nuveen
A TIAA Company

Nuveen Advisor Education resources

for financial professionals and their clients

Our offerings

	Program	Continuing education*	Investor approved
Client acquisition	Generation *n*: Winning the client acquisition opportunity	●	
	Family wealth education	●	●
	Why Social Security matters and how to get the most out of it	●	●
	Managing retirement income	●	
	The tax times have changed	●	●
Practice management	Building a better practice: adapt and accelerate	●	
	The digitally engaged financial professional		
	Building a better retirement practice (defined contribution)		
Market insights	Municipal market update	●	
	Opportunities in municipal bonds and global fixed income		●
	Navigating the new fixed income markets	●	
	Portfolio positioning in today's markets	●	●
	In an uncertain market, can alternatives deliver?	●	
	Strategic opportunities in real estate	●	●
	The responsible investing opportunity		●
	Ready or not: Here comes lifetime income (defined contribution)	●	

Additional resources

A range of timely articles, quick-reference guides, checklists and other materials are available, some of which are suitable for use with investors. For more information, visit us at Nuveen.com/advisoreducation or contact your Nuveen Advisor Consultant.

*One hour of continuing education (CE) credit available for Certified Financial Planner (CFP), and Investments and Wealth Institute (IWI) designations, as well as continuing professional education (CPE) for CPAs.

Client acquisition

Generation *n*: Winning the client acquisition opportunity

FP CE

Presented by: Advisor Education Specialist

The great wealth transfer presents an enormous opportunity to attract and retain a new generation of clients while expanding your business for years to come

Key takeaways:

- Understand and meet the needs of wealth inheritors
- Transform your current client lifecycle into a permanent pipeline
- Build the right team to serve a multigenerational client base

Family wealth education

FP INV CE

Presented by: Advisor Education Specialist

Become a key resource for families looking to ensure continued sound stewardship of their wealth and establish a legacy that reflects shared values

Key takeaways:

- Facilitate productive family conversations about wealth
- Prepare current wealth owners and their heirs for a successful wealth transfer
- Help parents instill positive financial habits in children at all ages

FP **Financial professional use only**

INV **Approved for use with investors**

CE **Approved for continuing education credit**

Why Social Security matters and how to get the most out of it

FP INV CE

Presented by: Advisor Education Specialist

Differentiate yourself and boost referrals while helping clients make informed decisions about Social Security

Key takeaways:

- Initiate conversations about Social Security with clients and prospects
- Provide a straightforward framework for sound decision-making
- Leverage clients' newfound understanding and clarity to generate referrals

Managing retirement income

FP CE

Presented by: Advisor Education Specialist

Help clients anticipate and overcome the obstacles to achieving their financial goals in retirement

Key takeaways:

- Manage expectations for income and spending
- Construct portfolios to address client needs for liquidity and growth
- Give clients confidence in their plan

The tax times have changed

FP INV CE

Presented by: Advisor Education Specialist

Uncover additional tax and wealth planning opportunities that you may have missed

Takeaways:

- Understand the current tax landscape
- Engage clients in multi-year planning
- Offer tax-smart tactics and timing

Practice management

Building a better practice: adapt and accelerate

FP CE

Presented by: Advisor Education Specialist

Make your practice more resilient so you can accelerate growth and thrive in a rapidly changing environment

Key takeaways:

- Align your expertise with what your clients want and need
- Clearly demonstrate and communicate your value
- Create efficiencies across your practice to improve profitability

The digitally engaged financial professional

FP

Presented by: Advisor Education Specialist

Leverage today's technology to offer clients and prospects a better and more consistent experience both online and in person

Key takeaways:

- Strengthen your digital brand and positioning
- Expand your network of clients, prospects and referral sources
- Deepen engagement and two-way communication with your audiences

Building a better retirement practice (defined contribution)

FP

Presented by: Advisor Education Specialist

Meet the evolving needs of plan sponsors and participants amid comprehensive retirement reform and increased focus on retirement outcomes

Key takeaways:

- Focus your practice on value differentiators and drivers of satisfaction
- Improve your profitability
- Enhance client engagement

Market insights

Municipal market update

FP INV CE

Presented by: Investment Specialist or Advisor Consultant

Perspectives on the key factors influencing today's municipal bond market and what to expect going forward

Key takeaways:

- Current outlook for supply, credit and defaults/downgrades
- Market dynamics, including long-term performance trends
- Factors to watch going forward

