



# WEALTH CREATION OPPORTUNITIES

## 2011 AIA National Investors Conference

1-3 September 2011, Sofitel Sydney Wentworth Hotel, 61-101 Phillip Street, Sydney

This conference is an independent conference for investors across all asset classes. It is designed to be of value for all individual investors, whether novice or experienced, who wish to take control of their investments, whether it be through financial advisers and brokers or totally DIY.

If you want high quality, value for money, truly independent education that will make you a better investor, attendance at this conference is a must.



### BY ATTENDING THIS CONFERENCE YOU WILL

- 1 Gain comprehensive coverage of the Australian and global economies
- 2 Learn in-depth about the ASX sectors
- 3 Learn or refine your share selection strategies
- 4 Understand why diversification is crucial to investment success
- 5 Understand your responsibilities as a SMSF trustee
- 6 Meet other investors
- 7 Gain confidence in your investing

### CONFERENCE PROGRAM

The conference commences Thursday 1 September morning with a keynote presentation by Jonathan Pain, Editor of *The Pain Report*. Regularly rated one of the top presenters at AIA National Investors Conferences, Jonathan will set the global scene for investors. Sessions continue Friday and Saturday finishing at 3:30pm on Saturday, 3 September and followed by happy hour. In addition to the six plenary sessions, the conference features eight streams. View the full program overleaf.

*"I am writing to say how much I have enjoyed my first AIA National Investors Conference. I gained knowledge from every session I attended and the overviews presented at each plenary session, provided a useful and frank update on the investment world we live in today. Most of all, I thoroughly enjoyed mixing with like-minded people and sharing investment experiences with them. Please book me a seat at next year's conference."* **Bernie Ayers, Canberra**

### SPEAKERS INCLUDE

Jeremy Cooper, Chairman, Challenger Limited  
Elio D'Amato, Chief Executive Officer, Lincoln Indicators  
Bill Evans, Managing Director Economics, Westpac  
Daryl Guppy, Author and Director of Guppytraders.com  
Susan Jackson, Executive Director, Women's Financial Network  
Roger Montgomery, Founder, Montgomery Investment Management  
Tim Murphy, Co-Head of Fund Research, Morningstar  
Kerr Neilson, Managing Director, Platinum Asset Management  
Colin Nicholson, Educator and Author  
Marcus Padley, Author, *Marcus Today Daily Stockmarket* newsletter  
Jonathan Pain, Author of *The Pain Report*  
Trish Power, Author and Founder of SuperGuide website  
Geoffrey Wilson, Chairman, Wilson Asset Management



**HURRY!**  
Register by  
31 May to receive  
the early bird  
discount of  
**\$100!**



The conference all investors should attend.

# WEALTH CREATION OPPORTUNITIES

## CONFERENCE STREAMS

ASX sectors (6)	Managed investments (4)
Cradle to the grave (3)	Plenary sessions (6)
Investment alternatives (2)	Property (2)
Share analysis (7)	SMSFs (5)
Strategic overview (4)	

## PLENARY PRESENTATIONS



### The global economic outlook Jonathan Pain, Author of *The Pain Report*

The tectonic plates of the global economic and political landscape continue to shift. Fiscal frugality in the West, economic vitality in the East and political volatility in the Middle East. Jonathan will identify key economic and political trends ahead.



### Evolution of investment research Kerr Neilson, CIO, Platinum Asset Management

Kerr will draw on his extensive experience and will examine the freeing-up of capital controls; the floating of currencies; and how the greater acceptance of capitalism has transformed the dimensions of international investing.



### AIA Inaugural Study Tour to China - Why China? David Thomas, CEO, Think Global Consulting

Proposed for late March 2012 the AIA plans to run a study tour to China for members. This program aims to increase your understanding of the market, the economy, the business environment, the history, society, culture and more.



### Australian economic outlook Bill Evans, Managing Director Economics, Westpac

How has the Australian economy and market handled the GFC? What are its consequences globally? And why? Bill will discuss these issues and also outline how he sees the situation going forward?



### The truth about how people make money in the stock market Marcus Padley, Author of the *Marcus Today Daily Stockmarket newsletter*

Marcus will distil 28 years of stock broking experience and reveal real life approaches to making money in the stock market that work for other people and may work for you.



