

ADISA 2019 Alts Market Predictions

Due Diligence Officers Survey

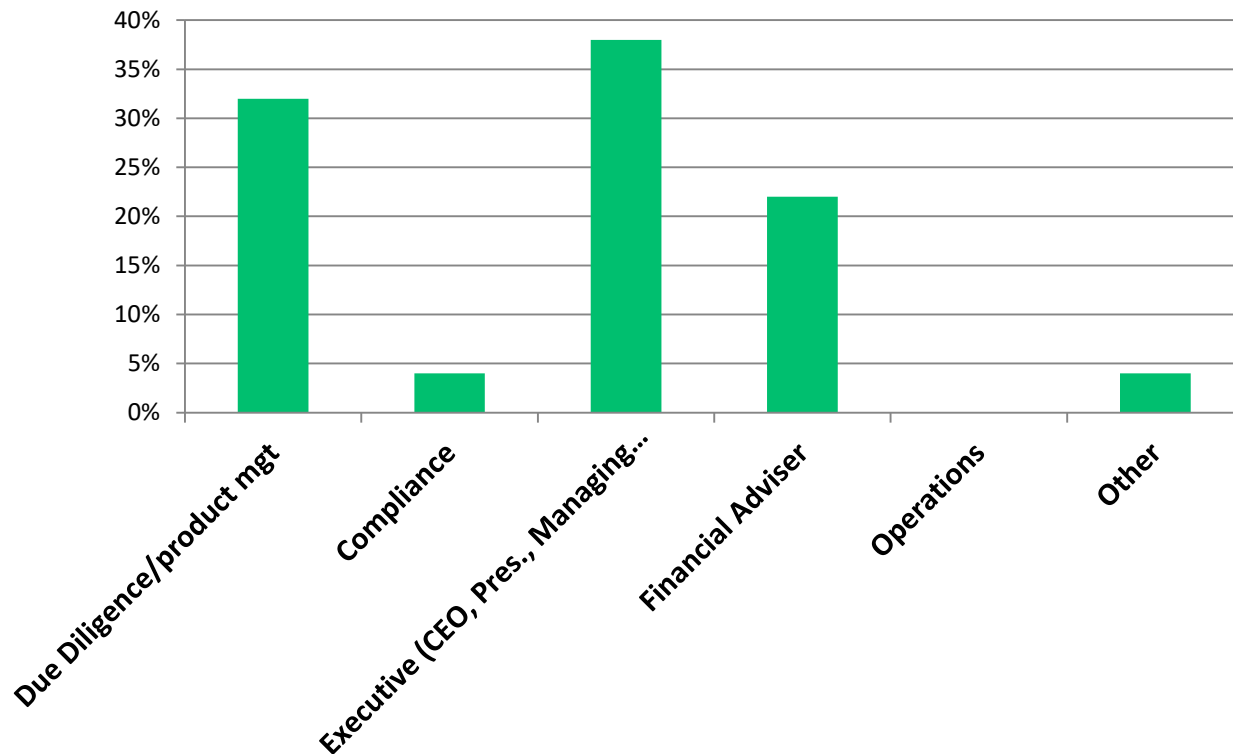
Mausz, G. and Harrison, J.



