



**National Fixed Income Conference**

**Conference Day 1: Thursday, October 19, 2017**

8:00am            **Registration Desk and Exhibits Open**

11:45am           **Opening Lunch**

12:20pm           **Welcoming Remarks**

Speaker:

**Mike Nicholas**

*Chief Executive Officer*

Bond Dealers of America

12:30 – 1:15pm

**Fixed Income Oversight and Regulation – a Fireside Chat with FINRA  
President and CEO Robert Cook**

Moderator:

**Tom Dannenberg**

*President & CEO*

Hutchinson, Shockey, Erley & Co.

Keynote Speaker:

**Robert Cook**

*President & CEO*

Financial Industry Regulatory Authority (FINRA)

1:15 – 2:00pm

**Investor Roundtable**

*This panel of regional investors will focus on the investment outlook for municipal and corporate credit, the views of regional investors about how the fixed-income business and fixed-income markets are changing, and regional investor viewpoints related to fixed income market structure.*

Moderator:

**John Miller**

*Managing Director, Fixed Income Sales Manager*  
Piper Jaffray

Panelists:

**Wayne Becker**

*Executive Vice President, Corporate Treasurer & Chief Investment Officer*  
Plains Capital Bank

Other Panelists TBD

2:00 – 2:30pm

**Networking and Refreshment Break in Exhibit Area**

2:30 – 3:15pm

**U.S. Corporate Bond Market Structure**

*This panel discussion will focus on U.S. corporate bond market structure. The panelists will discuss liquidity conditions, the role of electronic trading, changes on the buy side, and how regional dealer sales and trading teams are adapting to deliver client value.*

Moderator:

**Kevin McPartland**

*Principal of Market Structure & Technology Research*  
Greenwich Associates

Panelists:

**Fred Allen**

*Managing Director & Head of Credit Sales*  
KeyBanc Capital Markets

**Horace Carter**

*Managing Director, Head of Fixed Income Trading*  
Raymond James

**Richard Schiffman**

*Open Trading Product Manager*  
MarketAxess

**Bill Vulpis**

*Managing Director, Head of Virtu BondPoint*  
Virtu BondPoint

3:15 – 4:00pm

**Market Opportunities and Outlook for U.S. Public Finance**

*This panel discussion will engage senior public finance professionals in a conversation about current municipal market conditions, including the credit and issuance outlook. Additionally, panelists will discuss how regulation and enforcement activities have changed the market in recent years.*

Moderator:

**Dan Deaton**

*Partner*  
Nixon Peabody

Panelists:

**Keith Kolb**

*Managing Director, Director of Public Finance*  
Robert W. Baird

**Sean McCarthy**

*Managing Director and Chief Executive Officer*  
Build America Mutual

**David Medanich**

*Vice Chairman, Head of Public Finance*  
Hilltop Securities

**Alex Wallace**

*Managing Director, Head of Public Finance*  
U.S. Bancorp, Municipal Products Group

4:00 – 4:15pm

**Networking and Refreshment Break in Exhibit Area**

4:15 – 5:00pm

**Market and Technology Trends Impacting the Fixed Income Business**

*This panel discussion featuring senior capital markets professionals will focus on the most significant trends impacting the fixed-income business, including the shift from the brokerage model to the advisory model, how regulation, including the Fiduciary Duty Rule, will change the way dealers engage with retail customers, and how dealers are utilizing technology to connect with clients.*

Moderator:

**John Cahalane**

*Managing Director, Head of Tradeweb Direct*  
Tradeweb Direct

Panelists:

**Gregg Bienstock**

*Chief Executive Officer & Co-Founder*  
Lumesis

**Kevin Giddis**

*Executive Vice President, Head of Fixed Income Capital Markets  
Raymond James*

Other Panelists TBD

5:00 – 5:30pm

**View from the Buy Side: The Future of Fixed Income**

*In this featured interview, Jim Switzer, Head of Credit Trading at AllianceBernstein, and Kevin McPartland of Greenwich Associates will discuss buy-side perspectives on the future of the U.S. fixed income markets, the market and regulatory forces impacting the fixed-income business, how the buy side is changing the way it does business, and what it all means for the U.S. regional dealer community.*

Moderator:

**Kevin McPartland**

*Principal of Market Structure & Technology Research  
Greenwich Associates*

Panelist:

**Jim Switzer**

*Head of Credit Training  
AllianceBernstein*

5:30pm: Conclusion of Day 1  
**Cocktail Reception in Exhibit Area**  
Dinner on you own

**Conference Day 2: Friday, October 20, 2017**

8:00am

**Breakfast and Networking in Exhibit Areas**

9:00 – 9:45am

## **Managing the Growing Regulatory Burden**

*Panelists will discuss how increased regulation is impacting the fixed-income business. Specific regulatory discussions will focus on how best execution, the Municipal Advisor Rule, and FINRA 4210 will change the fixed-income business for regional dealers.*

Moderator:

**Lana Calton**

*Managing Director, Head of Clearing Services*  
Hilltop Securities

Panelists:

**John Holman**

*Chief Operating Officer/Chief Compliance Officer*  
First Southern Securities

**Paige Pierce**

**John Reilly**

*Managing Director, Head of Business Strategy & Capital Markets Trading*  
Wells Fargo Advisors

**Don Winton**

*Chief Operating Officer*  
Crews & Associates

9:45 – 10:30am

**Municipal Market Rulemaking – An Interview of MSRB Executive Director Lynnette Kelly**

Moderator:

**Bernard Bailey**

*Managing Director*  
Assured Guaranty

Keynote Speaker:

**Lynnette Kelly**

*Executive Director*

Municipal Securities Rulemaking Board (MSRB)

10:30 – 11:15am

**Tax Reform and DC Outlook**

*The panelists will discuss the political climate in Washington and the potential for congressional action on tax reform, including the potential impact on the municipal bond interest exemption, the possibility of a federal infrastructure package and what it could mean for public-private partnerships, and financial services regulatory reform.*

Moderator:

**Justin Underwood**

*Federal Policy Advisor*

Bond Dealers of America

Panelists:

**Jane Campbell**

*Director of Washington Office*

National Development Council

**Robert Kyle**

*Partner*

Hogan Lovells

**Vince Sampson**

*Special Counsel*

Cooley LLP

11:15am

**Closing Remarks**

Speaker:

**Mike Nicholas**

*Chief Executive Officer*

Bond Dealers of America