



THE “MATCH.COM” OF FINDING THE ADMINISTRATOR OF YOUR DREAMS

Florina Klingbaum, Chief Financial Officer
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Beyond Asset Management. Empowered Investing.

What Can Your Administrator Do?

Administrators can do more than most people think:

- Security Valuation
- Financial Reporting
- Tax Services
- Risk Management
- Fund Start-Up Services
- Interface with Investment Advisor and Prime Broker



Find Your Perfect Match

- What attributes are attractive to you?
- Consider the type of relationship you would prefer to have with your Administrator:
 - Occasional Interaction
(Net Asset Value Light)
 - Long-term Committed Relationship
(Full Record Keeping and Custody)



Get the Best Out of Your Administrator



- Do not beat around the bush, be clear with your expectations
- Hand picking your team can offer an incredible advantage
- Establish list of deliverables with clear due dates

Out of Your League? Think Again

- A relatively small amount of assets under management should not be a determining factor of who your administrator is
- Start-up companies **SHOULD NOT** be intimidated into choosing a similarly sized administrator



CITCO



Planning Your Future Together

- What are your business' future growth plans? Are these aligned with those of your administrator?
- What areas of the administration shop are they looking to grow?
- Is this the kind of administrator you would introduce to your parents?



How IT Savvy is My Administrator Really?



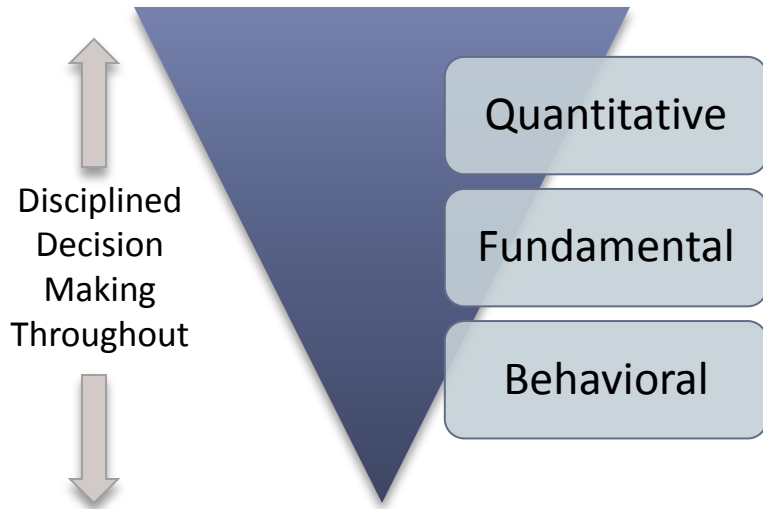
- Decide in advance whether you want a monogamous (*proprietary*) or polyamogous (*off the shelf*) platform
- Is the technology provided by the administrator useful?
 - How good of a fit is it for your business?
- How well integrated can this technology be with your own systems?
- Are you able to easily work with outputs?

Time to Meet the Family

- You love the client service representative who wined and dined you through the selection process, but how well do you interact with the actual team?
- Communication is essential. Are you better off having one point of contact or would you rather have several?
- How important is it to keep family secrets?

