Moderator:
Kirk Montgomery
Kirk Montgomery Law

Don Deans
Sixty West

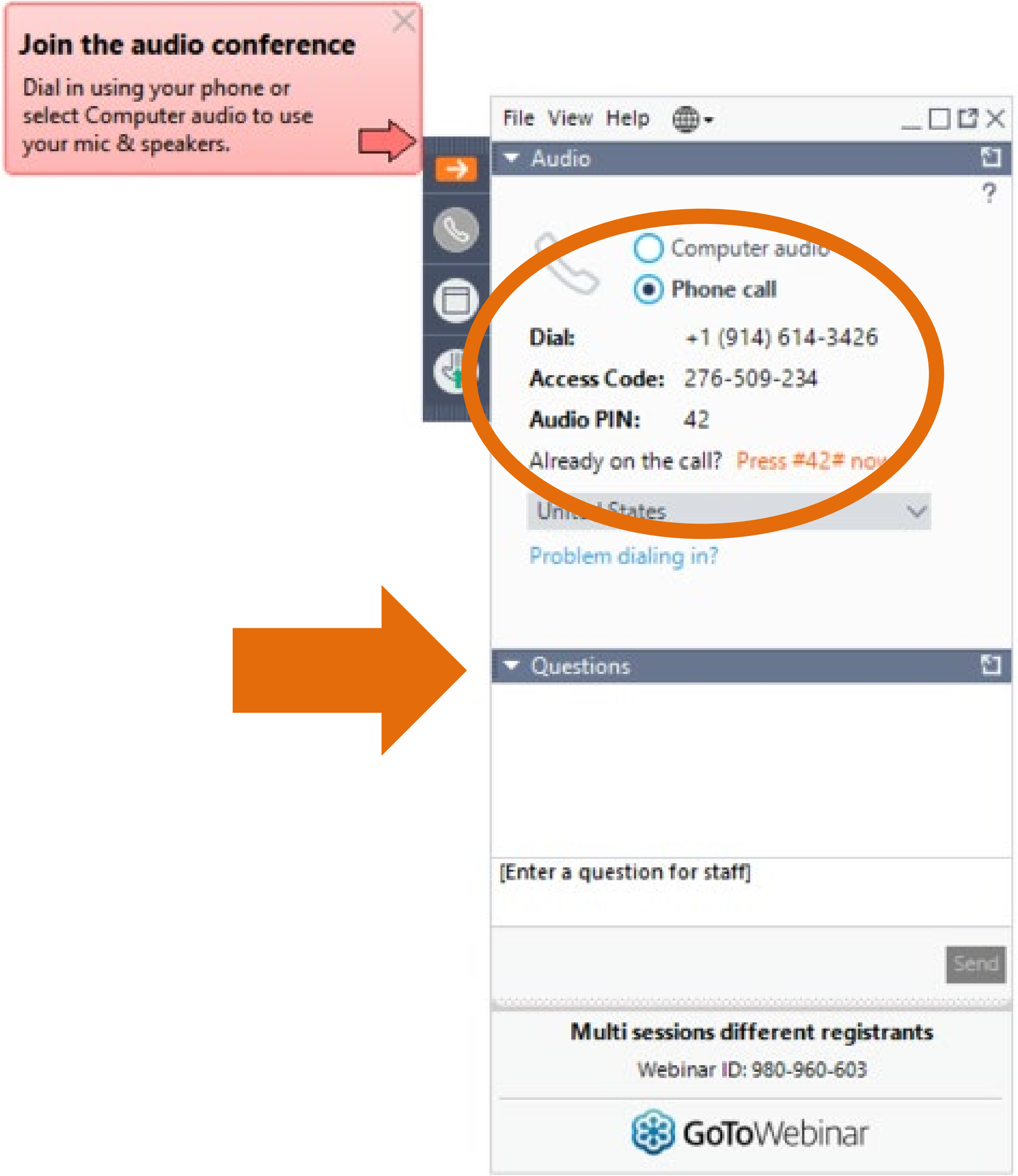
Bill Leitner
Leitbox Portfolio
Partners

Clive Slovin
The Strategic Financial
Alliance, Inc.

