

# REALASSETS ADVISER

The magazine written for registered investment advisers and wealth managers seeking insights and actionable information on investments in real assets

## H1 2017 Editorial Calendar

### January

#### **The Top Five Investment Ideas for 2017**

What wealth advisory CIOs are high on for the New Year.

#### **The Commodities Comeback**

Mapping the recovery path for commodities, and what commodities are expected to be best in class.

**Ad reservations due:** November 30

**Ad materials due:** December 5

### February

#### **The Technology Arms Race**

RIAs are spending scads of money to keep up with one another on the technology front.

#### **The Case for Private Equity Real Estate**

The availability of traded REITs and the aversion to illiquidity has too many advisers and investors overlooking the attributes of privately owned real estate.

**Ad reservations due:** December 28

**Ad materials due:** January 5

### March

#### **Listed Infrastructure in a Multi-Asset Portfolio**

Where does infrastructure fit in an investment portfolio? What role does it play? What opportunities exist for retail investors? And what level of returns is realistic?

#### **Preserving the Family Fortune**

Many historic families have fallen from the ranks of the country's richest. What mistakes did they make? How do real asset allocations help smart family offices preserve wealth for generations to come?

**Ad reservations due:** January 30

**Ad materials due:** February 6



### April

#### **The Battle to Retain Talent**

Breakaway teams of advisers have dogged the industry. Billions of dollars have walked out the door at name-brand firms. How is talent attracted by RIAs — and retained? How are advisory firms dealing with attracting and retaining talent that are experts on real asset classes?

#### **Conservation Easements**

Ted Turner and John Malone use them, and so do other wealthy individuals and families. Now this tax strategy is being securitized and made available to investors of lesser means.

**Ad reservations due:** March 1

**Ad materials due:** March 6

# H1 2017 Editorial Calendar

## May

### The \$1.4 Trillion Handoff

There is \$1.4 trillion in individual investor assets under management at U.S. wealth advisory firms, and 70 percent of that will naturally migrate from one generation to the next, according to an internal analysis by Merrill Lynch. Where will that business go? Advisory firms are trying to hire younger advisers to retain these assets, though the next generation may decide to move it to another RIA or even an automated robo-investing service. What role will real assets have in this process and how are they regarded from older to younger generations?

### Moving Clients from 2 Percent Real Assets to 10 Percent

What are the strategies that work for advisers who see the value in diversifying their clients' portfolios — getting them away from the traditional model of 50 percent stocks, 40 percent bonds, 10 percent cash — and making those clients more comfortable with private equity and less liquidity? How do investment minimums, fees and liquidity issues associated with alternatives come into play?

**Ad reservations due:** March 28

**Ad materials due:** April 6

## June

### Investing in Precious Metals

Demand for precious metals could surge if fears of volatility and inflation rise. But what metals will perform best and how big a segment should they occupy in an investor's portfolio? How does foreign currency play?

### Rethinking Adviser Compensation

Some wealth advisory firms have switched their reps to salary rather than commission and have never looked back. Others are looking for alternative ways to ensure advisers act in clients' best interests while still incentivizing them to reach for the next rung on the AUM ladder. Given the new regulatory environment, how will adviser compensation influence the sale of alternative products?

**Ad reservations due:** April 27

**Ad materials due:** May 5

*Note: Publication content is subject to change without notice.*

#### **For editorial inquiries, contact:**

**Mike Consol**, editor  
m.consol@irei.com  
Tel: +1 925-244-0500

#### **For partnerships, contact:**

**Jonathan Schein**,  
publisher/SVP business development  
j.schein@irei.com  
Tel: +1 925-244-0500

#### **For sponsorship and ad inquiries, contact:**

**Jennifer Dohrmann-Alpert**,  
managing director  
j.dohrmann-alcpt@irei.com  
Tel: +1 925-244-0500

#### **For advertising inquiries, contact:**

**Cynthia Kudren**,  
senior account executive  
c.kudren@irei.com  
Tel: +1 925-244-0500

**For more information, visit, [www.realassetsadviser.com](http://www.realassetsadviser.com)**