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SAN ANTONIO
RIVERCENTER

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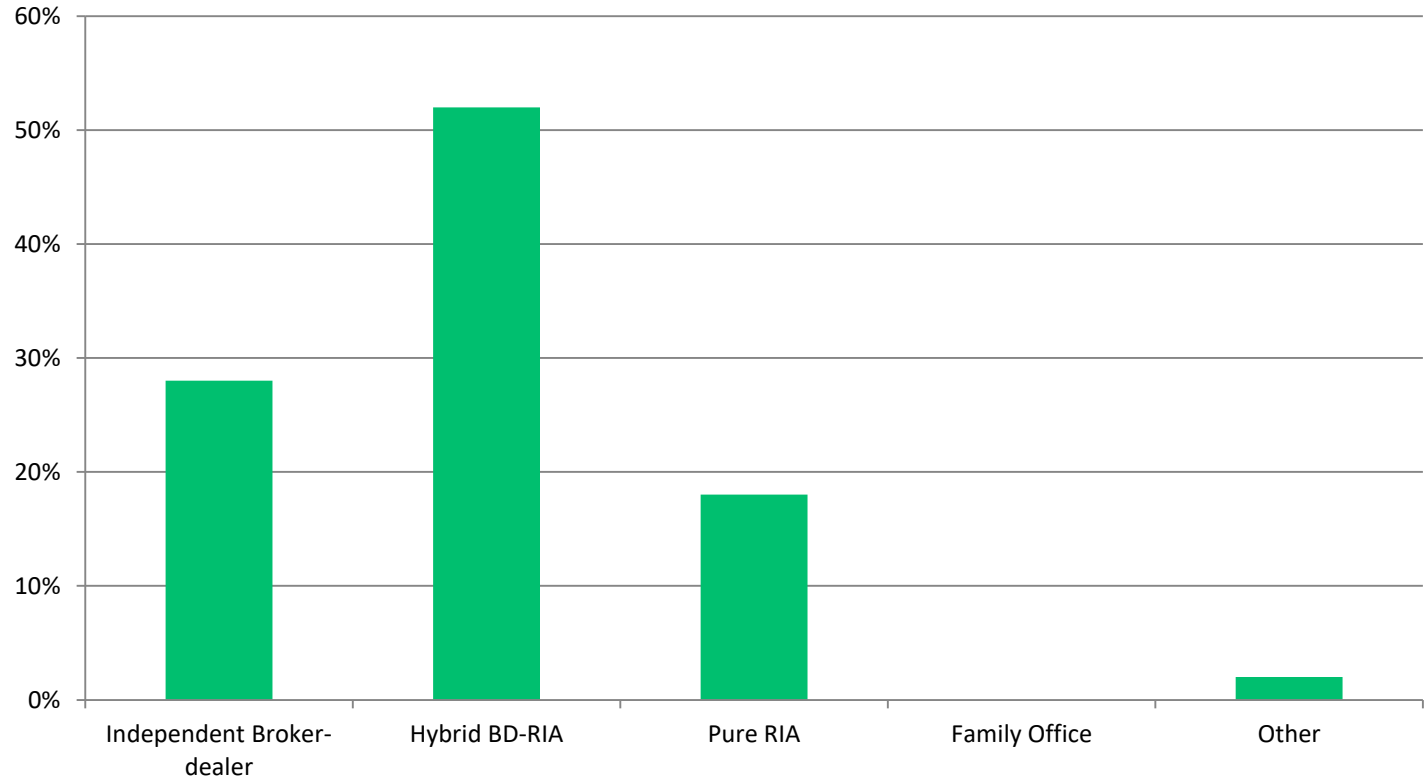
What is your primary role in your firm?



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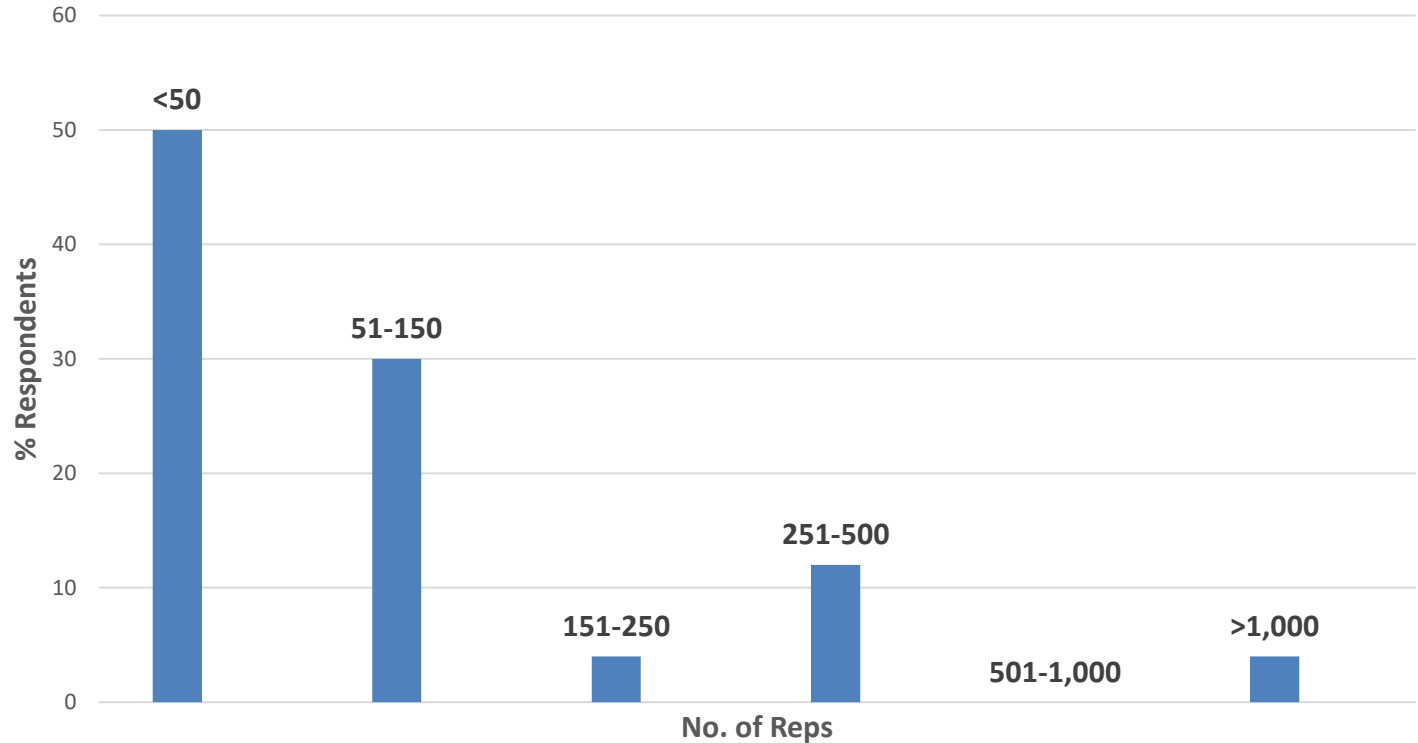
Type of Firm



