

November 20, 2020 | Harvard Club, New York

- 8:00 **Registration and networking breakfast**
- 8:00 **Women's networking (Working) breakfast**
- 9:00 **Welcome remarks**
- 9:10 **Gen II's Emerging Manager Report: The essential tool for new PE and VC firms**
- 9:35 **Through the eyes of an LP: The emerging manager market and investor demand**
- » The current state and evolution of the EM market
 - » How emerging managers are differentiating themselves to LPs
 - » Why investors seek out first time funds
 - » Factors to watch that drive performance
 - » Setting mandates to allocate capital
 - » Sourcing and choosing an emerging manager
- 10:15 **Key factors in effective capital raising**
- » Strategies to help drive performance
 - » The advantages and disadvantages of utilizing an anchor tenant
 - » Using a placement agent
 - » Investor expectations: due diligence process
 - » Mitigating risk
 - » Generating and maintaining deal flow
 - » Sourcing approaches
- 10:55 **Networking break**
- 11:15 **Success stories of a first-time fund manager**
- » Establishing a track record beyond a spin-out
 - » Fee structuring
 - » Sourcing opportunities
 - » Fund operations/back office
 - » Maintaining and reporting transparency
 - » Working with a MoM
 - » In-house vs. outsourcing

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11:55 **Keynote address**

12:35 **Networking luncheon**

1:35 **Breakouts: The GP Outlook**

- A. How emerging managers build and incorporate an ESG program
- B. Innovative strategies for niche sectors

2:10 **Breakouts: The LP Insight**

- C. Private equity: What's driving allocations
- D. Utilizing emerging managers for portfolio diversification

2:50 **Networking Break**

3:15 **Opportunities in real estate**

- » Insight into current market views
- » Current state of the industry
- » Portfolio construction
- » Investment preferences
- » Sourcing and choosing an emerging manager

3:55 **Thoughtful Co-Investing: From vision to reality**

- » Incentives to attract LPs
- » Understanding and addressing investor interest
- » Co-investing rights to LPs
- » Determining and agreeing on management fees
- » Revenue sharing

4:35 **Closing Keynote**

6:00 **LP Dinner** (*Invitation only*)