BLUE VAULT™

Educational Series

Why Private Offerings Are So Critical for Your Clients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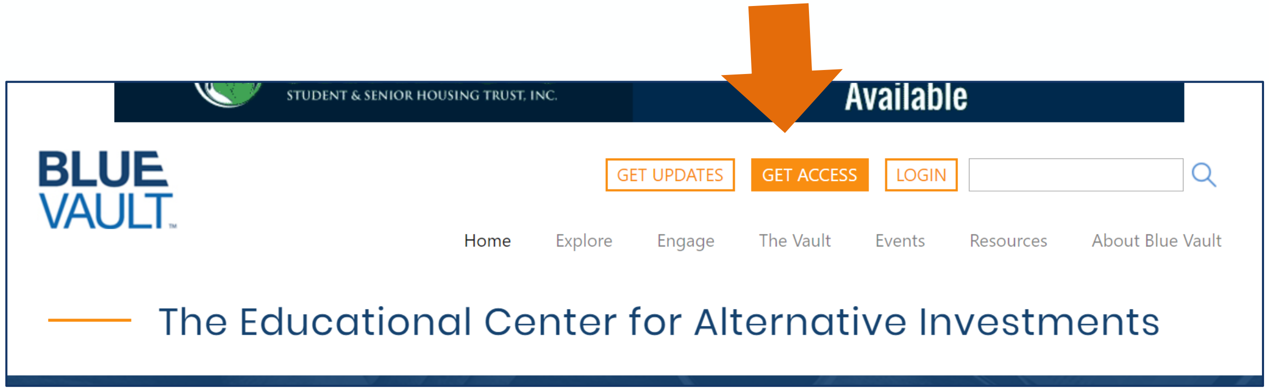

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About the Panel

Moderator:
Kirk A. Montgomery

Kirk Montgomery is the Managing Partner of Kirk Montgomery Law, LLC, and has extensive experience in regulatory and governance matters related to private placements, broker dealers, registered investment advisors and family offices.

Kirk is also a principal of Addison Montgomery, LLC, a consulting firm focused on the structuring and capital raising activities of alternative investments, formation of fund distribution entities, and due diligence and securities compliance analysis of ’33 Act and ’40 Act investment funds. Addison Montgomery also focuses on family office private equity, family philanthropy, strategic grantmaking, and family office meeting facilitation and program development.

Over the past 30 years, in addition to his private practice experience in the alternative investment space, Kirk has served as General Counsel and held executive positions with some of the largest REITs, business development companies, mutual funds, private equity funds and their sponsors. For the last 15 years, Kirk has focused his practice on alternative investment fund structuring and exit strategies, including the listing of over $16B in REITs and business development companies.

Kirk is recognized as one of the top advisors in the alternative investment industry, and as an industry leader has been an active member and speaker for the Institute for Portfolio Alternatives, the Alternative and Direct Investment Securities Association (ADISA) and the Financial Services Institute. Kirk received his Juris Doctor from Cumberland School of Law and his Master of Business Administration in Finance from Samford University. He is a frequent speaker at industry conferences and has been a member of the Georgia Bar since 1983.

Don Deans

Don has supported individual and corporate clients as a CPA for more than 40 years and as a registered representative for 18 years. Don has his BSIR and MBA from the University of North Carolina in Chapel Hill.

He began his career at Haskins & Sells in 1974 and was a partner at Deloitte Haskins & Sells from 1985-1990.

Don is a nationally recognized speaker, published author, and thought leader in the accounting and finance communities. His guidance has been sought out by the Journal of Accountancy, Hartford Business Journal, and statewide CPA magazines in Connecticut, Georgia and North Carolina. Don is a member of the American Institute of Certified Public Accountants (AICPA), NC Association of CPAs (NCACPA), New York Society of CPAS (NYSSCPA), and the Georgia Society of CPAs (GSCPA). You can find his articles published by the Georgia Society of CPAs at www.gscpa.org.

