

Fiduciary September: The largest annual conversation of financial advisers, planners, attorneys and experts focused on why fiduciary advice matters

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Fiduciary September speakers stress enforcement, the devastation if investor protections fail and conflicts abound

Former SEC Commissioner Robert J. Jackson, Jr. set the Fiduciary September stage on a panel in July. His plea: ‘Protect retirement savers’ ... “The only reason I’m sitting here today ... (is) my parents saved” so I could go to college and law school.

Jackson spoke forcefully on harmed investors. One retirement saver he met while at the SEC left him shaken. The man’s story was heartbreaking. He was sold bonds issued by Puerto Rico, lost his savings and had to return to work. Jackson noted, “He told me his story as he wept.”

Washington DC, September 5, 2024 – Institute president, Knut A Rostad, said, “Former SEC Commissioner Jackson set the tone for Fiduciary September. He spoke forthrightly and passionately about the harms of not enforcing the fiduciary standard.” *

In the seven panels in September, 21 speakers will speak. Experts dissect DOL and SEC rules and explosive fiduciary breaches alleged against TIAA. Planners talk about fees, whether organizations should celebrate sales production and, in practical terms, what does fiduciary mean.

Fiduciary September panels speakers, dates and times and Zoom links are below.

- View the panel discussion video here: [Former SEC Commissioner Robert Jackson, Jr. leads panel on Reg BI - The Institute for the Fiduciary Standard \(thefiduciaryinstitute.org\)](#)

Fiduciary September 2024 Program

Sept. 11 . 1:30-2:30 PM ET *“Should financial services organizations recognize sales production excellence of brokers or agents?”*

Andy Panko got a firestorm of replies when he asked on LinkedIn if organizations should give accolades to producers for making sales targets. Panko cited “the Million Dollar Round Table, an organization for folks who sell insurance, as one example.” The debate continues here.

Speakers: Andy Panko, Donald Moine, Peter Nelson, Knut Rostad (Moderator)
Meeting link: <https://us06web.zoom.us/j/88396730718>

Sept. 12 . 10:30 – 12:00 ET *“Kelly et al. v TIAA, the August 5th case rocking the pension world”*

The attorney representing the plaintiffs and a former SEC enforcement attorney discuss this class action complaint against TIAA-CREF. The complaint is noteworthy for the breadth and depth of supporting details provided.

[Kelley et al v. Teachers Insurance and Annuity Association of America et al 1:2024cv05945 | US District Court for the Southern District of New York | Justia](#) The complaint: “TIAA is using the RAFV tool to steer plan assets into its proprietary financial products to advance its own business interests, in breach of its fiduciary duty of loyalty to participants.”

Speakers: Jerome J. Schlichter, Ted Siedle, Knut Rostad (Moderator)
Meeting link: <https://us06web.zoom.us/j/88396730718>

Sept. 17 . 9:00 AM ET *“The Frankel Fiduciary Prize 2024 to financial planning Seer, Bob Veres.”*

Speakers: Knut Rostad, Bob Veres

September 17 . 3 – 4:30 PM ET *“The State of the DOL Retirement Security Rule”*

Speakers: Phyllis Borzi, Fred Reish, Ron Rhoades
Meeting link: <https://us06web.zoom.us/j/88396730718>

September 18 . 1:30 – 3 PM ET *“Leading a Team of Professionals – When and How Planners can best collaborate and lead the CPA, attorney and insurance “Financial Team”.*

Learn different ways financial planners, CPAs, attorneys, and insurance agents can collaborate so clients receive a holistic financial plan that incorporates all areas of their financial lives.

Speakers: Franklin Gay, Kaley N. Barbera, Mark Mauer, Joe Barterlo, Yesenia Realejo (Moderator)
Meeting link: <https://us06web.zoom.us/j/88396730718>

September 24 . 1:30 – 3:00 PM ET *“The SEC and Fiduciary Advice in 2024”*

In 2009, the Obama administration recommended that broker-dealers be held to the fiduciary standard. An SEC staff study in 2011 suggested the standard should be "no less stringent than currently applied to investment advisers under [the] Advisers Act." In June 2019, the SEC released Reg Best Interest that SEC Chair Clayton said, "Includes fiduciary principles." Key question: 'What do we have in 2024'?

Speakers: Bob Veres, Alan Moore, Knut Rostad
Meeting link: <https://us06web.zoom.us/j/88396730718>

September 25 . 1:30 – 3:00 PM ET *“Flat or AUM fees: What’s the difference, do consumers care?”*

The need to trust others and issues of compensation have always been central to fiduciary conduct. According to Tamar Frankel, since the laws of Hammurabi. Today, the most spirited compensation discussions may be over whether flat fees (including subscription or hourly fees) better serve investors than the AUM fee model. This panel furthers this discussion.

Speakers: John Stoj, Scott Salaske, Knut Rostad (Moderator)
Meeting link: <https://us06web.zoom.us/j/88396730718>

September 26 . 1:30 – 3:00 PM ET *“Fiduciary advice: What’s it all about?”*

In a recent LinkedIn thread started by Chuck Failla, Kevin Thompson set out a number of views on fiduciary conduct, conflicts of interest and compensation I think deserve elaboration. This panel seeks to do so.

Speakers: Kevin Thompson, Charles Failla, Knut Rostad
Meeting link: <https://us06web.zoom.us/j/88396730718>

Institute for the Fiduciary Standard

The Institute for the Fiduciary Standard is a not for profit formed in 2011 to provide research, education and advocacy to consumers, policy makers and advisors on fiduciary principles and practices. Fiduciary September is the largest annual conversation on the importance of fiduciary advice. The Real Fiduciary™ Practices are written in plain language and set out what we believe the most conscientious advisors and planners do. Visit www.thefiduciaryinstitute.org