

13th Annual Client Appreciation and Wealth Management Conference



Helping to Build Your Future

September 26-27, 2019



SOLTIS
Investment Advisors



August 7, 2019

Dear Valued Soltis Client:

We are excited to invite you to the 13th Annual Wealth Management Conference at the Holmstead Ranch, just north of St. George, UT on September 26-27, 2019. We hope you'll be able to attend with us! Enclosed in this packet is information for you to RSVP.

This year's conference theme is "**Helping to Build Your Future**". We appreciate being able to work with you in a team effort to assist you in managing your finances and assisting you with your goals. The content for this event will be insightful and assist us in providing you with wealth management services. Included in this booklet are bios and information on several of the presenters and speakers.

Please review the attached agenda & schedule of events and provide us with your RSVP and preferred activities. Space is limited. Please RSVP by September 13, 2019. You can RSVP by returning the enclosed Registration Form or by going online at <https://soltisconference2019.eventbrite.com/>.

All meals, education and activities are arranged by Soltis. We are grateful for our sponsors who are helping to cover the cost of the conference and these activities. Clients are responsible for their own hotel accommodations and travel to and from the event. Recommendations and group rate information are included in this packet.

We are grateful for you as a client and hope you will join us at our conference. If you have any questions, please do not hesitate to contact our team at (800) 735-1601.

Best Regards,

Clark Taylor

Managing Partner, Wealth Management



**Helping to Build
Your Future**

Special Musical Guest



JENNY OAKS BAKER

AMERICA'S VIOLINIST™



Grammy Nominated musician, world-renowned, highly acclaimed recording artist and concert violinist—Jenny Oaks Baker is America's Violinist.



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**Helping to Build
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Keynote Speaker



Max Boot

Historian, Best-Selling Author,
Columnist and Foreign Policy &
National Security Analyst

Max Boot is a historian, best-selling author, columnist, and national-security analyst who has been described by the International Institute for Strategic Studies as one of the “world’s leading authorities on armed conflict.” He is the Jeane J. Kirkpatrick Senior Fellow in National Security Studies at the Council on Foreign Relations, a columnist for The Washington Post, and a Global Affairs Analyst for CNN.

Max Boot’s latest work of history, *The Road Not Taken: Edward Lansdale and the American Tragedy in Vietnam* (Norton/Liveright), was a New York Times bestseller and the 2019 finalist for the Pulitzer Prize in Biography. It was praised as an “epic and elegant biography” (The Wall Street Journal), “judicious and absorbing” (The New York Times), and “a superb scholarly achievement” (Foreign Policy).

Max Boot was also the author of another book released by Norton/Liveright in 2018—*The Corrosion of Conservatism: Why I Left the Right*—which was described as a “devastating dissection of conservatism’s degeneracy in America” by Andrew Sullivan in New York magazine and as “soul-searching” and “refreshing” by The New York Times.

Max Boot is the author of three other widely acclaimed works of history: *The Savage Wars of Peace: Small Wars and the Rise of American Power* (2002), *War Made New: Technology, Warfare, and the course of History, 1500 to Today* (2006), and the New York Times best-seller *Invisible Armies: The Epic History of Guerrilla Warfare from Ancient Times to the Present* (2013).

Max Boot has advised military commanders in Iraq and Afghanistan, and his books have been assigned reading by the military services. Max Boot was a senior foreign policy adviser to the presidential campaigns of John McCain (2008), Mitt Romney (2012) and Marco Rubio (2016). Max Boot has been a columnist for Foreign Policy, a blogger for Commentary, a contributing editor to The Los Angeles Times, a member of the USA Today board of contributors, and a regular contributor to many other publications including The New York Times and The Wall Street Journal.

Max Boot graduated from the University of California, Berkeley (BA, history, 1991) and Yale University (MA, history, 1992). Born in Moscow, he grew up in Los Angeles and now lives in New York City.



