

JAN. 12-14

WYNDHAM GRAND HOTEL
CLEARWATER BEACH

FLORIDA

FOCUS⁸
ON THE
FUTURE²⁰¹⁸



ADM Investor
Services, Inc.



We are heading
TO THE BEACH!

Join us for our 23rd annual
Introducing Broker Conference

NATIONAL BROKER CONFERENCE

JANUARY 12-14, 2018

WYNDHAM GRAND HOTEL

100 Coronado Drive | Clearwater Beach, FL 33767

www.wyndhamgrandclearwater.com | 727.281.9500

FOCUS ON THE FUTURE

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ADM Investor Services, Inc.

SCHEDULE OF EVENTS

FRIDAY, JANUARY 12, 2018

If you arrive early, please join us at our Friday afternoon breakout sessions and come visit the Exhibitors too!

2:00 – 5:30pm Exhibitor Space Open | Dunes Foyer
A wide variety of outside vendors and ADMIS departments will be onsite to show you the latest products, tools and services - all designed to help you grow your business and become more efficient.

2:00 – 4:45pm Breakout Sessions | Dunes Ballrooms I-II

2:00 – 2:45pm Marketing on a Dime; Effective and Inexpensive Strategies for Small Businesses and Breaking into Managed Futures
Shane Stiles; President, Gate 39 Media
Want to use Social Media and other inexpensive tools to grow your business? Want to learn how to use the **free** ADMIS Managed Money program? Shane will address both topics!

3:00 – 3:45pm Global Economic Outlook for 2018
Erik Norland; Executive Director & Senior Economist, CME Group
Back by popular demand, Erik will again share his global economic & financial perspective with IBs and identify trading opportunities.

4:00 – 4:45pm Options Workshop
David Hightower; President, The Hightower Report
Dave's interactive workshop will help IB's strengthen their understanding of options and hear new trade ideas to share with your customers.

6:00 – 9:00pm Welcome Reception
Poolside at the Wyndham Grand Hotel
Pool Party! Please join the ADMIS employees and exhibitors on the pool deck of the Wyndham Grand which overlooks the Gulf of Mexico and its white sandy beach, for an evening of music and fun. Dinner buffet and drinks will be served.

SATURDAY, JANUARY 13, 2018

Focus on the Future | Dunes Ballrooms III-V & Foyer

Focus on the Future IB Conference is a full day of motivational speakers, global and domestic market research experts and interactive exhibitor booths showcasing new and exciting products in the futures industry and what they offer our brokers.

7:30am Registration and Exhibitors Open
Continental Breakfast Served

8:30am Welcome Address
Kurt Johnson; ADMIS VP, Business Development

8:45am President's Outlook
Tom Kadlec; ADMIS President

9:15am Morning Keynote Presentation: Lessons from Disney U on Leadership and Creating Lifelong Customers
Doug Lipp; Former Head of Training, Walt Disney University and Best-Selling Author

10:15am Break to Explore Exhibitors Area

11:15am Adverse Weather - The Bulls Only Friend
Dan Basse; President, AgResource Company

12:00pm Lunch is Served

1:00pm Afternoon Keynote Presentation: Economic Outlook and the Futures Markets
Dennis Gartman; Publisher, The Gartman Letter

2:00pm Final Break to Explore Exhibitors Area

2:45pm Record Commodity Supplies - No Problem
David Hightower; President, The Hightower Report

3:30pm Trading Opportunities for 2018
Steve Freed; ADMIS VP of Grain Research

3:50pm Closing Remarks

6:30-10:00pm Evening Reception | Marina Cantina Bar & Grille

KEYNOTE SPEAKER: DENNIS GARTMAN

Editor & Publisher; The Gartman Letter

SPONSORED BY CME GROUP



Dennis Gartman has been directly involved in the capital markets since August of 1974, after his graduate work at North Carolina State University.

Dennis was an economist for Cotton, Inc. in the early 1970's, analyzing cotton supply/demand in the U.S. textile industry. From there he went to NCNB National Bank in Charlotte, North Carolina where he traded foreign exchange and money market

instruments. In the late 70's, Dennis became the Chief Financial Futures analyst for A.G. Becker & Company in Chicago, Illinois. Dennis was an independent member of the Chicago Board of Trade until 1984, trading in Treasury bond, Treasury note and GNMA futures contracts. In 1984, he moved to Virginia to run the futures brokerage operation for the Sovran Bank, and in 1987 he began producing The Gartman Letter on a full time basis. Dennis continues to do so today.

