



HEDGE FUND
Business Operations Association

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Business Operations Association Proudly Present

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The Hedge Fund Operational Due Diligence Forum

*Expert Approaches
to Safeguarding and
Maximizing Investments*

**October 22-23, 2013
The Princeton Club
New York, New York**



Topics at a Glance

- The Growth of the Hedge Fund Industry with Capital Market Expansion
- Emerging Funds: ODD Opportunities to Guide Successful New Managers
- ODD Expert Panel: Stealth Plundering Funds for Information at the On-Site Visit
- Inside the Hedge Fund: The Life Cycle of a Trade
- Documentation Review: Clarifying Fund Documents and Negotiating Investment Terms
- Corporate Governance: Intelligent Strategy in a Developing Field
- Compliance: Realistic Expectations
- Building Key Networks: Examining Fund/Service Provider Relationships
- Counterparty Risk: Preparing for DefCon 1
- Valuation: Ensuring the Emperor is Clothed
- Veto and Redemption: When and Why to Walk Away

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The vacuum created by increasing bank regulation will create a huge, global swell in capital markets expansion, with hedge fund investing at the crest of that wave. But how will you capitalize on this opportunity?

Manager and investment selection are just a part of the picture. Ensuring that your operational due diligence processes will enhance – and not hinder – your ability to reap the benefits of the coming hedge fund boom is essential. Bone up on your operational due diligence practices to best position yourself to safely and profitably navigate these waters. Financial Research Associates' **Hedge Fund Operational Due Diligence Forum**, slated for October 22-23, 2013 in New York City will boost your operational due diligence know-how. Join our industry leaders in exploring the following topics:

- The Role of Hedge Funds in Capital Market Expansion
- Emerging Funds: ODD Opportunities to Guide Successful New Managers
- ODD Expert Panel: Stealth Plundering Funds for Information at the On-Site Visit
- Inside the Hedge Fund: The Life Cycle of a Trade
- Documentation Review: Clarifying Fund Documents and Negotiating Investment Terms
- Corporate Governance: Intelligent Strategy in a Developing Field
- Compliance: Realistic Expectations
- Counterparty Risk: Preparing for DefCon 1
- Building Key Networks: Examining Fund/Service Provider Relationships
- Valuation: Ensuring the Emperor is Clothed
- Veto and Redemption: When and Why to Walk Away

This conference is designed to be a meeting of great minds, tailored specifically for investors to discuss, learn about, and craft the new best practices.

Register today! Call 800-280-8440 or register online at www.frallc.com.

Sincerely,



Nancy Park, *Conference Director*
FINANCIAL RESEARCH ASSOCIATES, LLC

P.S. Special rates are available for plan sponsors, endowments, and foundations.