### Intrinsic value Michael Kemp, Author

Relating intrinsic value to market price has long been the central process in the fundamentalist's stock selection process. Michael explores how the technique was developed, and under what circumstances it performs best.



### Retirement income strategy and policy: Where to from here? Jeremy Cooper, Chairman, Challenger Limited

Former Chairman of the 'Cooper Review' Jeremy Cooper will discuss the implication of government retirement policies and how Australia's system compares to our global counterparts.



## Optional Dinner Cruise

Friday 2 September, 7pm - 10pm

Enjoy Sydney's stunning harbour views with drinks and canapés served on the top deck of Captain Cook III (pictured left), followed by a sit down three course meal on the main level. Numbers are limited so please book early to avoid disappointment. See back page for more information.

Time	THURSDAY 1 SEP 2011		
7.30am	Conference Registration		
9.00am	Alison Harrington, President, Welcome Address; The global economic outlook - Jonathan Pain, <i>The Pain Report</i>		
10.15am	Morning Tea		
10.45am	"Market beating dividend" stocks - Rudi Filapek-Vandyck, FN Arena	Wealth creation through residential property - Michael Anderson, Silverhall	Retail sector - Craig Woolford, Citi
11.45am	Global markets - strategic overview - Tan Teng Boo, Capital Dynamics	Building wealth - another look - Susan Jackson, WFN	Materials sector - Jason Chesters, Patersons
12.45pm	Lunch		
1.45pm	Fundamental analysis of stocks 1 - Elio D'Amato, Lincoln	Aged Care - Peter Whitehead, Perpetual	The bank sector - John Abernethy, Clime
2.45pm	Fundamental analysis of stocks 2 - Elio D'Amato, Lincoln	Modern estate planning for the living - Peter Whitehead, Perpetual	Microcaps - Bill Laister, Contango
3.45pm	Afternoon Tea		
4.15pm	Evolution of investment research - Kerr Neilson, Platinum Asset Management		
5.15pm	China Study Tour Brief - David Thomas, Think Global		
5.45pm	Happy Hour & New Members' Welcome		
6.45pm	Happy Hour ends		

## OTHER CONFERENCE PRESENTATIONS

### THURSDAY, 1 SEPTEMBER 2011



### Wealth creation through residential property Mike Anderson, Executive Director, Silverhall

The key to successful residential property investing is location and returns. Mike will outline the current and likely future demands in the property market, the best types of property to invest in and the locations providing the best returns.



### Retail sector Craig Woolford, Senior Analyst, Citi

The retail sector encompasses companies that tend to be sensitive to economic cycles. Craig will outline his projections for growth in retail spending, key issues facing retailers such as eCommerce and the likely winners.



### Global markets - strategic overview Tan Teng Boo, Managing Director, Capital Dynamics

Global markets are evolving in the wake of exceptional driving forces, coupled with extraordinary political challenges and unpredictable, devastating natural disasters. Tan Teng Boo will explain what this new progression looks like and how Australia will fare.



### Building wealth - another look Susan Jackson, Founder, Womens Financial Network

This is a great session for those just starting out or for parents who want to help their kids start. Susan will outline effective strategies including discussion on superannuation co-contribution, margin loans and more.



**Fundamental analysis of stocks 1 & 2**  
Elio D'Amato, Chief Executive Officer, Lincoln Indicators  
In these two sessions, Elio will explain the ratios and how these can be used to provide a picture of the performance of the company. He will show you to quickly evaluate a company's growth and income potential.

**HURRY!** Register by 31 May to rec

# AIA NATIONAL INVESTORS CONFERENCE 1-3 SEPTEMBER 2011

The conference all investors should attend.

