.
Fundata
FundSERV Inc.
Glidepath Portfolio Services
Goldstein Financial Consultants
Great Lakes Wealth Management
Hahn Investment Stewards
High Road Planning
HollisWealth
Horizons ETFs
IFSE Institute
Index Wealth Management
Industrial Alliance Securities
Invesco Canada
Investment Executive
Investment Industry Association of Canada
Investor Economics
Investors Group
IPC Securities - Bick Advisors
Jarislowsky Fraser, Limited
Kangas Investment Consulting
Kegie Consulting Corp.
Key Base Financial
Kinersis Capital
KPMG
Kyro Capital
Latchman Insurance Brokers
Mackenzie Investments
Mackie Research
Mandeville Private Client Inc.
Manulife Securities
Marketing Directions
McCain Foods Limited
Morningstar
MSCI
National BankWealth Mgmt.
National Bank Financial
NEO Stock Exchange
Pembroke Private Wealth Management
Purpose Investments
PWL Capital Inc.
Qtrade Advisor
Queensbridge.ca
Questrade Wealth Management
Raymond James Ltd.
RBC ~ Kerrigan Advisory Services
RBC Dominion Securities
RBC Global Asset Management
RBC Investor Services
RBC Wealth Management
Richardson GMP
Riverwood Capital Group
Ross Crichton Financial Services
Rotman School of Business
Royal Canadian Mint
S&P Dow Jones Indices
SciVest Capital Management Inc.
ScotiaMcLeod
ScotiaMcLeod PAG Fund Research
SIA Wealth Manaagement
Smarten Up Institute
Sprott Asset Management
Sprott Private Wealth
State Street Global Advisors
Sun Life Financial
T.E. Wealth
Tacita Capital
TD Asset Management
TD Securities Inc.
TD Waterhouse
TD Wealth Private Investment Advice
The Globe and Mail
The Yedican Group
TMX Group Inc.
Toronto Stock Exchange
TRSB (Traductions Serge Belaire Inc.)
TSX Group Inc.
Univeris
Vanguard Canada
Venator Capital Mgmt. Ltd.
W.H. Stuart & Associates
Wealth Management Direct
Wealthsimple
Wickham Investment Counsel

Mind*path* corp., 1601 Bayview Avenue, Suite 43583, Toronto, Ontario, Canada M4G 4G8
Tel. 416.929.MIND (6463) OR Toll-Free: 1.877.929.6463 Fax: 1.866.244.9837
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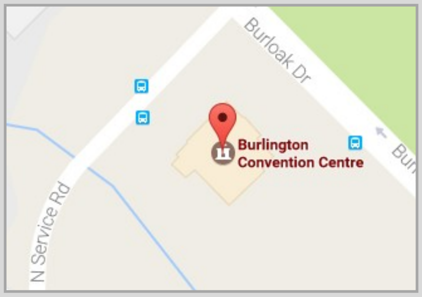
CONFERENCE LOCATION

Burlington Convention Centre

1120 Burloak Drive
Burlington, ON L7L 6P8

Tel. 905.319.0319



Registration Form

Conference Fees

Early Bird Special! Register by October 15 and Save

I Investment Advisors, Brokers, Financial Advisors, Portfolio Managers
$149.00 Per Delegate + HST = $168.37 (if registered by October 15)
$199.00 Per Delegate + HST = $224.87 (after October 15)

Group discount for Advisors:
Two or more advisors registering from the same branch receive a 10% discount on the above rates.

II Non-Sponsoring Investment Managers, Fund Managers & ETF Industry Suppliers
$695.00 Per Delegate + HST = $785.35 (if registered by October 15)
$795.00 Per Delegate + HST = $898.35 (after October 15)

Yes I would like to register the following people from my firm:

Delegate Name (please print name in full)	Job Title	eMail Address*
Delegate Name (please print name in full)	Job Title	eMail Address
Delegate Name (please print name in full)	Job Title	eMail Address
Delegate Name (please print name in full)	Job Title	eMail Address
Delegate Name (please print name in full)	Job Title	eMail Address

Total number of delegates:

______ x $149.00 = _________ + HST = _________
______ x $199.00 = _________ + HST = _________

______ x $695.00 = _________ + HST = _________
______ x $795.00 = _________ + HST = _________

Company Name

Address

City Province Postal Code

Phone

***All delegate confirmations will be sent out via eMail**

Method of Payment

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Card Holder's Name: ___________________________
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Signature: ______________________________
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How to Register

You may register in one of the following ways:

1. **Register Online**
   Register online by clicking here
2. **Register by Fax**
   By faxing the completed registration form toll-free to 1.866.244.9837
3. **Register by Mail**
   Send completed registration form along with cheque payable to Mind*path* corp. to the following address:
   1601 Bayview Avenue, Suite 43583
   Toronto, ON M4G 4G8
4. **Register by Phone**
   Call 416.929-MIND (6463), Toll Free 1.877.929.6463

Note:
~ Continental Breakfast opens at 7:30 AM
~ Conference commences at 8:45 AM
~ Business Card Draw & Networking Cocktail Reception follow conference takes place between 4:45 PM and 5:30 PM