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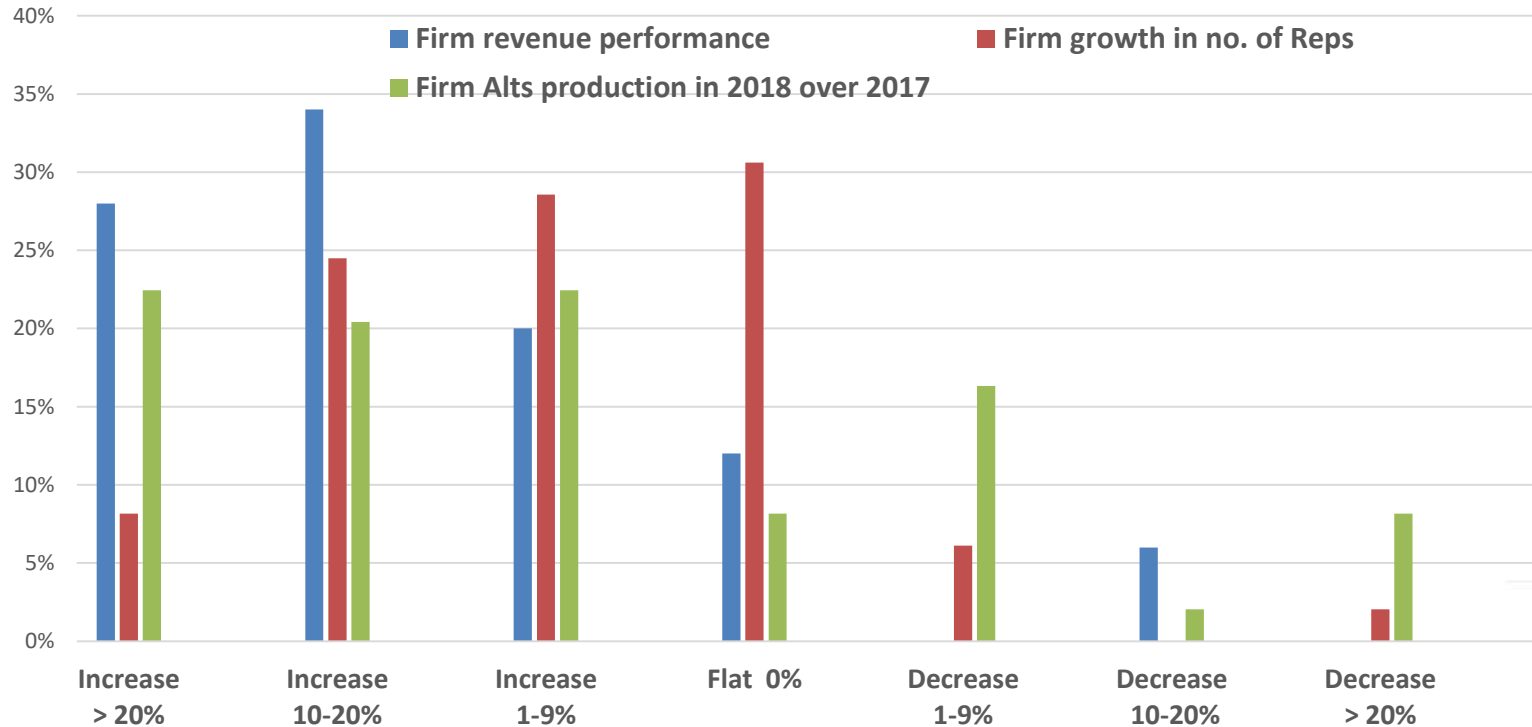
Size of Firms



