

iGlobal Forum

NAVIGATING ALTERNATIVE DIRECT & CO-INVESTING STRATEGIES

OCTOBER 5th, 2016 | **NEW YORK**

KEY TOPICS TO BE COVERED INCLUDE:

- Learn invaluable **strategies for building out your direct investing business**
- Understand the **processes, controls, and governance** required for a successful transaction
- **A look into the future** of both direct investing and the fund structure model
- Breaking down the **players involved in direct investing** today
- **Deal flow expectations** and finding the right partnerships
- **Sectors and investment structures providing the best return opportunities** for 2016, and a look ahead on what to expect next year
- Structured and targeted **one-on-one meetings** to help you build out your business opportunities

MEDIA PARTNERS:

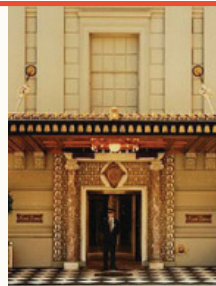


VENUE AND ACCOMODATION

THE PIERRE HOTEL

2 East 61st Street, New York, NY | (212) 838-8000
www.tajhotels.com

The restored 1930s Georgian-style building features old-world charm and modern-day amenities and services. Perfectly situated across the street from Central Park, the 41-story Pierre is steps away from the renowned shopping on Fifth and Madison Avenues, museums and cultural centers, and the businesses of Midtown Manhattan.



REGISTER TODAY AT

www.iglobalforum.com/direct

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ABOUT THE WORKSHOP:

iGlobal Forum is pleased to announce the upcoming **Navigating Alternative Direct and Co-Investing Strategies**, taking place in **New York** on **October 5th, 2016**. Direct investments have become increasingly popular on all sides of the investing table with fewer fees, greater transparency, and the opportunity to work on larger deals through partnerships. As this trend develops, available opportunities and fund structures are evolving to meet this newfound demand. This seminar will provide targeted, pre-arranged networking meetings to develop future business partnerships, in addition to two engaging workshops covering the various investor perspectives, the process for working out partnerships within these newly structured deals, and how to get started in a developing, relationship-focused industry. At this seminar, you will meet and network directly with senior-level representatives from **pension plans, family offices, endowments, foundations, private equity firms, insurance companies, investment banks, asset managers, mezzanine lenders, operating partners, and research and advisory firms**.

SPEAKERS:



Samuel Won
Founder & Managing Director,
GLOBAL RISK MANAGEMENT ADVISORS



Brett Hickey
Founder & CEO, **STAR MOUNTAIN CAPITAL**



Jamey Spencer
Senior Investment Director,
CAMBRIDGE ASSOCIATES



Aaron Armstrong
Portfolio Manager, **NEW MEXICO EDUCATIONAL RETIREMENT BOARD**



Marshall Bartlett
Managing Director, **FISHER LYNCH CAPITAL**



Avik Mukhopadhyay
Tactical Direct Investments Group
JP MORGAN



Lori Hall-Kimm
Senior Principal, Funds, Secondaries & Co-Investments. **CPPIB**

WORKSHOP A 9:30 am to 10:30 am

ONE-ON-ONE STRUCTURED NETWORKING SESSIONS

WHAT WILL BE COVERED:

Join us for our speed networking series to sign up for concise and focused one-on-one meetings, where LPs and GPs searching for mutually beneficial partnerships in the direct investment space will connect and evaluate the potential for future business endeavors.

We will provide you with information on all of the other participants to allow you to choose the most relevant and focused meetings during this time on site. This part of the program is a unique and focused way to help you establish relevant new contacts and generate fresh business opportunities.

WORKSHOP B 10:30 am to 12:30 pm

KEY STRATEGIC CONSIDERATIONS AND BEST PRACTICES FOR A SUCCESSFUL DIRECT INVESTING PROGRAM

WHAT WILL BE COVERED:

This workshop will provide you with a comprehensive overview on the required steps for successfully implementing a direct investing strategy on your own through invaluable relationships. Here we will cover a look into:

- Understanding the shift that will have to be made in your own operations team, and the value opportunity for utilizing both GP and LP expertise through working together
- Exploring the proper controls for effectively monitoring and operating your investment, and what to expect from both parties involved in the investment
- Managing an in-house due diligence team for investments complementarily with the fund model
- Analyzing what each of these deals look like, and expectations on returns
- Understanding the different types of direct investments, and finding which is right for you
- Successfully diversifying your own investments to ensure the program's success, and the future of your involvement in direct investments
- Understanding the tradeoffs: lower fees with greater transparency and investment control, balancing the cost and risks of expanding your own operations team, and

exploring the value in each of these associated investments

- Processes, controls, and governance that needs to be in place to get started with a successful direct investing program

You will leave this session with a core comprehension of the fundamentals needed to get started, and a true understanding of the associated challenges and solutions for finding success. This session will give you a chance to network directly with leaders looking for new business partners in the industry.