Our Renowned Speaking Faculty

Meg Eisner, *Director of Compliance, QVT Financial LP*
Sam Leiber, *Partner, Sadis & Goldberg, LLP*
Glenn Dogget, *CFA, Director, Standards of Practice, CFA Institute*
Ranji Nagaswami, *CFA, Former Chief Investment Advisor to Mayor Michael Bloomberg, NYC Pensions*
Lester Wigler, *CFP, Financial Advisors, Senior Portfolio Manager, Morgan Stanley Wealth Management*
Margaret Annett, *Corporate Treasurer, The Art Institute of Chicago*
Bruce Berger, *Chief Operating Officer, Chief Financial Officer, Atlantic Investment Management, Inc*
Stephen Casner, *Chief Executive Officer, HazelTree*
Kermit Claytor, *Founder & Principal Kings Mountain Capital Group LLC, Director of Alternative Investments Menlo Advisors, LLC*
Adam Cohen, *Executive Director, Head of Operational Due Diligence for Alternative Investments, Morgan Stanley Wealth Management*
Patrick Deaton, *Head of Operational Due Diligence, Neuberger Berman Alternative Investment Management*
Thomas Deinet, *Executive Director, Hedge Fund Standards Board*
Thomas DeVita, *Chief Financial Officer, MKP Capital Management LLC*
Lance Fraser, *Global Head of Hedge Fund Operational Due Diligence, Merrill Lynch Wealth Management*
Nadya Frukter, *Chief Financial Officer, Hudson Bay Capital Management LP*
Laurence Herman, *General Counsel and Managing Director, Gerson Lehrman Group, Inc*
Darren Huber, *Director of Operational Due Diligence, Fintan Partners LLC*
Joseph Ivaszuk, *Chief Compliance Officer and Operational Due Diligence Manager, Federal Street Partners, LLC*
William Jones, *Founder and Senior Partner, ManagementPlus Group*
Steve Kahn, *Chief Operation Officer, Talpion Fund Management LP*
Jennifer Keeney, *Senior Risk Officer of Alternative Investments, Russell Investments*
Randy Klein, *Head of Operational Risk, General Motors Asset Management*
Virginie Kolesnikov, *Director of Operational Due Diligence, Skybridge Capital LLC*
Eric Lazear, *Head of Operational Due Diligence, FQS Capital Partners*
Richard Leifels, *Principal, Director of Operational Due Diligence, Titan Advisors LLC*
Cindy Ma, *PhD, CFA, Managing Director, Head of Portfolio Valuation, Houlihan Lokey*
Labib Mahfouz, *President and Chief Operating Officer, Axonic Capital*
Michael Merrigan, *Head of Operational Due Diligence, Gottex Fund Management*
David Moody, *Partner, Purrington Moody Weil LLP*
Jeff Morton, *Partner, ACA Compliance Group*
Boris Onefater, *President and Chief Executive Officer, Constellation Investment Consulting Corporation*
Michael Paciullo, *Global Head of Operational Due Diligence, International Asset Management Limited, LLC*
Julianne Recine, *Director of Operational Due Diligence, Sciens Fund of Funds Management*
Espen Robak, *CFA, President, Pluris Valuation Advisors LLC*
Joel Telpner, *Partner, Jones Day*
Donna Walker, *Partner and Chief Risk Officer, Sire Management Corporation*
John Ward, *Head of Operational Due Diligence, EIM Management (USA) Inc*
Ken Weiller, *Chief Operating Officer, Saba Capital Management LP*
Eric Wortman, *Director of Operational Due Diligence – Alternative Investments, AllianceBernstein, LP*
Michael G. Wu, *Counsel, Pillsbury Winthrop Shaw Pittman LLP*

Who Should Attend?

This conference is designed for players in the hedge fund arena, including but not limited to:

- Plan Sponsors
- Endowments and Foundations
- Family Offices
- Funds of Funds
- Hedge Funds
- Consultants
- Attorneys
- Valuation and Performance Experts

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Important Information

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Phone: 800-280-8440

Online: www.frallc.com

The Hedge Fund Operational Due Diligence Forum October 22-23, 2013

The Princeton Club

15 West 43rd Street between 5th and 6th Avenues
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(212) 596-1200

If you require overnight accommodations for this conference, please contact any of the following nearby hotels.

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Fees and Payments:

The fee for attendance at the *Hedge Fund Operational Due Diligence Forum* is:

Standard Rate: **\$1895**

Plan Sponsor/Endowment/Foundation Rate: **\$995** (subject to FRA approval)

Please make checks payable to Financial Research Associates, and write code B886 on your check. You may also pay by Visa, MasterCard, Discover, or American Express. Purchase orders are also accepted. Payments must be received no later than **October 15, 2013**.

Team Discounts:

- Three people will receive 10% off
- Four people will receive 15% off
- Five people or more will receive 20% off

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. For more information, please call **Whitney Betts at (704) 341-2445**

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This FRA conference may be eligible under section 28(e) of the Securities Exchange Act of 1934 for payment via soft dollars. For further information or a Soft Dollar Application form, please visit our website www.frallc.com/softdollars.aspx.

Cancellations:

If we receive your request to cancel 30 days or more prior to the conference start date, your registration fee will be refunded minus a \$250.00 administrative fee. Cancellations occurring between 29 days and the first day of the conference receive either a 1) \$200 refund; or 2) a credit voucher for the amount of the original registration fee, less a \$250.00 administrative fee. No refunds or credits will be granted for cancellations received after a conference begins or for no-shows. Credit vouchers are valid for 12 months from the date of issue and can be used by either the person named on the voucher or a colleague from the same company. Please Note: For reasons beyond our control it is occasionally necessary to alter the content and timing of the program or to substitute speakers. Thus, the speakers and agenda are subject to change without notice. In the event of a speaker cancellation, every effort to find a replacement speaker will be made.