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Firm Performance in 2018



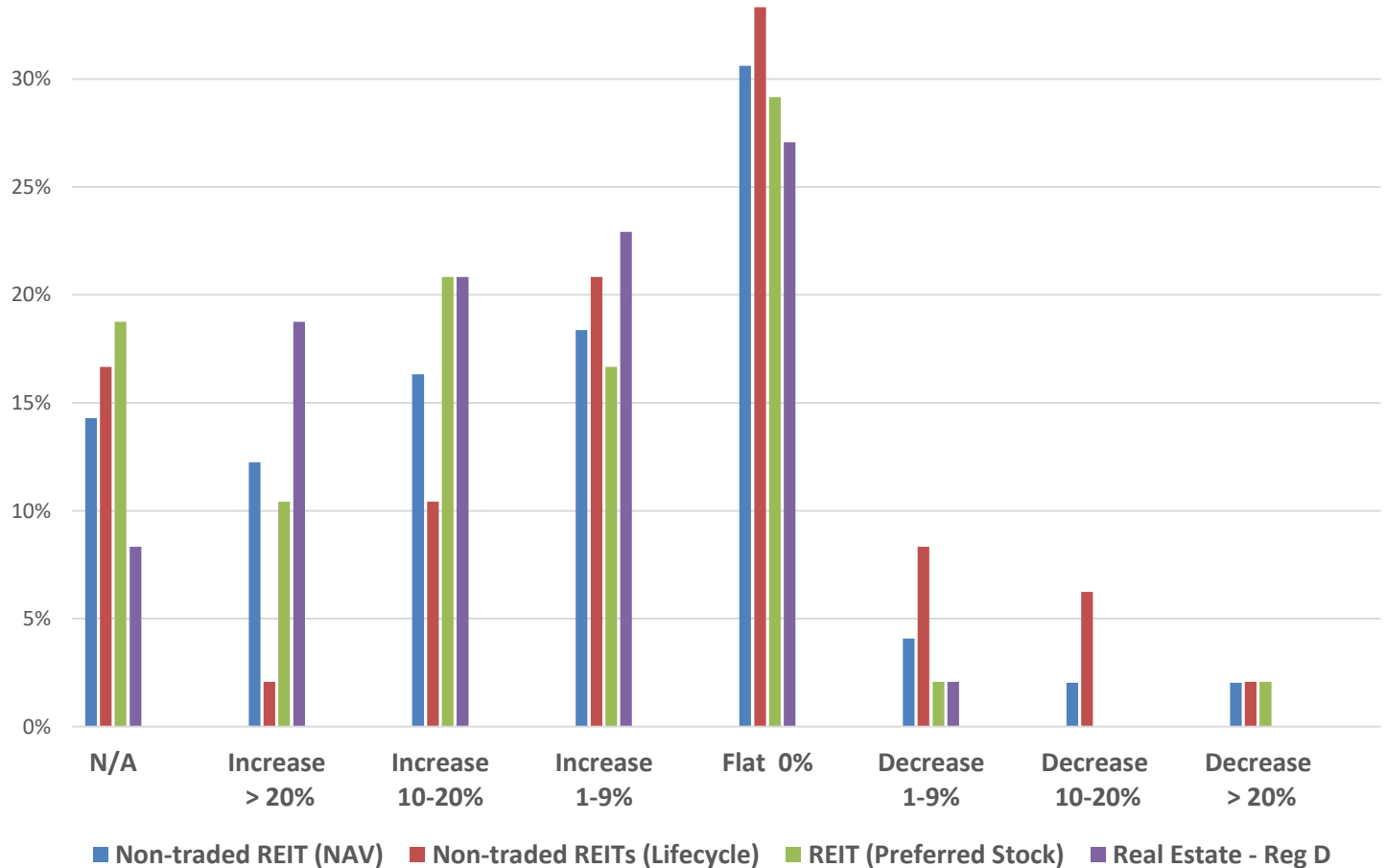
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Sales Projections Classes related to Real Estate

