

This year, the ADM Investor Services annual IB conference will be a series of 3 dynamic and interactive **virtual** sessions, designed to help you prepare for a great new year. You will hear key market insights from the industry's top analysts, and learn effective, personalized strategies to grow your business in challenging times. And of course, the ADMIS team will lead it all with our perspective on the future of the futures industry.

[CLICK HERE](#) to register. Each broker who is registered and participates in all 3 sessions will be sent a set of Wireless EarBuds as ADMIS' gift to you.

[CLICK HERE  
TO REGISTER](#)

### SESSION 1 WEDNESDAY, JANUARY 13



3:15PM WELCOME ADDRESS  
Kurt Johnson; Vice President, Business Development, ADM Investor Services



3:20 PM ADM: AN UPDATE AND OUTLOOK  
Ray Young; Executive Vice President and CFO, ADM



3:25 PM STATE OF ADMIS FOR 2021  
Tom Kadlec; President of ADM Investor Services



3:40PM DIVERSITY AND INCLUSION - A JOURNEY  
Simta Gupta; Vice President, Operations, ADM Investor Services



3:55PM A NEW PRESIDENTIAL TERM AND THE GLOBAL ECONOMY  
Erik Norland; Senior Economist, CME Group

4:30PM Q&A WITH TOM, SIMTA AND ERIK

4:45PM END OF SESSION

### SESSION 2 TUESDAY, JANUARY 19



3:15PM GLOBAL AG MARKET OUTLOOK  
Dan Basse; President, AgResource Company



3:45PM HOT MARKETS TO WATCH IN 2021  
David Hightower; President, The Hightower Report

4:15PM Q&A WITH DAN AND DAVE

4:30PM END OF SESSION

### SESSION 3 WEDNESDAY, JANUARY 27



3:15PM SELL YOUR WAY FORWARD: DRIVING SALES GROWTH IN THE NEW ECONOMY  
Ryan Estis; Business Performance Expert and Agent of Change  
Get ready to thrive! In this interactive session Ryan Estis will leverage both his proprietary research and personal experience growing a business to provide actionable insight you can leverage right now to create more qualified opportunities and drive sales growth.

4:15PM END OF SESSION

All times  
Central

#### JANUARY 13 INTRODUCTIONS FROM:



Matt King  
ADMIS, VP, Trading Services



Barbara Schmidt-Bailey  
CME Group, Director, Client Development & Sales

#### JANUARY 19 INTRODUCTIONS FROM:



Melanie O'Brien  
ADMIS, Director of IB Sales



Gloria Lane  
ADMIS, Reporting Analyst, Customer Service

#### JANUARY 27 INTRODUCTION FROM:



Catie Lee  
ADMIS, Director of Marketing

# FEATURED CONFERENCE SPEAKERS

Virtual conference  
sponsored by  CME Group



**RYAN ESTIS**  
Business Performance  
Expert and Agent of  
Change

Ryan Estis has more than 20 years of experience as a top-performing sales professional and leader. As the former chief strategy officer for the McCann Worldgroup advertising agency NAS, he brings a fresh perspective to business events. As a keynote speaker, he is known for his innovative ideas on leading change, improving sales effectiveness and preparing for the future of work. Ryan is also the author of a popular blog on business performance. His writing has been featured in SmartBrief, Business News Network, CRN, Crain's Business, Workforce Management magazine, HR Professional magazine, HR Times, Yahoo Business, SHRM publications and Staffing Management magazine. Ryan is an Ohio University graduate who resides in downtown Minneapolis.



**TOM KADLEC**  
President,  
ADM Investor Services

Tom Kadlec joined ADMIS in 1990 as controller and in 1998 was named chief financial officer. In 2007 he became senior vice president and in March 2010 assumed the role of President of ADMIS. Throughout his career he has engaged with brokers and customers on a variety of levels and enjoys the dialogue and relationships, as well as the opportunity to successfully work through challenges together.

Tom is a Board Member of the Futures Industry Association and National Futures Association, a member of the CME Group Clearing House Committee, and a member of the CFTC Agricultural Advisory Committee.



**RAY YOUNG**  
Executive VP and CFO,  
ADM

Ray G. Young is executive vice president and chief financial officer of ADM. In his financial role, he oversees the company's accounting, controlling, treasury, tax, financial planning and investor relations activities as well as the ADM Investor Services organization.

Ray joined ADM in 2010 following a 24-year tenure with General Motors Co., during which he held executive leadership positions in finance, general management, planning and operations on four continents.



**ERIK NORLAND**  
Executive Director  
& Senior Economist,  
CME Group

Erik Norland is Executive Director and Senior Economist of CME Group. He is responsible for generating economic analysis on global financial markets by identifying emerging trends, evaluating economic factors and forecasting their impact on CME Group and the company's business strategy, and upon those who trade in its various markets. He is also one of CME Group's spokespeople on global economic, financial and geopolitical conditions.

Prior to joining CME Group, Eric gained more than 15 years of experience in the financial services industry working for investment banks and hedge funds both in the United States and in France. He most recently served in sales and research at BEAM Bayesian Efficient Asset Management LLC. He began his career at Bankers Trust, Global Investment Management in New York working with the tactical asset allocation group.



**SIMTA GUPTA**  
Vice President,  
Operations,  
ADM Investor Services

Simta Gupta joined ADMIS in June 2019. She is responsible for oversight, direction and coordination of operations and back office processing teams. Simta launched the first D&I committee at ADMIS in late 2019 and is a member of the ADM North America Diversity and Inclusion Committee.

Prior to joining ADMIS, Simta was at BP Oil Americas where she held various leadership roles for over 12 years, most recently as Commodity Risk Senior Director. Previously, Simta held positions at Deutsche Bank and Credit Suisse First Boston in London, United Kingdom.

Simta currently serves as a board member for Women in Listed Derivatives (WILD).



**DAN BASSE**  
President,  
AgResource Company

Dan Basse is a professional economist and analyst who has been in the commodity business since 1979. Raised on a dairy and grain farm in Waukesha, Wisconsin, Dan has a keen sense of production agriculture. In 1988, he founded AgResource Company in Chicago. AgResource is a domestic and international Ag Advisory and Research firm which forecasts domestic and world agricultural price trends.



**DAVID HIGHTOWER**  
President,  
The Hightower Report

David Hightower is a founding principal of The Hightower Report, a commodity research and information corporation, specializing in high quality futures research and analysis for individual investors, brokers, commercial producers and end users. The Hightower Report publishes one of the most widely read daily commodity wires in the world and has become a highly utilized industry consulting service with many brokerage firms. With over 35 years of experience, David is thoroughly versed in the complex interaction of the world markets and global businesses, and his closeness to the markets is evidenced in his direct and opinionated analysis. David has regularly appeared on CNN, Bloomberg Television and ONN.tv and is often cited in the Wall Street Journal, Futures Magazine, Reuters and many other industry publications.



**KURT JOHNSON**  
Vice President,  
Business Development,  
ADM Investor Services

Kurt Johnson is VP, Business Development for ADMIS and also serves as President of its wholly owned subsidiary, Archer Financial Services. His responsibilities include the oversight of both the ADMIS Sales & Marketing and Research departments. He began his career in the futures industry in 1986 as a broker and a few years later founded the introducing brokerage firm, Sinclair Futures. Kurt currently serves on the IB Advisory Committee for the National Futures Association. He has been with ADMIS since 2002.