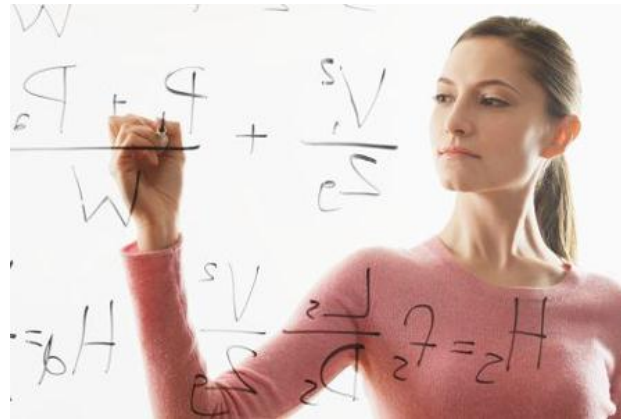
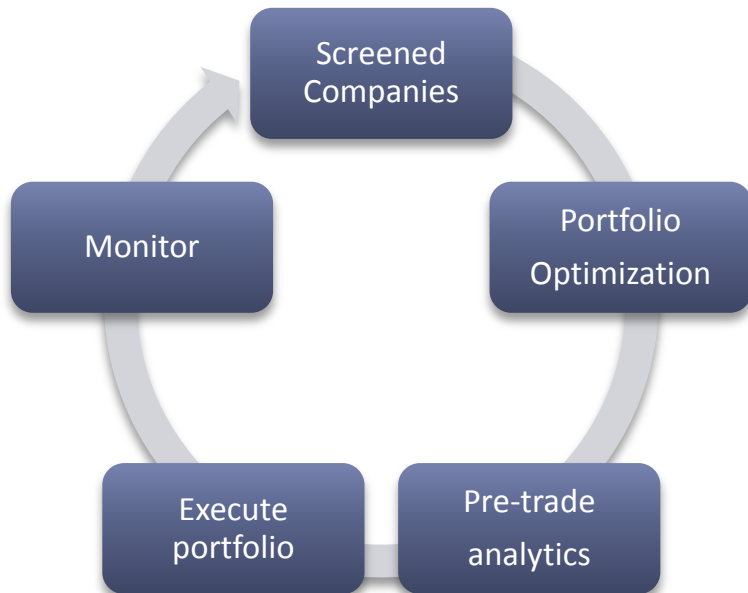


Investment Process Highlights



- Economic conditions determine three S's
- Population of 5,000+ stocks determine tilts
- Companies on the **Focus Placement List** undergo a rigorous analysis to determine suitability
- Population of 300+ stocks
- Test for over/(under) reaction to insider transactions, share offerings/(buybacks), news
- Population of 50 – 150 stocks

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Diane Garnick, CPA

Chief Executive Officer

Ms. Garnick is CEO of the firm and oversees its research and investment activities. She founded the firm in 2012 and has over 16 years of investment experience. She has authored hundreds of reports that focus on portfolio construction, volatility, corporate actions, equity indices, exchange traded funds (“ETFs”), futures, options, accounting and taxation. Garnick’s writing style has been described as “translating math into English” by Pensions & Investments. She brings complex investment theories into the reach of many decision makers. Her tireless efforts have helped improve the risk-return profile of thousands of pension plans.

Diane has spent her career focused on pensions, foundations and endowments in a variety of roles. She began her career as an Equity Derivative Strategist at Merrill Lynch where she spearheaded the firm’s global pension initiative and provided valuable insight to plans considering various investment strategies. She moved on to become the Global Investment Strategist at State Street Global Advisors, where she focused on developing their enhanced, ETF, and fiduciary businesses. More recently Diane was the Investment Strategist at Invesco, one of the world's largest entirely active asset management firms.

Ms. Garnick holds an MBA from the University of Chicago Booth School of Business with a dual concentration in Finance and Strategy, a BBA in Accounting from Hofstra University, and is a Certified Public Accountant.

Florina Klingbaum, CPA

Chief Financial Officer

Ms. Klingbaum is CFO of the firm and is responsible for overseeing all compliance, legal, human resource, and corporate finance activities. She joined the firm in 2012 and brings with her over 13 years of accounting and operations experience.

Ms. Klingbaum was one of the founding members of Credit Suisse’s Alternatives Business having joined back in 2001, when the now multi-billion dollar business was in its infancy. Ms. Klingbaum developed the operational and financing procedures that provided transparency into the investment process in a controlled manner. She developed reports that tracked risk levels at the position and portfolio level enabling portfolio managers to analyze their return attribution, providing them with a critical risk management tool.

Florina managed a team of professionals responsible for the operational and accounting functions of domestic (both private and SEC registered) and off-shore funds. Her experience spans open-ended, closed-ended and separately managed accounts. Her commitment to developing best practices throughout the operations and finance departments enabled her to directly contribute to the growth of the business. Much of her initial work in developing internal control procedures has become the de facto industry standard. Florina later joined Citigroup Global Markets when they launched their initiative to expand into the alternative investments industry.

Ms. Klingbaum holds two Masters degrees in Accounting and Business Administration respectively from Pace University, a BA in Sociology from the University of Toronto, and is a Certified Public Accountant.



You have questions.

We have solutions.

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