

2021 General Membership Meeting

Including the
Digital Innovation
Summit Oct 19

Virtual Conference | October 6-8

The Nicsa 2021 **General Membership Meeting (GMM)** will explore what the next few years will look like as we seek out new ways to drive innovation in the new normal. The GMM will be a virtual event and open to all industry participants. Following the GMM, Nicsa will host its inaugural virtual **Digital Innovation Summit** on October 19 which is open to all GMM attendees.

The corporate pass includes unlimited employee registrations for both the GMM and Digital Innovation Summit – both agendas are enclosed.

[GMM Agenda At-A-Glance](#)

Wednesday, October 6

10:00am – 10:50am ET	Opening Keynote Presentation: Imagine the Unimaginable Get an industry “outsiders” look at how block chain, robotics and AI are transforming businesses across the globe. Allow us to take you on a futuristic tour of the innovative solutions that could fundamentally shift the foundation for asset management and unlock exponential possibilities.
11:00am – 11:50am ET	C-Suite Roundtable: Architects of Innovation How will your firm adapt, survive, and thrive? Get a C-Suite look into the provocative issues that are top of mind for industry leaders. From talent management to technology adoption, to product development, learn how bold visionaries are helping their firms stay relevant and bolster client value in the next three to five years.
12:00pm – 12:50pm ET	Enhance Advantage and Create Value Business model innovation is the art of achieving growth through a continuous willingness to adjust and adapt to new challenges and opportunities. Learn how changes in investor behavior, globalization and technological innovations are currently creating a "window of opportunity" for asset managers and their service providers in 2022 and beyond.

Thursday, October 7

10:00am – 10:50am ET	The Age of Product Development: Private vs. Public As clients call for more vehicle-agnostic approaches to product development, asset managers must consider various factors if they are to succeed. Get up to the minute insights on the public and private market, with structures that lend themselves to both private and public investing. How are firms navigating the accelerating rate of product conversions? Find out in our 45-minute round table on vehicle design and distribution prioritization.
11:00am – 11:50am ET	The Evolution of Relationship Management Asset managers are reshaping the ways in which they interact with clients and business partners. From national accounts to the role of wholesalers, to the state of home offices, relationship management roles are evolving at an accelerated rate. Discover how leading firms across the industry are enhancing and deepening client relationships and learn about the talent models that are shaping today's sales teams.
12:00pm – 12:50pm ET	Building Relevance & Trust As wealth managers attempt to connect with their varied and diverse client groups, many are turning to holistic wealth planning, digital distribution channels, and new virtual engagement tools. Learn from our panel of industry thought leaders about how they are successfully onboarding a new generation of investors.

Friday, October 8

10:00am – 10:50am ET	Digital Innovation Summit Preview Tune in to our Summit Preview to get a taste of what's to come! GMM registrants are invited to attend Nicsa's first-ever Digital Innovation Summit—a one-day, virtual experience where attendees will take a deep dive into forward-thinking tech topics such as fintech disruptors, cryptocurrency, digitalization & transformation, data analytics and more. The Summit will take place Tuesday, October 19.
11:00am – 11:50am ET	Government Affairs & Capital Market Outlook Get an up to the minute view from Washington on the policy issues and regulatory trends that could impact global capital markets in 2022 and beyond.
12:00pm – 12:50pm ET	Journey to 2022 and Beyond: Workforces and Workplaces What are the competing forces shaping the new workforce? What makes a successful leader in today's landscape? How are firms across the asset management industry navigating hybrid workplaces, return to office policies, evolving corporate cultures, and professional development challenges? Join us for a candid discussion around the evolution of the workforce and what it means for employees, managers, human resource executives, and executive suites.

[Digital Innovation Summit Agenda At-A-Glance](#)

Tuesday, October 19

10:00am – 10:50am ET	Cybersecurity and Fraud Prevention
11:00am – 11:50am ET	Decrypting the Hype: Cryptocurrency and Digitized Assets
12:00pm – 1:30pm ET	Exhibitor Luncheon
2:00pm – 2:50pm ET	FinTech Disruptors
3:00pm – 3:50pm ET	Front to Back Solutions