FRIDAY 2 SEP 2011				
8.00am	Using ETFs in your investment portfolio - Tom Keenan, iShares			
9.00am	Australian economic outlook - Bill Evans, Westpac			
10.00am	Morning Tea			
10.30am	<table border="1"> <tr> <td>Why is asset allocation so important - Doug Turek, Professional Wealth</td> <td>REITS - Antoinette Plater, Colonial</td> <td>Managed funds - what and why - Tom Murphy, Morningstar</td> </tr> </table>	Why is asset allocation so important - Doug Turek, Professional Wealth	REITS - Antoinette Plater, Colonial	Managed funds - what and why - Tom Murphy, Morningstar
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5.30pm	Happy Hour			
7.00pm	Optional Dinner Cruise on Captain Cook III			

SATURDAY 3 SEP 2011		
8.00am	Investing in direct property funds - in or out of the comfort zone - Lino Brolese, Aspen	Presentation by Jody Elliss, IC Investor
9.00am	Combining share selection strategies - Colin Nicholson, Author	How to create wealth for your dependents - Warrick Hanley, SMSF Education
		Fixed interest wealth creation strategies - Kumar Palghat, Kapstream
10.00am	Morning Tea	
10.30am	Valuation masterclass 1 - Roger Montgomery	Estate planning issues for SMSFs - Bryce Figot, DBA
		Wealth creation through commercial property - Michael Blake, Cromwell
11.30am	Valuation masterclass 2 - Roger Montgomery	Borrowing to invest in SMSFs - David Busoli, Cavendish
		The merits of fixed interest - Victor Rodriguez, Aberdeen
12.30pm	Lunch	
1.20pm	Intrinsic value - Michael Kemp, Author	
2.20pm	How do investors assess the current market?	
3.20pm	Closing Address	
3.30pm	Happy Hour	

Note: All details are subject to confirmation and change, except that the dates are fixed.



## Aged care - making sense of the financial options

**Peter Whitehead, National Manager Fiduciary Solutions, Perpetual Private Wealth**

As an individual gets older, it can become more difficult to live independently in their own home. What impact this will have on the difference in the fee structures? How do you fund bond payments? Peter will discuss this and more.



## Microcaps

**Bill Laister, Senior Portfolio Manager, Contango Asset Management**

Microcaps are considered to be one of the riskiest areas of the ASX to invest in. However, they are often the fastest growing companies on the share market and can offer some of the best opportunities for investors.

## FRIDAY, 2 SEPTEMBER 2011



## Why is asset allocation so important and what's right for you

**Dr Douglas Turek, Managing Director, Professional Wealth**

"If you don't know what your asset allocation should be, then stop investing". Doug will explain why asset allocation is so important and why staying true to it through periodic rebalancing is critical.



## REITS

**Antoinette Plater, Colonial First State**

Antoinette will provide an outlook for the respective investment types, recommended allocation in a balance portfolio and discussion on some of the major players in this sector. Is now the time to invest in this sector?



## Portfolio protection

**Peter Bell, Director, Belmont Securities**

Peter will outline the most effective strategies including detailed discussion on the risks and costs involved in the use of options and what action you can take to implement these strategies in your investing.



## Trend trading 1 & 2

**Daryl Guppy, Founder and Director, Guppytraders.com Pty Ltd**

Daryl will show you how to use charts and other tools to identify patterns that can suggest future activity. He will outline why momentum is important; discuss pattern analysis; how to use common indicators and more.



## I have my SMSF, what next?

**Trish Power, Author and founder of SuperGuide website**

In choosing to manage your own superannuation fund, you wear two hats - trustee and fund member. Understanding your obligations as a SMSF trustee can clear the way for a productive and profitable SMSF experience.



## Developments in managed investments

**Dr Tony Rumble, Founder, Alpha Structured Investments**

There are a range of products which can help serve a particular purpose and Tony will outline not only the type of products available but more importantly how these products can effectively be used in a diversified portfolio.

## SATURDAY, 3 SEPTEMBER 2011



## Combining share selection strategies

**Colin Nicholson, Author**

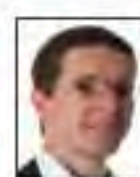
An advocate of combining both fundamental and technical analysis, Colin will explain the specific roles that these disciplines have and discuss the importance of risk management and position sizing.



## Fixed interest wealth creation strategies

**Kumar Palghat, Managing Director, Kapstream Capital**

Throughout his career Kumar has received various accolades and recognition from the industry. Well qualified he will outline the types of fixed income products available and the risks associated with each of these.



## Valuation master class 1 & 2

**Roger Montgomery, Founder, Montgomery Investment Management**

Roger will provide an overview of value investing and why it has a place in the investment approach for all investors. Following this, Roger will demonstrate how to apply the theory to practice.

Receive the early bird discount of \$100!



