

November 20, 2020 | Harvard Club, New York

- 8:00 **Registration and networking breakfast**
- 8:00 **Women's networking (Working) breakfast**
- 8:30 **Welcome remarks**
- 8:35 **Gen II's Emerging Manager Report: The essential tool for new PE and VC firms**
- 9:00 **LP insight after the crisis: The emerging manager market and investor demand**
- » The current state and evolution of the EM market
 - » How COVID-19 has affected emerging manager programs
 - » The need for EMs to differentiate to LPs more than ever
 - » Are investors still seeking first time funds? Why/why not?
 - » Current opportunities amid the changing environment
 - » Sourcing and choosing an emerging manager
- 9:35 **Maneuvering fundraising amid a global pandemic**
- » The latest strategies to help drive performance
 - » The advantages and disadvantages of utilizing an anchor tenant
 - » Are placement agents still effective?
 - » Investor expectations: due diligence process
 - » Mitigating risk now more than ever
 - » Generating and maintaining deal flow
 - » Sourcing approaches
- 10:05 **Morning networking break**
- 10:25 **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
- 11:00 **Thoughtful Co-Investing: From vision to reality**
- » Incentives to attract LPs: are they still co-investing?
 - » Understanding and addressing investor interest
 - » Co-investing rights to LPs
 - » Determining and agreeing on management fees
 - » Revenue sharing

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11:35 **Keynote address**

12:10 **Networking luncheon**

Afternoon sessions

1:10 **Breakouts: The GP Outlook**

Workshop A: Do ESG programs continue to take precedence?

Workshop B: Innovative strategies for niche sectors after coronavirus

2:00 **Breakouts: The LP Insight**

Workshop C: Private equity: What's driving allocations after the downturn

Workshop D: Utilizing emerging managers for portfolio diversification: still a mandate?

2:50 **Afternoon networking Break**

3:20 **Opportunities in real estate: will it continue to make sense?**

- » Insight into current market views
- » The effect of COVID on real estate investing
- » Portfolio construction
- » COVID-19 vs. the financial crisis of 2009
- » Investment preferences amid the crash
- » Sourcing and choosing an emerging manager

3:55 **Setting up a fund structure**

- » Breaking away from a large institution
- » Innovative fee structures
- » Thoughtful marketing structures
- » Finding a seed or founding investor
- » Presenting a track record
- » Determining and agreeing on management fees
- » Raising capital in an unprecedented market

4:35 **Closing keynote**

5:00 **Networking cocktail reception and end of conference**

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