Opportunities in municipal bonds and global fixed income

FP INV

Presented by: Advisor Consultant

A comprehensive look at the municipal and global fixed income markets, including the outlook for the year ahead, and key factors influencing these markets

Key takeaways:

- How interest rates, valuations and market dynamics have influenced income sectors
- Recent trends in the municipal and global fixed income markets
- Where our investment team is finding opportunity

Navigating the new fixed income markets

FP CE

Presented by: Global Fixed Income Specialist

A broad-based update on major fixed income markets, insight about current market themes and drivers, as well as our outlook for the economy, interest rates and specific sectors

Key takeaways:

- Current drivers of fixed income performance
- Fed actions and how those policies are likely to evolve
- Where to find the best relative value across the fixed income market

Portfolio positioning in today's markets

FP INV CE

Presented by: Portfolio Strategist

Portfolio positioning that is designed to keep pace with inflation, cope with hawkish monetary policy and cautiously take advantage of longer-term trends

Key takeaways:

- The risks ahead, including softer earnings, weaker employment and demand destruction
- Bear market dynamics
- Equity market traps to avoid

Market insights

In an uncertain market, can alternatives deliver?

FP CE

Presented by: Alternatives Investment Specialist, Portfolio Strategist

Portfolio construction strategies across public and private markets that can potentially enhance outcomes and mitigate volatility

Key takeaways:

- Where markets are headed
- How private markets will differ from public markets
- Evolving risks and opportunities in alternatives

Strategic opportunities in real estate

FP INV CE

Presented by: Alternatives Investment Specialist

Our outlook on global real estate markets in light of long-term and emerging trends

Key takeaways:

- Factors driving growth in today's market
- Insights on outperforming and challenged sectors
- Recent developments that may impact investor outcomes

The responsible investing opportunity

INV

Presented by: Advisor Education Specialist, Responsible Investing Specialist or Advisor Consultant

Explore the evolution of responsible investing, and how it can help investors manage risk, enhance long-term performance, and align their investing with their values

Key takeaways:

- What responsible investing truly means
- Various methods of applying environmental, social and governance (ESG) factors
- How the ESG lens can inform better decisions

Ready or not: Here comes lifetime income (defined contribution)

FP CE

Presented by: Advisor Education Specialist

Evolve your value proposition to reflect an industry shift toward lifetime income, rather than savings, as the standard measure of success for defined contribution plans

Key takeaways:

- What's driving plan sponsors to focus on lifetime income
- How shifting priorities are changing plan design
- Incorporating industry insights into your value proposition as a retirement plan advisor or consultant

Nuveen Advisor Education Specialists

James Bergeron, JD

Jim has more than 30 years of experience in financial services, including estate, tax and wealth planning, as well as product development. He frequently lectures and speaks at national and international conferences, where he is called on to demonstrate how to put wealth management concepts into action.

Areas of expertise:

- Wealth planning
- Taxation issues
- Estate planning
- Family wealth planning
- Practice management and business building

Robert Kron, CFP®

Rob has been in the financial services industry since 1990, focused primarily on advisor education. In addition to presenting virtually and in person to audiences of all sizes, Rob has appeared in various print and broadcast media, including CNBC, Fox Business, Bloomberg, and Advisor TV, the Wall Street Journal and USA Today.

Areas of expertise:

- Incorporating Social Security into portfolio planning
- Retirement income planning
- ESG/responsible investing education and implementation
- Practice management and business building

Molly Huck, CIMA®

Molly spent 23 years working with financial professionals and their high-net-worth and institutional investor clients at a number of large wealth management firms and family offices.

Areas of expertise:

- Wealth planning
- Practice management and business building

Christine Stokes

Drawing on more than 20 years of experience spanning product development, operations, client engagement, research and policy, Christine helps advisors and institutions to solve for their greatest challenges. She often shares her retirement market insights as a speaker at national and international industry events.

Areas of expertise:

- Practice management and business building
- Retirement public policy
- Defined contribution plan design
- Lifetime income

About Nuveen Advisor Education

Nuveen brings our financial professional partners – and their valued clients – an award-winning group of subject matter experts ready to share ideas, insights and educational programs. Whether it's a focus on enhancing an advisor's practice, acquiring new clients or current, actionable market and asset class insights, Nuveen offers timely and relevant content and programs.

We look forward to partnering with you.

IMEA 2022
STAR AWARDS
WINNER
OVERALL ADVISOR EDUCATION

For more information, visit us at nuveen.com

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