### The Australian Investors Association

The AIA is a national, non-profit, independent association of investors dedicated to helping other investors achieve their goals through education and advocacy. These are offered through its many face to face activities, online forums, publications and website [www.investors.asn.au](http://www.investors.asn.au).

### Non Members

Non members are welcome to attend the conference and will be asked to firstly join the AIA. Subscription for one year is \$110.00 or \$190 for two years plus a once off \$20 joining fee.

### Partners

Partners wishing to attend the conference can do so for \$650, irrespective of time of booking. Partners of members attending the conference do not need to join the AIA. Partner registration includes all benefits as for a regular registration (satchel and provision of happy hour coupons etc).

### Early bird discounts

Delegates who register prior to 31 May are entitled to the early bird rate of \$695 – a saving of \$100. From 1 June the registration fee will be \$795. We have kept the fees the same as for the previous three years in order to encourage you to attend and believe that this represents excellent value.

### Cancellations

Should you be unable to attend, a substitute delegate is always welcome to attend. Alternatively, cancellations received in writing before or on 22 August 2011 will receive a full refund less a \$75 administration fee.

### Happy hour coupons

Delegates will be given happy hour coupons which they can use at any of the happy hours at the conference and are welcome to bring their non-delegate partner.

### Optional Conference Dinner Cruise

A Sydney harbour dinner cruise aboard Captain Cook III will be held on Friday, 2 September from 7.00 to 10.00pm. Departing from Jetty 6 at Circular Quay the \$115pp fee includes beer, wine and

soft drinks. Non-delegate partners are most welcome to attend. Numbers are limited so please book early to avoid disappointment.

### Sofitel Sydney Wentworth Hotel

Located in the financial heart of the Sydney CBD, the Sofitel Sydney Wentworth Hotel is a 5 star luxurious hotel and only minutes from all the attractions for which Sydney is famous, including the Opera House, Circular Quay, The Rocks and the Royal Botanic Gardens and in immediate proximity to the shopping precinct.

The Sofitel is offering conference delegates a special rate of **\$267 per room per night** which may be extended pre or post conference, subject to availability.

### Registration includes

- Attendance at sessions and exhibition 1-3 September
- Lunch and refreshments for three days 1-3 September
- Happy hour coupons for the three days 1-3 September
- Delegate satchel including pocket and detailed conference program
- Bound booklet of the speakers' papers
- Opportunity to network with other investors

**Hurry: Register by 31 May to receive early bird discount of \$100!**

## THREE WAYS TO REGISTER

- 1 Register online at [www.investors.asn.au](http://www.investors.asn.au).
- 2 Complete the registration form below and mail or fax to the AIA.
- 3 Call 1300 555 061

Australian Investors Association Ltd  
PO Box 7439  
Gold Coast MC Qld 9726  
Tel: 1300 555 061  
Fax: 07 5538 8376  
Email: [aia@investors.asn.au](mailto:aia@investors.asn.au)



**AUSTRALIAN INVESTORS ASSOCIATION**  
*Investors helping investors*

## PERSONAL AND PAYMENT DETAILS

Registration Fees	Early Bird to 31 May	Standard from 1 June	Places	Amount
AIA Member Registration	\$695.00	\$795.00		
Partner Registration	\$650.00	\$650.00		
Non-member Registration - includes 12 month AIA membership	\$825.00	\$925.00		
Optional Conference Dinner Cruise - 2 September 2011	\$115.00	\$115.00		

Are you a member of the AIA?  No  Yes Member number: \_\_\_\_\_ Total \$ \_\_\_\_\_

Title \_\_\_\_\_ First name \_\_\_\_\_ Surname \_\_\_\_\_ Preferred name for badge \_\_\_\_\_

Address \_\_\_\_\_ Suburb \_\_\_\_\_ Postcode \_\_\_\_\_ State \_\_\_\_\_

Telephone: Primary \_\_\_\_\_ Mobile \_\_\_\_\_ Email \_\_\_\_\_

Partner's name \_\_\_\_\_ Special meal requirements - please specify \_\_\_\_\_

Registration amount \_\_\_\_\_ Method of payment  Cheque  Master Card  Visa Card number \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Expiry date \_\_\_\_\_ Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

I do not wish to have my details made available to sponsors.