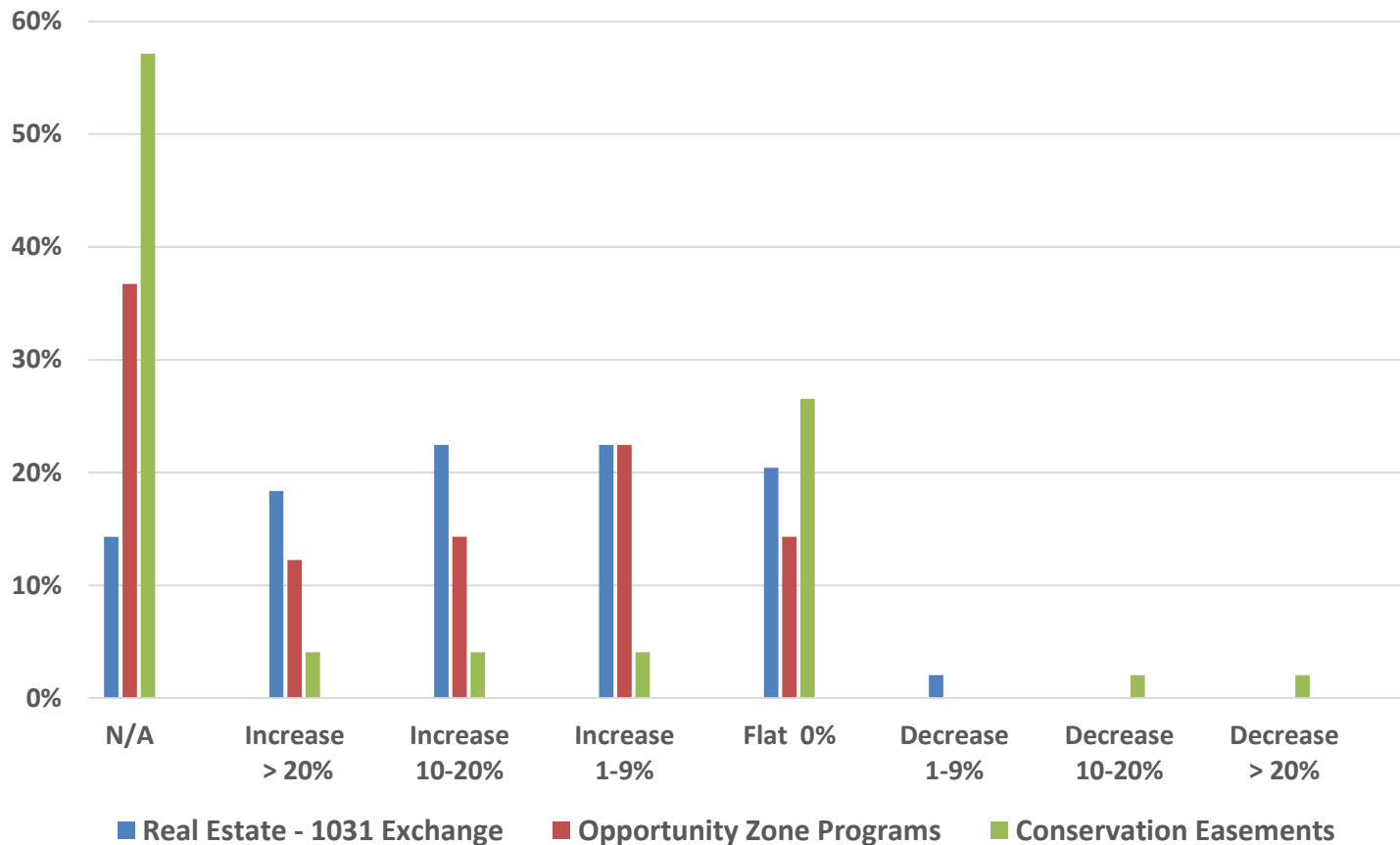
35%



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Sales Projections Classes related to Real Estate/Tax