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 **SadisGoldberg LLP** Sadis & Goldberg LLP is a leading New York based law firm focused on delivering sophisticated and creative legal solutions in a highly professional manner. The Firm is internationally recognized for its financial services practice that consists of representing several hundred investment advisers and related investment entities (including hedge funds, private equity funds and venture capital funds). Similarly, the Firm provides regulatory and compliance advice and representation in connection with SEC enforcement proceedings. Notwithstanding the emphasis on the financial services industry, the Firm also provides a full range of tax, litigation, real estate, intellectual property and corporate services to its clients.

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DAY ONE: Tuesday, Oct 22, 2013

8:00 – 8:45 Registration & Continental Breakfast
8:45 Chair's Opening Remarks

Lester Wigler, CFP, Financial Advisors, Senior Portfolio Manager,
Morgan Stanley Wealth Management

9:00 – 9:50 Keynote Address: The Role of Hedge Funds in Capital Market Expansion

- How a shrinking banking sector creates opportunities for alternative asset managers
- Why policy leaders should embrace more capital market activity
- Opportunities for investors
- Implications for financial stability

Thomas Deinet, CFA, Executive Director
Hedge Fund Standards Board

9:50 – 10:50 Emerging Funds: ODD Opportunities to Guide Successful New Managers

- How the ODD process makes a difference for new funds and has a significant influence in getting to a "yes, let's make the investment" rather than a "no"
- Which consultative approaches yield the best results? Can they instigate process improvements by the manager?
- How emerging funds can leverage the most of their limited resources in order to meet ODD requirements
- How new funds should prepare for the ODD meeting to be successful and positioned for growth
- Red flags – do you share them with the manager?

Lead Panelist-
Steve Kahn, Chief Operation Officer
Talpion Fund Management LP

Panelists-

Adam Cohen, *Executive Director, Head of Operational Due Diligence for Alternative Investments*

Morgan Stanley Wealth Management

Virginie Kolesnikov, *Director of Operational Due Diligence*

Skybridge Capital LLC

Richard Leifels, *Principal, Director of Operational Due Diligence*

Titan Advisors LLC

10:50 – 11:00

Break

11:00 – 12:00 Veto and Redemption: When and Why to

Walk Away

- Real life experiences in complex situations
- The red flags that could not be mitigated
- How investors internally navigate the process of handling an ODD-generated fail
- What are the special considerations that are made for emerging funds with respect to counterparty risk, outsourcing, and governance?

Margaret Annett, *Corporate Treasurer*

The Art Institute of Chicago

Patrick Deaton, *Head of Operational Due Diligence*

Neuberger Berman Alternative Investment Management

Lance Fraser, *Global Head of Hedge Fund Operational Due Diligence*

Merrill Lynch Wealth Management

Michael Paciullo, *Global Head of Operational Due Diligence*

International Asset Management Limited, LLC

12:00 – 1:00

Networking Luncheon

1:00 – 1:50 Documentation Review: Clarifying Fund

Documents and Negotiating Investment Terms

- What do you want to see in your documentation?
- What do you NOT want to see?
- How to understand ownership and fund distributions to owners
- What can be successfully negotiated? What carve outs are people asking for and getting?
- What exceptions could be problematic from a legal perspective?
- Calibrating expectations across the universe of funds: emerging, seasoned, the spectrum of NAVs under \$500 million to over \$20 billion, those distinguished by unique strategies

Moderator-

Kermit Claytor, *Founder & Principal; Director of Alternative Investments*

Kings Mountain Capital Group, LLC; Menlo Advisors, LLC

Panelists-

David Moody, *Partner*

Purrington Moody Weil LLP

Joel Telpner, *Partner*

Jones Day

Michael G. Wu, *Counsel*

Pillsbury Winthrop Shaw Pittman LLP

1:50 – 2:35 Corporate Governance: Intelligent Strategy in a Developing Field

- What is the current state of corporate governance as it relates to hedge funds?
- What efforts can be made to bring corporate governance of hedge funds to the forefront of investors' minds?
- How do a fund's corporate governance decisions reflect on its culture?
- Strategies for evaluating the governance process
- BODs: examining conflicts of interest, dilution of potency, and concentrations of power
- What are the governance differences to weigh for emerging versus seasoned funds?
- Perspectives on deal breakers when it comes to evaluating governance and