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Featured Speakers



Dean Allara

Dean Allara serves as Vice Chairman of Bridge Investment Group and head of the Capital Markets Group. He has experience in the real estate investment process including analyzing, raising capital, acquiring, financing, developing, managing, improving and selling properties beginning in 1986. Mr. Allara is responsible for capital raising, investment analysis, and investor relations. Allara is directly responsible for investing in over \$4 billion in real estate assets. Property types include multi-family and single family residential, commercial, seniors housing, resort golf properties, hotel, and retail properties.

Mr. Allara earned his Bachelor of Science degree in Business Administration from the St. Mary's College in 1984, which included one year at Loyola University of Rome, Italy. He also earned his Master of Business Administration from Santa Clara University in 1986 with a semester at the Tokyo University studying Business Law.



Kim Anderson, AIF®

Kim Anderson, AIF® is a Managing Partner and President, CEO for Soltis Investment Advisors. Kim has been with Soltis since 1998. Kim began his career in the financial industry as a consultant with Prudential Insurance Company, licensed in company and individual pensions, mutual funds and insurance products.

Kim has spent most of his career in the development and services offered in the Retirement Plan Services Division. Kim has extensive experience in the consultation and the administration of retirement plans throughout the country. He is a member of the National Association of Plan Advisor's (NAPA) Government Affairs Committee with regular interface with government agencies and congress regarding issues related to retirement planning. He serves on the Fidelity Retirement Advisory Council and the Alliance Benefit Rocky Mountain Advisory Board. Kim received his B.S. degree in Economics from Brigham Young University. Kim has earned the Accredited Investment Fiduciary® professional designation from Fiduciary 360, Graduate School of Business, University of Pittsburgh.



Matt Brann, CFA®

Matt Brann, CFA® is the Managing Director of Strategic Partnerships for Soltis Investment Advisors. Prior to Soltis, Mr. Brann was the Chief Strategic Officer at SlateStone Wealth, based in Jupiter Florida where he was responsible for strategic growth and business development initiatives. He has also held senior leadership roles at Boston Private Wealth and Shamrock Asset Management. Mr. Brann began his career at Fidelity Investments where he worked in a variety of service, trading and business development leadership roles over a period of 11 years. Matt holds a Masters of Investment Management degree from Boston University and completed his Bachelor's degree at Brigham Young University. He is also a CFA Charter holder and a member of the CFA Society of Dallas.

Matt spends most of his free time with his family. Matt serves as the vice-chairman of the local Boy Scouts of America council. He also serves in a variety of volunteer positions at his church, and he and his wife volunteer as short term foster parents for high risk infants. Matt is also an amateur woodworker, a two-time Ironman triathlete and once rode a bull in a rodeo.



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Featured Speakers



Dan DiDomenico

Dan is the President of Dakota and has been with the firm since 2008. In this role, Dan serves as a leader on the Dakota Sales Team promoting a culture of collaboration, accountability and transparency. Dan also serves as the investment specialist on the Edgewood Large Cap Growth strategy and has been active with Edgewood since 2008.

In addition to his leadership responsibilities, Dan is still a very active member of the sales and client service team with primary relationship responsibility for a group of institutional consultants, independent broker-dealers, banks and RIAs. Dan is also a member of the Dakota Investment Committee. He brings almost 20 years of industry experience to the firm.

Prior to Dan joining Dakota Funds Group, he held various positions, including Product Director, Investor Relations Director and Relationship Manager, with The Hartford, Penn Square Real Estate Group, and The Vanguard Group. Dan holds a bachelor's degree in Finance from Villanova University and is Series 6, 7, 63, and 65 licensed.



**John Diehl,
CFP®, CLU®, ChFC®**

John Diehl, CFP®, CLU®, ChFC® is senior vice president of Strategic Markets for Hartford Funds. He and his team are responsible for engaging and educating financial advisors and their clients about current and emerging opportunities in the financial-services marketplace. These opportunities range from tactical strategies in areas such as retirement-income planning, investment planning, and charitable planning, to anticipating and preparing for long-term demographic and lifestyle changes. John also oversees Hartford Funds' relationship with the Massachusetts Institute of Technology AgeLab.