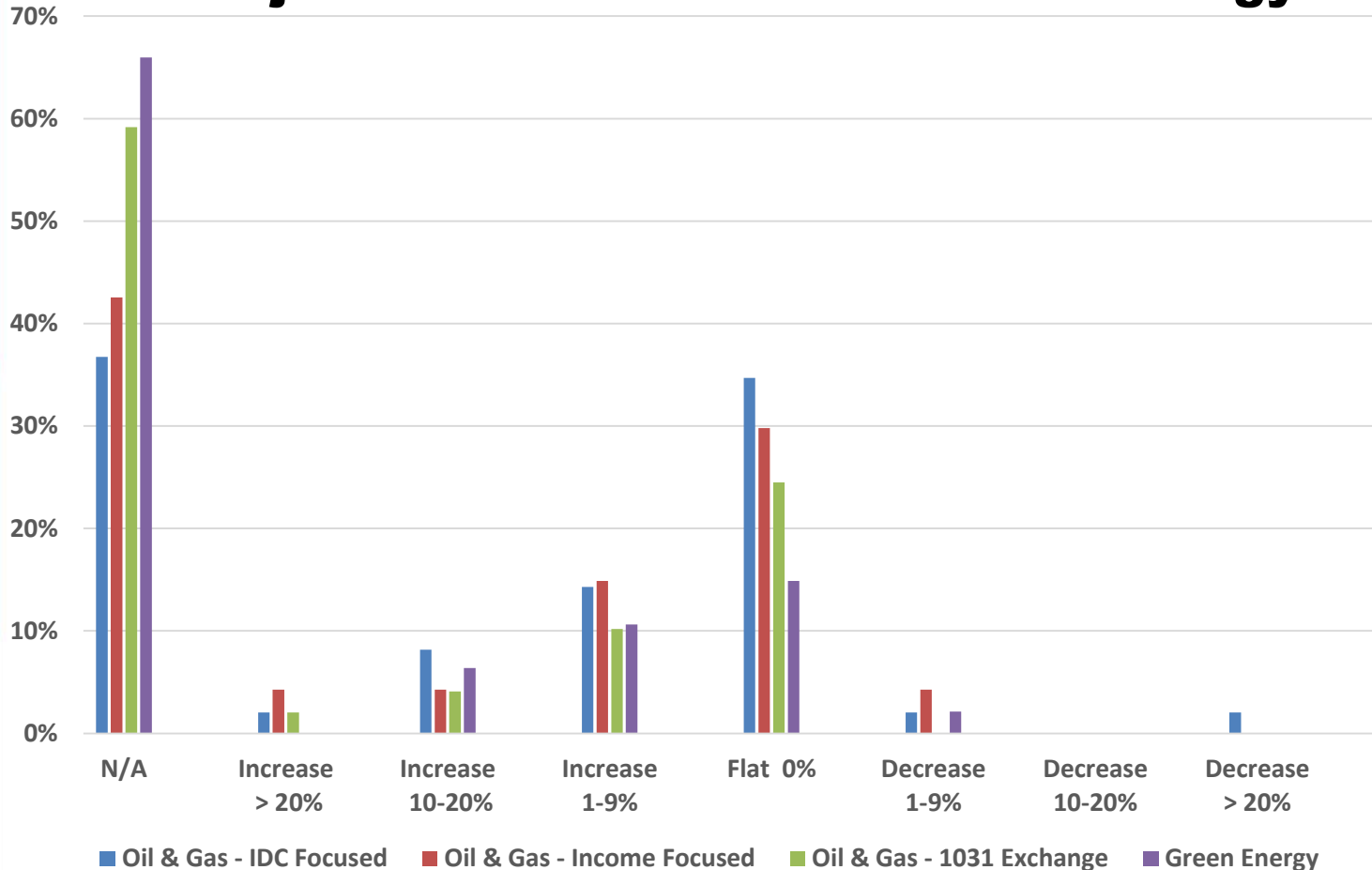


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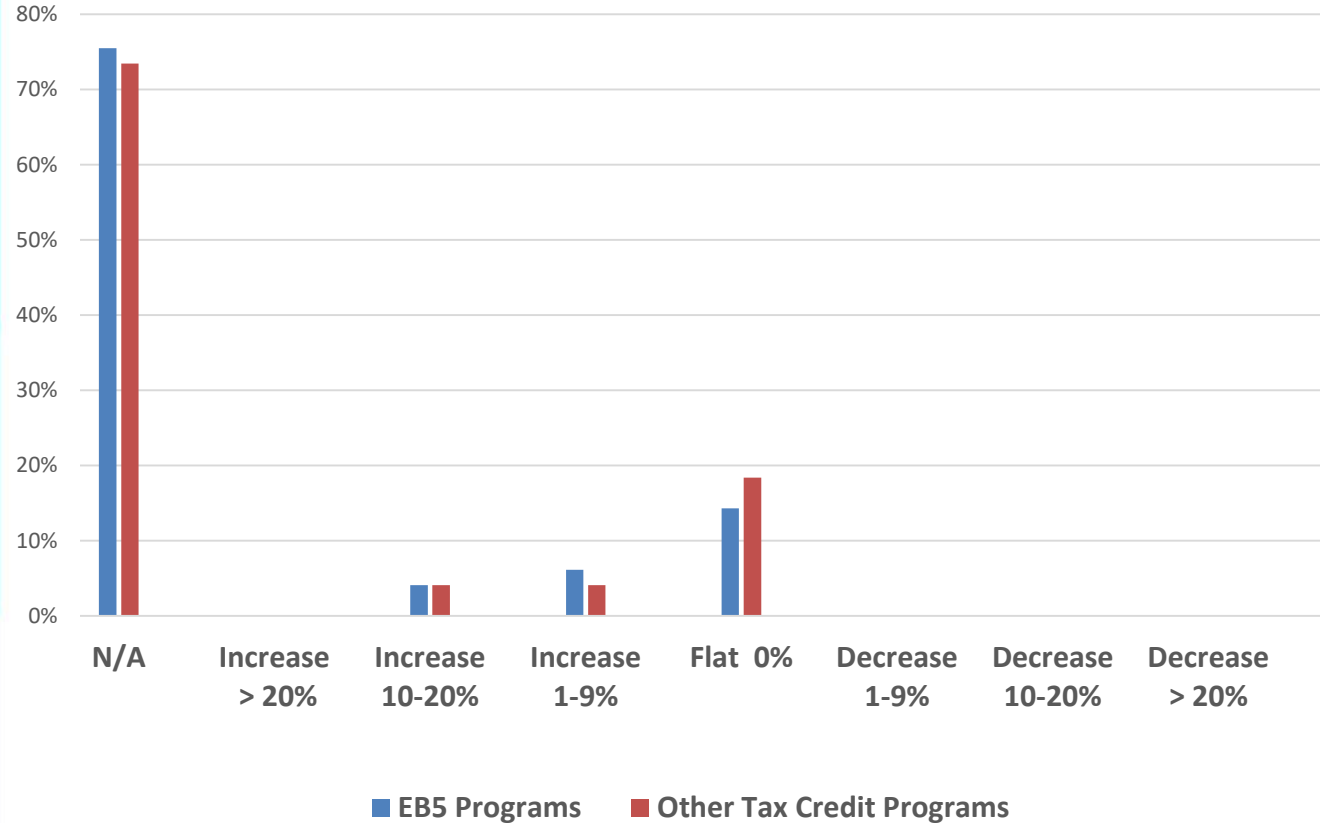
Sales Projections for classes related to Energy