Bill Leitner

William Leitner: For the last 10 years, Bill Leitner has been the managing principal of Merchants Retail Partners, LLC, a uniquely positioned, commercial real estate development, investment, and operating platform (www.merchantsretail.com) owned by Management and Protective Life Insurance Corporation. Merchants acquires and develops retail, mixed-use and self-storage assets throughout the United States, with a concentration in southeastern markets.   The Merchants platform provides the full array of real estate services including leasing, construction management, property management, etc. Merchants has a portfolio spanning millions of square feet that spans Open-Air, Fashion Oriented Mixed Use Projects (www.grandboulevard.com) to vertical self storage with a mixed use component integrated into the overall scope.

Bill spent the previous ten years with Colonial Properties Trust. As Executive Vice President of the Colonial Properties Trust retail division, Bill had full accountability and responsibility for all retail development activities for Colonial and developed and acquired more than 8 million square feet of retail space with a total cost of more than $875M and approximately $1.3B exit valuation. These projects spanned from Texas to Florida and up through the Mid Atlantic. Bill led the transformation of CLP's retail division from enclosed mall to a merchant-build retail development platform. His developments have earned several awards for design and functionality from the International Council of Shopping Centers, won numerous "Best of" Awards from the Southeastern Business Journals and his team was awarded The Grand Slam from Target Corporation for the perfect execution of four major shopping center deployments in Tennessee and Alabama.

After graduating from Washington & Lee University and the University of Alabama School of Law, wherein Bill received a Master of Laws in Taxation (L.L.M.), Bill worked in the Real Estate Capital Markets. He was Managing Director of AmSouth Bank's Capital Markets Group and was Donaldson, Lufkin, and Jenrette's top mortgage banker in the Southeast in 1998. Prior to AmSouth, Bill worked in Washington, D.C. for Riggs National Bank. Bill is the recipient of the ICSC's CDP and CRX designations as someone who possesses in-depth experience and understanding of the development, design, construction and operations of shopping centers and other retail-related facilities.

Clive Slovin

Clive Slovin is focused on building a financial services organization that is a platform for collaboration among SFA Partners' financial advisors, who are affiliated with The Strategic Financial Alliance, Inc., a broker-dealer and registered investment adviser and Strategic Blueprint LLC, a registered investment adviser. Both companies are owned by SFA Holdings, Inc.

Over the past few years, Clive has had numerous articles published in industry publications, with many of the articles focusing on aspects of alternative investments. The June 2019 issue of Real Assets Adviser featured a cover article on Clive, SFA Partners, and the firm's focus on alternatives.

Clive's business approach is a result of many years of experience– first as a CPA in public practice with one of the top international accounting firms, followed by over 35 years' experience in the independent contractor financial services industry. He has held posts as Chief Financial Officer of FSC Securities and then Chief Operating Officer and later President & CEO of Investors Financial Group, which became part of the ING broker-dealers. Clive has been President & CEO of SFA and Chairman of the Board of Directors since the Company was formed in 2003.

Polling Question

Which best describes your use of private offerings?

- I use them and believe they are an instrumental tool for advisors
- I have used them in the past but am disappointed with their performance
- I don’t use them but want to learn more
- I don’t understand how they benefit my clients and practice

Why are private offerings so critical for investors today and their advisors?

Have private offerings, and the process of investing in them, evolved?

Polling Question

Which best describes your individual practice, in terms of AUM?

- Less than $10 million
- $10 to $25 million
- $25 to $50 million
- More than $50 million

Polling Question

Which best describes your past use of alternatives, in terms of the performance?

- I have had significant success using alternatives
- My alternatives investing has underperformed my expectations
- I have been disappointed with the performance
- I am angry and need some advice/help

How do we choose?

Private offerings: What are you excited about?

Thank You!

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Performance Series Webinar:

A Deeper Look at Black Creek Group and Resource

July 24 at 2:00 pm EDT

Performance Series Webinar:

A Deeper Look at Carter Validus and Griffin Capital

August 6 at 2:00 pm EDT

Educational Series Webinar:

What an RIA Must Know about Alternative Investments

August 14 at 2:00 pm EDT

For information and registration links, go to
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Questions