Delivering your Managed Account...

...to you and your clients

YOUR MANAGED ACCOUNT. YOUR INVESTMENT COMMITTEE. YOUR CLIENT.

HOW'S YOUR INVESTMENT COMMITTEE PERFORMING

As Advisers seek more of the value chain, the days of placing a clients' entire portfolio in a Multi-Asset Managed Fund will draw scrutiny from investors as to the value you're providing, let alone the investment acumen of this single strategy. And that's assuming you successfully selected a top quartile fund.

Then there's the challenge of how you go about switching should the need arise.

And for the Adviser who has strong investment views, how do you implement an investment strategy across multiple clients efficiently and effectively?

One of the greatest detractors of performance, arguably, is the inability to implement an investment decision quickly and en masse.

A Managed Account, particularly under the licensing regime of a Managed Discretionary Account (MDA), provides the Investment Manager the ability to actively pursue an Investment Philosophy within the boundaries of a stated Investment Mandate.

The question then is, *what relationship do you have with your Investment Manager and or Managers?*

INVESTMENT COMMITTEE

Piecing together a number of top performing investment products from various reputable investment Managers is one strategy, but if you're to scratch the surface a little and question how all the various investment thematics within the whole portfolio interact with one another – you might find that contrasting styles might not be complimentary and in fact might be detrimental to overall performance.

Selecting and then working with an Investment Manager with expertise in all asset classes to construct a whole of portfolio model, in a collaborative fashion with you the Adviser, might be the ideal solution.

OUR APPROACH

We start with a blank piece of paper and a conversation. With an open mind - unencumbered by the restrictions imposed by the traditional advice model; licensee, APL, platform and product, we ask the Adviser; *'How would you like your model portfolios to look?'*

We then build a customised managed account solution for their practice and their clients.

We will collaboratively determine the most suitable structure and technology partner to deliver their Managed Account Offering.

The offering will be branded as per the Adviser's business strategy & offering. We can be as prominent or as behind the scenes as the Adviser wishes.

INVESTMENT COMMITTEE MEETINGS

Our approach is one of an open door policy. An exchange of ideas. A desire to act in a timely fashion. Volatility is the new norm. It's often prudent to act.

We hold quarterly investment committee meetings with each Advisory Group to go through their models, how they're performing, how they're placed for the next... low interest rate environment, BREXIT and so on. And although we formally hold quarterly investment committee meetings, as we view ourselves as the investment arm of your business, we act on an informal basis as constant dialogue and exchange of ideas between Investment Manager and Adviser then flow through to the established models – Your Managed Account.

We view ourselves as an independent funds management business first and foremost. Our advice is not constrained or influenced by factors such as licensing, ownership or pricing structures. As an institutional investor, we provide genuinely conflict free advice.

We also hold monthly webinars to discuss performance of underlying sectors – SMA's.

CLIENT COMMUNICATION & REPORTING

The communication strategy will be customised according to your method of operation and brand strategy. We can be as 'behind the scenes' or as prominent as you desire in our dealings with your clients.

WATERSHED

FUNDS MANAGEMENT

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