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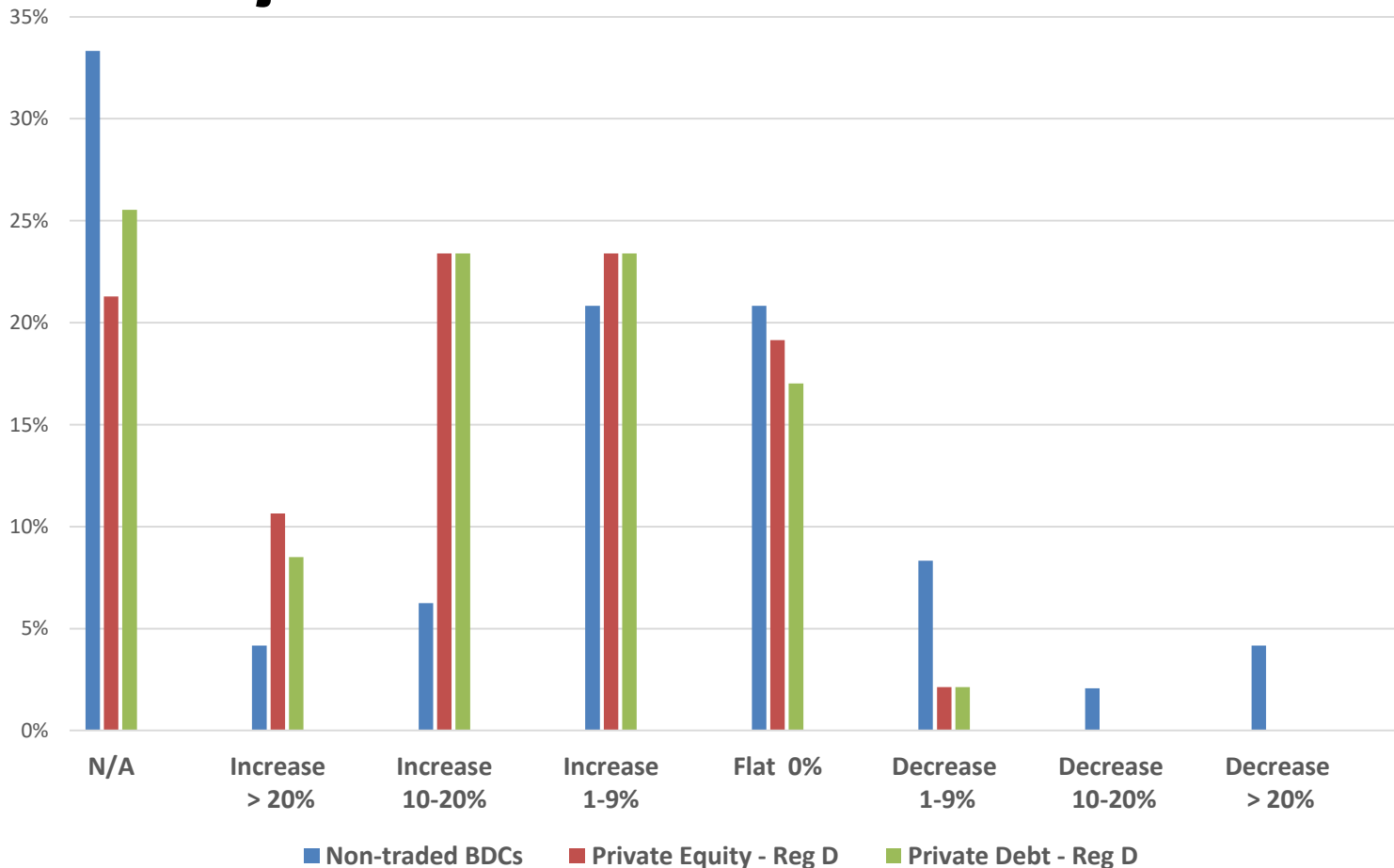
Sales Projections classes of Specialized Tax