John attended Moravian College in Bethlehem, Pennsylvania, where he earned a bachelor's degree in economics. He has been a CERTIFIED FINANCIAL PLANNER™ (CFP®) since 1991. In addition, he holds the Chartered Financial Consultant (ChFC®) and Chartered Life Underwriter (CLU®) designations. He is also FINRA Series 6, 7, 63, and 26 registered and holds a life and variable insurance license.



Stan Ricks

Stan Ricks is the Director of Strategy and Investments at Debt Strategy. Stan has over 30 years of real estate development and investing experience. During his career, he has bought, sold, managed, leased, built and capitalized over \$500 million in real estate ventures. He is formerly the CEO of Trophy Homes where he built over 2,000 homes during his tenure with the company. He is a current owner of and/or investor in office buildings, retail centers, mobile home parks, residential land, and multifamily properties. Additionally, he has been an early investor in a number of start-up companies such as Omniture, Zuka Juice and Altius Health Plan. Stan received his Bachelors in Estate and Financial Planning from Brigham Young University, where he taught from 2000 to 2011 as an adjunct professor teaching advanced real estate development and investing courses.



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Featured Speakers



Lydia So, CFA®

Lydia So, CFA® is a Portfolio Manager at Matthews Asia and manages the firm's Asia Small Companies Strategy and co-manages the China Small Companies Strategy. Prior to joining Matthews Asia in 2004 as a Research Associate, Lydia was a Portfolio Associate at RCM Capital Management. She started her investment career at Kochis Fitz Wealth Management. Lydia received a B.A. in Economics from the University of California, Davis. She is fluent in Cantonese and conversational in Mandarin. Lydia has been a Portfolio Manager of the Matthews Asia Small Companies Fund since the Fund's inception in 2008 and of the China Small Companies Fund since 2019.



Clark Taylor, CFP®

Clark Taylor, CFP® is a Managing Partner over the Wealth Management division for Soltis Investment Advisors. Clark joined Soltis in 2003. Clark enjoys developing a professional relationship with each client and assisting them with their goals. He is a shareholder in the firm and also serves on the Board of Managers.

Clark has years of experience servicing corporate retirement plan clients, as well as individual wealth management relationships. Prior to joining Soltis, Clark spent three years working with Strong Financial Corporation, which at the time was one of the world's leading mutual fund families managing over \$40 billion in assets. Clark is fluent in Spanish and has served a number of Spanish speaking clients.

In 2000, Clark graduated from Southern Utah University with a B.S. Degree in Finance. He is also a CFP® professional.



Bill Wallace, CFA®

Bill Wallace, CFA® is the Chief Investment Office for Soltis Investment Advisors. Bill is actively involved in developing and implementing investment strategies on behalf of Soltis' individual and institutional clients. Prior to joining Soltis in 2014, Bill was Senior Vice President and Regional Portfolio Manager at Key Private Bank. Bill's investment career spans 36 years where he managed investment portfolios for private clients, corporations, foundations and endowments. He has an extensive background in asset allocation decisions and is an expert in the various asset classes investors commonly use to meet their investment goals.

Bill earned both a Bachelor of Science in Economics and Master of Economics from the University of Utah. Bill also completed his CFA (Chartered Financial Analyst) designation in 1996 through the CFA Institute. In addition to being a CFA charterholder, Bill is past Chairman of the Utah Retirement System Board and continues to serve as a board member.



AGENDA

Thursday, September 26, 2019 (choose one activity)

- 9:00am – 3:00pm Pine Valley Hike
- 10:45am Golf Tournament at the Ledges
- 10:30am – 2:00pm Tuacahn Tour
- 9:00am – 1:30pm Red Mountain Resort Fitness Class & Tour
- 9:30am – 3:00pm Soltis Marksman
- 7:00pm Dinner and Special Musical Guest
Jenny Oaks Baker, Holmstead Ranch



Friday, September 27, 2019 – Holmstead Ranch, Veyo

- 7:30am – 8:00am Breakfast Buffet
- 8:00am – 12:20pm Wealth Management Conference
- 12:20pm Lunch Buffet
- 12:45pm-2:00pm Luncheon Keynote Speaker
Max Boot
- 2:00pm Summary and Close



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REGISTRATION FORM

 Conference Attendee (please print name):

 Name of Guest/Spouse (if applicable):

ACTIVITY SELECTION

Please select the activities you would like to attend on Thursday and Friday. Descriptions of all activities can be found in the following pages.