Samuel Won
Founder & Managing Director
GLOBAL RISK MANAGEMENT ADVISORS



Brett Hickey
Founder & CEO
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Aaron Armstrong
Portfolio Manager
NEW MEXICO EDUCATIONAL RETIREMENT BOARD



Lori Hall-Kimm
Senior Principal, Funds, Secondaries & Co-Investments
CPIIB

WORKSHOP C 1:30 pm to 3:30 pm

OPPORTUNITIES ACROSS DIRECT INVESTING TYPES, & THE FUTURE OF THE FUND MODEL

WHAT WILL BE COVERED:

This workshop will provide you with an in-depth look at the impact direct investing has had on the available portfolio opportunities, and break down key strategies for continued success in a growing industry. Here we will discuss:

- Understanding the players who are involved in direct investments today, and who will supplement your current strategy
- What various direct investment strategies can internally support, and complementing your expertise with that of others
- Leveraging resources through partnerships and supplemental experience to form an investing strategy unique to your own strengths
- Working with consultants: understanding their role, what you can expect, and tapping into new markets and staffing challenges within your supportable internal infrastructure
- The impact direct investment's expansion is having on the traditional fund model, and how funds are responding to the popularity
- Sectors, geographies, and industries in which successful direct and co-investing models are finding the greatest returns

- Setting deal flow expectations, and continuing to find and originate fresh opportunities through the GP expertise and relationships with deal sponsors
- The expectations of international economic instability on available national opportunities, and how to stay ahead of trends
- Opportunities in domestic markets vs. foreign markets, and the associated returns and challenges

You will leave this seminar with key contacts experienced in the direct investing environment, and a clearer view on opportunities and developments to expect over the next few years.



Jamey Spencer
Senior Investment Director
CAMBRIDGE ASSOCIATES



Marshall Bartlett
Managing Director
FISHER LYNCH CAPITAL



Avik Mukhopadhyay
Tactical Direct Investments Group
JP MORGAN

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OCTOBER 5th, 2016 | NEW YORK

YES! Please Register Me:

NAME _____

JOB TITLE _____

ORGANIZATION _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

PHONE _____ E-MAIL _____

Charge my Amex Visa Mastercard Discover

Card # _____ Exp. Date _____ / _____ CVM Code _____

Workshop A **Workshop B** **Workshop C** **Full Workshop Pass**

I cannot attend, but please keep me informed of all future events.

I am interested in speaking opportunities, sponsorships and exhibiting at the event.

EASY TO REGISTER:

Web: www.iglobalforum.com/direct
 Email: info@iglobalforum.com
 Call: 212.752.7760
 Fax: 212.202.4220

REGISTER BY	INDIVIDUAL WORKSHOP	FULL WORKSHOP & ONE-ON-ONE NETWORKING PASS
July 15, 2016	\$249	\$599
August 15, 2016	\$299	\$699
September 5, 2016	\$349	\$799
October 5, 2016	\$399	\$899

Terms and Conditions

Payment Policy

- Payment is due in full at the time of registration and includes lunches, refreshments and detailed conference materials.
- Your registration will not be confirmed until payment is received and may be subject to cancellation.

iGlobal Forum Cancellation, Postponement and Substitution Policy

- You may substitute delegates at any time. iGlobal Forum does not provide refunds for cancellations.
- For cancellations received in writing more than seven (7) days prior to the conference you will receive a 100% credit to be used at another iGlobal Forum conference for up to one year from the date of issuance.
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Discounts

- All discounts must require payment at time of registration and before the cut-off date in order to receive any discount.
- Any discounts offered whether by iGlobal Forum (including team discounts) must also require payment at the time of registration.
- All discount offers cannot be combined with any other offer.
- To accommodate attorneys applying for CLE credits on this event, we offer discounted rates for specific salary ranges and areas of practice. Please see additional downloadable affirmation and registration form for rates and deadlines.