case studies of problematic corporate governance structures

Eric Lazear, *Head of Operational Due Diligence*

FQS Capital Partners

William Jones, *Founder and Senior Partner*

ManagementPlus Group

2:35 – 2:45

Break

2:45 – 3:30 Compliance: Realistic Expectations

- A cursory status review on:
 - AIFMD
 - Dodd Frank
 - Form PF
 - CFTC
 - The JOBS Act
 - FATCA
 - OPERA
- How up-to-date are hedge funds with respect to compliance? How are they meeting compliance criteria?
- Discuss investor expectations regarding fund managers' compliance with regulatory requirements and industry best practices, including:
 - Documented compliance reviews and testing
 - Establishment of Compliance and Risk Management Committees
 - Risk assessment process
 - Periodic and on-going compliance training
- Gauging the value of SEC mock exams
- Understanding risk around expert networks and insider trading
- How do compliance considerations differ between emerging and seasoned funds? Funds of different sizes? Funds of different strategies/asset classes?

Moderator-

Jennifer Keeney, *Senior Risk Officer of Alternative Investments*

Russell Investments

Panelists-

Laurence Herman, *General Counsel and Managing Director*

Gerson Lehrman Group, Inc.

Michael Merrigan, *Head of Operational Due Diligence*

Gottex Fund Management

Jeff Morton, *Partner*

ACA Compliance Group

Meg Eisner, *Director of Compliance*

QVT Financial LP

3:30 – 4:10 Building Key Networks: Examining Fund/Service Provider Relationships

- Tactics for ensuring your investment managers are performing sound due diligence with their service providers
- What aspects of the fund/service provider relationship need to be high touch?
- What outside services are essential for what specific functions and situations?
 - Administrator
 - Auditors
 - C office
 - Compliance consultants
 - Independent directors
 - Independent valuation agents
 - Legal counsel (US and Caymans)
 - Middle office
 - Shadowing official books and records
 - Tax accountants
 - Technology platforms
- How deep should background checks go?
- Which services are superfluous?

Lead Panelist-

Randy Klein, *Head of Operational Risk*

General Motors Asset Management

Panelists-

Nadya Frukter, *Chief Financial Officer*
Hudson Bay Capital Management LP

Boris Onefater, *President and CEO*
Constellation Investment Consulting Corporation

Sam Lieberman, *Partner*,
Sadis & Goldberg LLP

4:10 – 5:00 Inside the Hedge Fund: The Life Cycle of a Trade

- How are investment ideas generated?
- What is the diligence process?
- How are trades negotiated?
- What does the execution process look like?
- What is the settlement process?
- How are securities marked-to-market?
- What does the process look like for sales?
- Trade errors: what can go wrong? What can be fixed? What can't? What can be the overall impact?

Labib Mahfouz, *President and Chief Operating Officer*
Axonix Capital

Donna Walker, *Partner and Chief Risk Officer*
Sire Management Corporation

5:00 – 6:00 Cocktail Reception

Contact Menna Lloyd White for sponsorship opportunities 704-341-2440 or mlloydwhite@frallc.com



DAY TWO: Wednesday, Oct 23, 2013

8:00 – 8:45 Continental Breakfast

8:45 – 9:00 **Chair's Recap of Day One**

Lester Wigler, *CFP, Financial Advisors, Senior Portfolio Manager*
Morgan Stanley Wealth Management

9:00 – 9:45 Counterparty Risk: Preparing for DefCon 1

- The best practices to minimize default risk exposure across a spectrum of investments, including emerging funds and heavy derivatives players
- Lessons learned from previous crises
- What to look for with respect to how funds manage cash, clearing, margins, and collateral
- What processes should your funds have in place in emergency scenarios?
- How does your firm monitor counterparty risk issues?