Conference Agenda		Conference Attendee	Guest/ Spouse
Thursday, September 26, 2019	Time	Yes/No	Yes/No
Pine Valley Hike	9:00am - 3:00pm		
Golf Tournament at the Ledges	Shotgun start 10:45am		
Tuacahn Tour	10:30am - 2:00pm		
Red Mountain Resort Fitness Class & Tour	9:00am-1:30pm		
Soltis Marksman	9:30am - 3:00pm		
Dinner* & Special Musical Guest at Holmstead Ranch Jenny Oaks Baker	7:00pm		
Friday, September 27, 2019 Holmstead Ranch, Vero	Time	Yes/No	Yes/No
Breakfast*	7:30am - 8:00am		
Wealth Management Conference Helping to Build Your Future	8:00am - 12:20pm		
Luncheon* & Keynote Speaker: Max Boot	12:20pm - 2:00pm		

*Please list dietary needs _____

This completed form can be mailed or faxed to 435-674-1616 by **Friday, September 13, 2019.**



Thursday Activities

September 26th

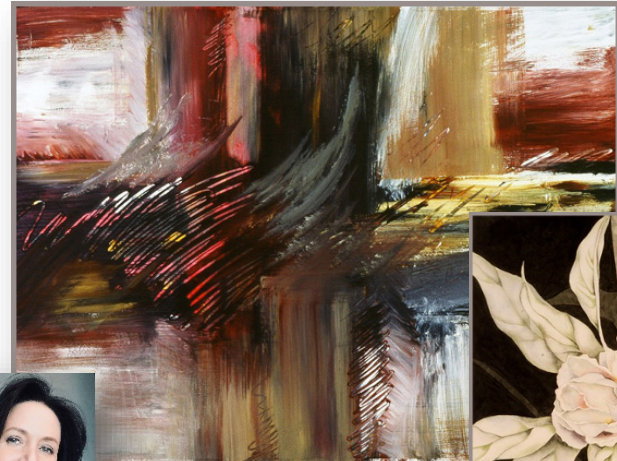


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Pine Valley Experience

Pine Valley Hike, Tour of Historic Pine Valley Chapel, and Art Demonstration
Easy to Moderate Physical Activity Level
9:00 am to 3:00 pm

Pine Valley, north of St. George, is located at 6500 feet in elevation and is a quiet mountain community where many of the locals go to “getaway from the summer heat and head up to the mountain.” We will plan to hike the bottom ½ of the Whipple Trail on Pine Valley Mountain, up to six miles, but the turnaround point on the trail can be adjusted according to individual preference. The trail travels gently uphill and provides scenic viewing of wildflowers, birds and other wildlife. At the conclusion of the hike, participants will enjoy lunch at the Pine Valley Community Center while viewing an art demonstration provided by Kelly Holtman. To conclude, individuals will have the option to have a tour of the historic Pine Valley Chapel, which was built in the 1880s by Scottish shipbuilder, Ebenezer Bryce.



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Golf Tournament at the Ledges

Shotgun start at 10:45am

The elevated location of The Ledges provides an inspiring place to play and practice the ancient game of golf. With its impressive red rock backdrops, immaculately designed greens, and expansive views of Snow Canyon State Park, it isn't difficult to envision how golfing at The Ledges Golf Club will offer the ideal "playing in a postcard" experience.

Designed by renowned golf course designer Matt Dye, each hole has been carefully crafted to provide a unique golf environment unmatched anywhere in the world. The practice greens are ideal for putting, chipping, pitching, and bunker shots. Add to that a full length practice range, and The Ledges Golf Club offers the complete golf experience.



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THE LEDGES™
OF ST. GEORGE

Red Mountain Resort

Start the day off with a Private Fitness Class. Utilizing a stability ball and drum sticks, this fun cardiovascular workout is a great stress reducer and has many neurological benefits too; including improved concentration and increased sensory and motor skills.