KEYNOTE SPEAKER: DOUG LIPP

Author & Former Head of Training;

Walt Disney University



Doug Lipp is a distinguished international consultant, eight-time author, and former head of training at the legendary Disney University. His latest book is the best-selling Disney U: How Disney University Develops the World's Most Engaged, Loyal, and Customer-Centric Employees.

At age 29, Doug's celebrated talent catapulted him to the helm of the legendary Disney University training team at Walt

Disney corporate headquarters. Fluent in Japanese, Doug also helped Disney open its first international theme park as a member of the Tokyo Disneyland start-up team.

Drawing on his 30 plus years of combined experience at Disney and in private practice, Doug inspires and challenges hundreds of organizations worldwide.

SPEAKERS FOR SATURDAY, JANUARY 13, 2018



Dan Basse

President, AgResource Company

Dan Basse is a professional economist and analyst that has been in the commodity business since 1979. Raised on a dairy and grain farm in Waukesha, Wisconsin, Dan has a keen sense of production agriculture. In 1988, he founded AgResource Company in Chicago. AgResource is a domestic and international Ag Advisory and Research firm which forecasts domestic and world agricultural price trends.



David Hightower

President, The Hightower Report

David Hightower is a founding principal of The Hightower Report, a commodity research and information corporation, specializing in high quality futures research and analysis for individual investors, brokers, commercial producers and end users. The Hightower Report publishes one of the most widely read daily

commodity wires in the world and has become a highly utilized industry consulting service with many brokerage firms. With over 30 years of experience, David is thoroughly versed in the complex interaction of the world markets and global businesses, and his closeness to the markets is evidenced in his direct and opinionated analysis. David has regularly appeared on CNN, Bloomberg Television and ONN.tv and is often cited in the Wall Street Journal, Futures Magazine, Reuters and many other industry publications.



Erik Norland

Executive Director & Senior Economist; CME Group

Erik Norland is Executive Director and Senior Economist of CME Group. He is responsible for generating economic analysis on global financial markets by identifying emerging trends, evaluating economic factors and forecasting their impact on CME Group and the company's business strategy, and upon those who trade

in its various markets. He is also one of CME Group's spokespeople on global economic, financial and geopolitical conditions.

Prior to joining CME Group, Norland gained more than 15 years of experience in the financial services industry working for investment banks and hedge funds both in the United States and in France. He most recently served in sales and research at BEAM Bayesian Efficient Asset Management LLC. He began his career at Bankers Trust, Global Investment Management in New York working with the tactical asset allocation group.



Tom Kadlec

President, ADM Investor Services, Inc.

Tom Kadlec is president of ADM Investor Services. In that position, he leads ADM's global futures clearing business. He began his professional career with the CME as an auditor, and moved to the brokerage and clearing side of the business in 1984. He joined ADMIS in 1990 as a division controller in charge of accounting, treasury and risk.

He became chief financial officer in 1998, and in 2007 he was promoted to senior vice president with additional responsibilities in the IT, marketing and research departments. He became president in March 2010. Tom serves on the CME Group's Clearing House Committee, the FIA board and the NFA board. He is a past member of the CFTC's Agricultural Advisory Committee.



Kurt Johnson

VP, Business Development, ADM Investor Services

Kurt Johnson is Vice President, Business Development for ADM Investor Services and also serves as President of Archer Financial Services. Mr. Johnson oversees the onboarding of new Introducing Broker business. He began his career in the futures industry in 1986 as an Introducing Broker. He has been with ADMIS since 2002.



Steve Freed

VP of Grain Research, ADM Investor Services

Steve Freed is vice president of Grain Research for ADM Investor Services, overseeing the analysis of all market information and trading strategies for over 1,200 brokers. Leading a staff of analysts and consultants, Steve creates daily short and long-term market outlooks and video clips for all agricultural commodities. His

market opinions are often quoted in newspapers and business journals around the world.



Register Today!