Lead Panelist-

John Ward, *Head of Operational Due Diligence*
EIM Management (USA) Inc

Panelists-

Stephen Casner, *Chief Executive Officer*
HazelTree

Ken Weiller, *Chief Operating Officer*
Saba Capital Management LP

9:45 – 10:30 Valuation: Ensuring the Emperor is Clothed

- In the current economic and litigation climate, why is sound valuation important? Where is the liability and who owns it?
- Looking at valuation from horizontal and vertical perspectives
- How are executable levels attained? What are the price sources that are unsullied by the client-facing relationship?
- Poor marks: How to handle a questionable valuation
- What to do when your valuation is disputed

Moderator-

Joseph Ivaszuk, *Chief Compliance Officer and Operational Due Diligence Manager*
Federal Street Partners, LLC

Panelists-

Thomas DeVita, *Chief Financial Officer*
MKP Capital Management, LLC

Darren Huber, *Director of Operational Due Diligence*
Fintan Partners LLC

Cindy Ma, *PhD, CFA, Managing Director, Head of Portfolio Valuation & Advisory Services*
Houlihan Lokey

Espen Robak, *CFA, President*
Pluris Valuation Advisors LLC

10:30 – 10:40 Break

10:40 – 11:05 The Importance of Trust: Actions to Consider before the Operational Due Diligence Process

Glenn Doggett, *CFA, Director, Standards of Practice*
CFA Institute

Ranji Nagaswam, *CFA, Former Chief Investment Advisor to Mayor Michael Bloomberg*,
NYC Pensions

11:05 – 11:30 Open Session

- This session is currently in development.

Speakers TBA

Organizations TBA

11:30 – 12:30 ODD Expert Panel: Stealth Plundering Funds for Information at the On-Site Visit

- Strategy: comparing holistic and risk-based approaches
- What are the key characteristics that make an on-site visit effective?
- The checklist: to be or not to be
- How to make the most of the face-to-face time: the information to have when you walk in the door, whom to bring, whom to keep at home
- Transparency: when is it actually important and when is it just an ego game?
- How to recognize valuable information that is non-verbal
- How to get past the marketing shield: whom to meet, where to sit, whom to exclude from meetings, what to observe
- How to get and verify the information you need to know that is undisclosed: NAVs, insider trading
- How to tell if you have developed a false sense of security

Moderator-

Bruce Berger, *Chief Operating Officer, Chief Financial Officer*
Atlantic Investment Management, Inc

Panelists-

Joseph Ivaszuk, *Chief Compliance Officer, Operational Due Diligence Manager*
Federal Street Partners, LLC

Julianne Recine, *Director of Operational Due Diligence*
Sciens Fund of Funds Management

Eric Wortman, *Director of Operational Due Diligence – Alternative Investments*
AllianceBernstein, LP

12:30

End of Forum

The Conference Organizers



Financial Research Associates provides the financial community with access to business information and networking opportunities. Offering highly targeted conferences, FRA is a preferred resource for executives and managers seeking cutting-edge information on the next wave of business opportunities. Please visit www.frallc.com for more information on upcoming events.



The Hedge Fund Business Operations Association supports the hedge fund community with timely industry intelligence that is especially unique to mid-sized hedge funds and fund of funds. Through useful articles, educational lectures and summits, frequent webinars, valuable web-links, networking mixers and many other useful services we take pride on being the go-to source for useful insight on practical strategies for maintaining a prosperous hedge fund.

The Hedge Fund Operational Due Diligence Forum

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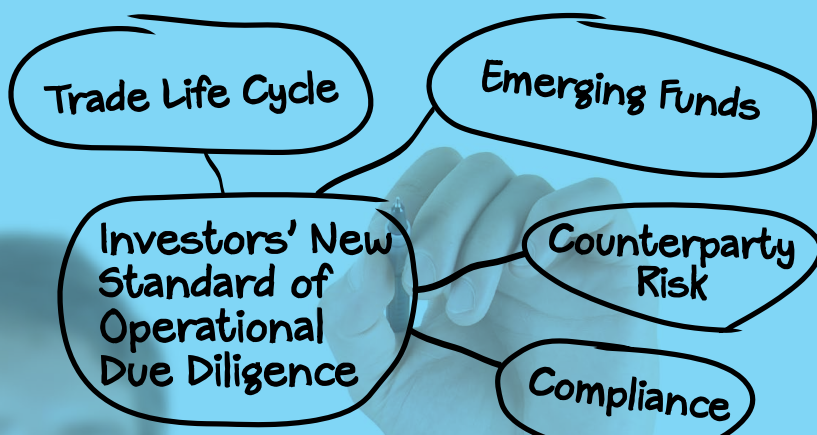
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