Next, enjoy free time to tour the property, lay in hammock, take additional classes*, shop in the retail outlets, hike on the inspiration trail through the lava fields or meditate in the labyrinth.

Lunch will be served from 11:30am-1:30 pm in the Canyon Breeze Restaurant. After lunch you are on your own to book a spa treatment*, lounge at the outdoor pool or take additional classes*.

**All additional classes and spa treatments will be at your own expense. Only the morning fitness class and lunch are included with the conference.*



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Red Mountain Resort

Tuacahn Tour

Enjoy a unique opportunity to witness the backstage of “Broadway in the Desert.” Unique for Soltis Investment Advisors and our guests, Tuacahn staff will lead the group through the preparations required to stage the theatrical performances, Disney’s The Little Mermaid, Disney’s When You Wish and The Sound of Music.

This event will include a backstage tour including dressing rooms, costumes, props, and the technology of Tuacahn. Lunch will be provided by the Café on-site and will include a performance by the actors.



Soltis Marksman

Show Off Your Sharpshooting Skills

9:30 am to 3:00 pm

Lunch at Noon

Enjoy a fun filled time with Soltis participating in the following activities: Paintball, Ax Throwing, Skeet Shooting, and an Archery Course. Participants will be divided into smaller groups to participate in all 4 activities. Physical Level is moderate. All equipment will be provided. Space is limited and subject to availability. All activities will be located on-site at the Holmstead Ranch.



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Leisure Activity

Holmstead Ranch
Lunch provided

While at the ranch, please feel free to enjoy any of the on-site activities, including: Horseshoes, Ping Pong, Corn hole, Paddle Boarding, Petting Zoo, Basketball, or just relaxing around the ranch.



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Directions to the Ranch

Holmstead Ranch Resort

1000 Holmstead Ranch Road
(1089 East Baker Dam Road)

Central, Utah 84722

<https://holmsteadranch.com/>



DIRECTIONS

Take Highway 18 North out of St. George, UT towards Enterprise, UT for approx 20 miles.

Turn right onto N. Baker Rd. (sign for Baker Dam Recreation Area)

Take Baker Dam Rd around the dam for 1 mile.

Turn right onto E. Holmstead Ranch Rd.

Stay on Holmstead Ranch Rd. for 1 mile. Turn right toward Guest Cabins.



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Thank you to all of our 2019 Wealth Management Conference Sponsors!

ACCOMMODATIONS

All meals and activities will be paid for and arranged by Soltis. Clients are responsible for their own hotel accommodations.
Some discounted options are listed below, please ask for the September Soltis group rate.

DELUXE CABINS



(1 queen bed, bathroom, and kitchen); \$175 per night
10 available



[CLICK HERE](#)

to reserve a cabin and
enter promo code **SOLTIS19**

GLAMPING CABINS (no private bathroom)



\$100 per night for 1 queen bed
\$125 per night for 1 queen and 2 twins
5 of each available

Block/Group Rates



Courtyard by Marriott
185 South 1470 East
(435) 986-0555
\$139 King & Queens
Expires Aug 25

TownePlace Suites
251 South 1470 East
(435) 986-9955
\$139 King & Queens
Expires Aug 25



Hilton Garden Inn
1731 S. Convention Center Dr.
St. George, UT 84790
(435) 634-4100
\$169 Standard
Expires Aug 25
Click link to

[Book your room at Hilton](#)



Hyatt Place
1819 South 120 East
(435) 656-8686
\$159 King or Double Queen
Expires Aug 25
Click link to

[book your room at Hyatt Place](#)



Fairfield Marriott
1660 S Convention Center Dr.
St. George, UT 84790
(435) 673-6066
\$109 King or Double Queen
Expires Aug 25
Click link to

[Book your room at Fairfield](#)



Holiday Inn Express
1808 South Crosby Way
St. George, UT 84790
(435) 628-8007
\$129 King or Double Queen
Expires Aug 25
Click link to

[book your room at Holiday Inn](#)

Special note: All rates are subject to availability. Rates listed do not include tax. Please contact each location to determine availability and pricing. Be prepared to provide a credit card.