January 2017 Conference

SATURDAY EVENING



Saturday, January 13, 2018

6:30pm to 10pm

Marina Cantina Bar & Grille

25 Causeway Boulevard, Clearwater Beach

We wrap up our conference with a festive Latin Night theme with authentic Clearwater Beach cuisine at this top-rated restaurant right on the Intercoastal Waterway marina! Dinner and drinks will be served as guests will be entertained by a Latin fusion band, Salsa dancers and a hand rolled cigar station at our private event.

The restaurant is a short walk from the Wyndham Grand. Other modes of transportation will also be provided.

SUNDAY MORNING



Sunday, January 14, 2018

8:30 to 10:30am

Breakfast, Bloody Marys and Mimosas

Wyndham Grand Main Restaurant

Before you head back home (or to the beach), please join us for a continental breakfast and cool drink.

EXHIBITOR SHOWCASE – open on Friday afternoon and all day Saturday

Our exhibitor showcase will have representatives from the companies below featuring new products and trading tools available to IBs. ADMIS employees will host hands-on demos of the OAK and APEX trading platforms as well as ADMIS Members 1st, MAP program for Risk, Cash Manager and our Online Account Application process.



ADM Investor
Services, Inc.



CME Group



Nasdaq



Quick Screen Trading
The Ultimate Trading Tool



TRADING
TECHNOLOGIES



THOMSON REUTERS



GrainBridge
Manage With Confidence

FutureSource

FOCUS ON THE FUTURE 2018

WE ARE HEADING TO THE BEACH FOR OUR 23RD ANNUAL INTRODUCING BROKER CONFERENCE!

ACCOMMODATIONS FOR JANUARY 12-14, 2018

Our meeting has a full lineup of dynamic speakers, elegant and fun entertainment, interesting exhibitors and a location that can't be beat! The Wyndham Grand Hotel in Clearwater Beach is nestled between the stunning Gulf of Mexico and the Intercoastal Waterway, on one of the most beautiful beaches in America. **Our deeply discounted room rate of \$199 per night includes in-room internet access and water views from the balcony of every guest room!**

To book your stay go to:

<https://aws.passkey.com/go/2018ADMIS> or call reservations directly at 727.281.9536. Be sure to mention our Group Name **ADMIS IB Meeting** to secure our reduced \$199 room rates.

Reservations must be made by Thursday, December 21, 2017.



REGISTRATION FORM | FOCUS ON THE FUTURE 2018

YES, I will be attending the **ADMIS National Broker Conference** on January 12–14, 2018 at the Wyndham Grand Hotel in Clearwater Beach, Florida

Are you bringing a guest? YES NO If YES, what is your guest's full name?

NO YES I will be attending the **Breakout Sessions on Friday, January 12, 2018** at the Wyndham Grand Foyer (check as many as you wish to attend):

- 2:00pm Marketing for Small Businesses and Intro to Managed Futures database with Shane Stiles, Gate39 Media
- 3:00pm Economic Outlook for 2018 with Erik Norland, CME Group
- 4:00pm Options Workshop with David Hightower, The Hightower Report

NO YES I will be attending the **Welcome Reception** poolside at the Wyndham Grand Hotel on Friday, January 12, 2018 from 6pm to 9pm. ____# of guests (including yourself)

NO YES I will be attending **Breakfast** on Saturday, January 13. ____# of guests (including yourself)

NO YES I will be attending **Lunch** on Saturday, January 13. ____# of guests (including yourself)

NO YES I will be attending **Evening Reception** on Saturday, January 13 at Marina Cantina from 6:30-10pm. ____# of guests (including yourself)

NO YES I will be attending **Continental Breakfast** on Sunday, January 14. ____# of guests (including yourself)

Any food allergies we should be aware of?

YOUR NAME

GUEST(S) NAME(S)

IB COMPANY NAME

BROKER / OFFICE #

CELL # (I.C.E.)

EMAIL

Please complete this form and send it back to Jeannie DeVita

Email: Jeannie.Devita@admis.com | Fax: 312.242.7307 or

Register online at www.admis.com/BrokerConference

**Please Register for our meeting no later than Wednesday, January 3, 2018.
and remember you must also make your hotel reservation by December 21st!**