

nuveen

A TIAA Company

Nuveen Advisor Education resources

for financial professionals and their clients

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Our offerings

	Program	Continuing education*	Investor approved
Client acquisition	Social Security	●	●
	Tax planning	●	●
	Wealth transfer planning	●	●
	Winning generational wealth inheritors	●	
Practice management	Building a better practice	●	
	Your online presence		
Asset class insights	Presenting private markets (<i>foundational education</i>)	●	
	The power of private markets (<i>advanced education</i>)	●	●
	Macro pulse: economy, markets and portfolio strategy	●	●
	Real estate: Global trends and tactics	●	●
	Municipal market update	●	●
	Navigating fixed income	●	



Additional resources

A range of timely articles, quick-reference guides, checklists and other materials are available, many of which are suitable for use with clients. For more information, visit us at [Nuveen.com](https://www.nuveen.com) 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 Certified Public Accountants (CPAs).

Client acquisition

Social Security



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
- Provide a straightforward framework for sound decision-making
- Leverage clients' newfound understanding and clarity to generate referrals

Tax planning



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

Wealth transfer planning



Presented by: Advisor Education Specialist

Offer personalized guidance with wealth transfer planning at a scale that's manageable for you and for clients.

Key takeaways:

- Articulate the value of wealth transfer planning
- Accompany each client on a personalized planning journey
- Offer tips, insight, and guidance to help clients take action

Winning generational wealth inheritors



Presented by: Advisor Education Specialist

The great wealth transfer presents an enormous opportunity to attract and retain a new generation of clients.

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

- FP** Financial professional use only
- INV** Approved for use with investors
- CE** Approved for continuing education credit

Practice management

Building a better practice

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

Your online presence

FP

Presented by: Advisor Education Specialist

Leverage today's technology to offer a better and more consistent client 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

Asset class insights

Presenting private markets (foundational education)



*Presented by: Alternative Investment Specialist,
Portfolio Strategist*

Introduce private markets into your practice with confidence, effectively communicating their value to your clients.

Key takeaways:

- Articulate the power and potential of alternative investments
- Engage clients and prospects on private market and alternative investment concepts
- Understand implementation considerations specific to private markets

Macro pulse: economy, markets and portfolio strategy



Presented by: Portfolio Strategist

Nuveen Portfolio Strategy Group's analysis and commentary on the key issues driving markets across asset classes.

Key takeaways:

- Global macroeconomic trends and policies key to understanding shifting sentiment and market dynamics
- Performance, relative valuations and opportunities across asset classes
- Portfolio implementation ideas across public and private markets for different client objectives and risk tolerances

The power of private markets (advanced education)



*Presented by: Alternatives Investment Specialist,
Portfolio Strategist*

Private markets can improve clients' financial security and make financial game plans more resilient.

Key takeaways:

- How private markets alternatives fit into modern portfolio strategy
- The current opportunity in private credit and real estate markets
- How these asset classes help to solve common investor challenges like: inflation, income and long-term growth

Real estate: Global trends and tactics



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 global real estate markets, with regional highlights from U.S., Europe and the Asia-Pacific regions
- Insights on outperforming and challenged sectors
- Recent developments that may impact investor outcomes

Asset class insights

Municipal market update



*Presented by: Investment Specialist or
Advisor Consultant*

Perspectives on the key factors influencing today's municipal bond market and what to expect going forward. Companion presentation identifying opportunities in municipal bonds and global fixed income also available.

Key takeaways:

- Current outlook for supply, credit and defaults/downgrades
- Market dynamics, including long-term performance trends

Navigating fixed income



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

Our specialists

ADVISOR EDUCATION – CLIENT ACQUISITION AND PRACTICE MANAGEMENT



James Bergeron, J.D.
Managing Director, Advisor Education

Jim joined Nuveen's Advisor Education team with more than 25 years of experience in financial services. Most recently, he was general manager of Ameriprise Personal Trust Services and has held multiple roles focused on the development of financial advisory products and services. His areas of expertise include taxation, family wealth planning, intergenerational wealth transfer, advisor practice management, and investor education.



Molly Huck, CIMA®
Managing Director, Advisor Education

Molly has been a part of the Nuveen organization for nearly 25 years. She joined the firm as an advisor consultant, working with financial professionals at large wealth management firms and their high-net-worth clients, institutional investors and family offices. She focuses on learning and development for both internal and external audiences. Her areas of expertise include wealth planning, practice management and business growth.



Robert Kron, CFP®
Managing Director, Advisor Education

Rob joined Nuveen with more than 30 years of experience, including 11 years at Blackrock, where he served as head of the advisor and client education group. His diverse industry experience also encompasses building financial planning capabilities and technology tools for retirement plan participants. Rob has contributed insights to print and broadcast media, including CNBC, Fox Business, Bloomberg, the Wall Street Journal and USA Today. His areas of expertise include Social Security, Medicare, practice management, and intergenerational wealth transfer.



Christine Stokes
Head of Client and Retirement Education

Christine has over 20 years of experience in the financial services industry. Prior to joining Nuveen, she served as head of multi-asset product at Voya Investment Management, where she was responsible for new product strategy, development, ongoing management across distribution channels and managed the firm's collective trust platform. Christine's areas of expertise include practice management and business growth.

PORTFOLIO STRATEGY GROUP – ASSET CLASS INSIGHTS



Brian Griggs, CFA®, CMT, FRM
Managing Director, Portfolio Strategist

As head of the Portfolio Strategy team, Brian is responsible for positioning Nuveen as a global leader in portfolio construction and ensuring the team meets the evolving needs of its clients. He contributes to Nuveen's global investment committee outlook and enjoys helping investors understand macro trends in the economy and markets. Prior to Nuveen, Brian was an investment strategist at State Street Global Advisors, focused on target-date funds.



Michael Meehan, CFA®
Managing Director, Portfolio Strategist

Mike focuses on developing and delivering custom analytics, thought leadership and portfolio construction views to enterprise RIAs and their clients. He has deep experience developing content on alternative investments, including contributing to the curriculum for the UniFi by CAIA™ Real Estate Microcredential from the CAIA association. Prior to Nuveen, Mike was a Portfolio Strategist at BlackRock, where he developed allocation tools and frameworks for clients investing in alternatives.



Katrina Schmaltz, CFA
Managing Director, Portfolio Strategist

As a senior member of Nuveen's Portfolio Strategy and Solutions team, Katrina consults with advisors on developing customized model portfolios. She has deep experience with multi-asset portfolio construction and often shares the firm's views on the economy, financial markets and asset classes at industry events. Prior to joining Nuveen, Katrina was a Portfolio Strategist at BlackRock, where she worked closely with wirehouse advisors in the Northeastern U.S.

About Nuveen Advisor Education

Nuveen brings our financial professional partners — and their valued clients — an experienced group of subject matter experts ready to share ideas, insights and educational programs. Whether it's a focus on enhancing a financial professional'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.

For more information, visit us at [nuveen.com](https://www.nuveen.com)

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Nuveen, LLC provides investment solutions through its investment specialists.

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