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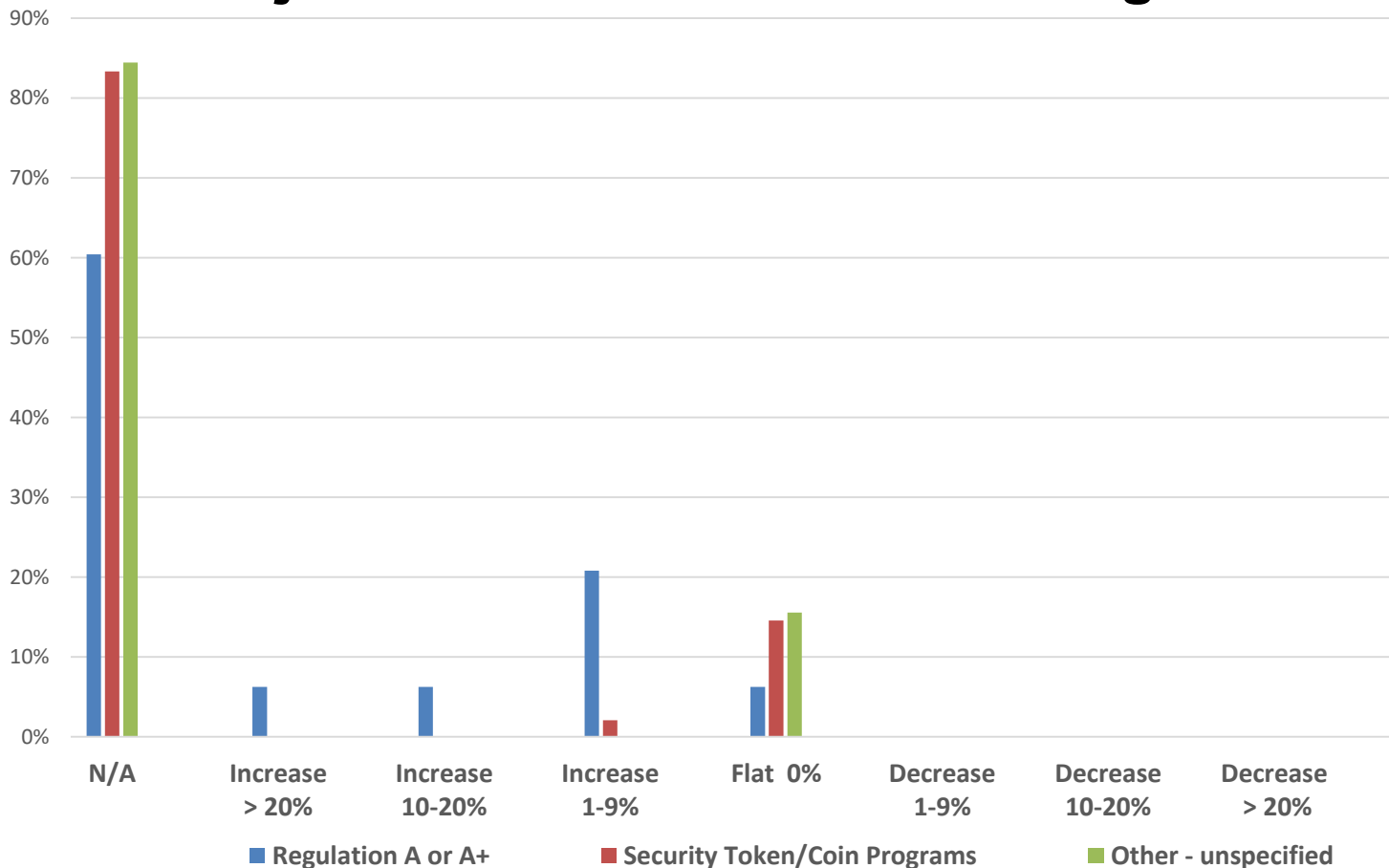
Sales Projections Classes Related to Private Funds



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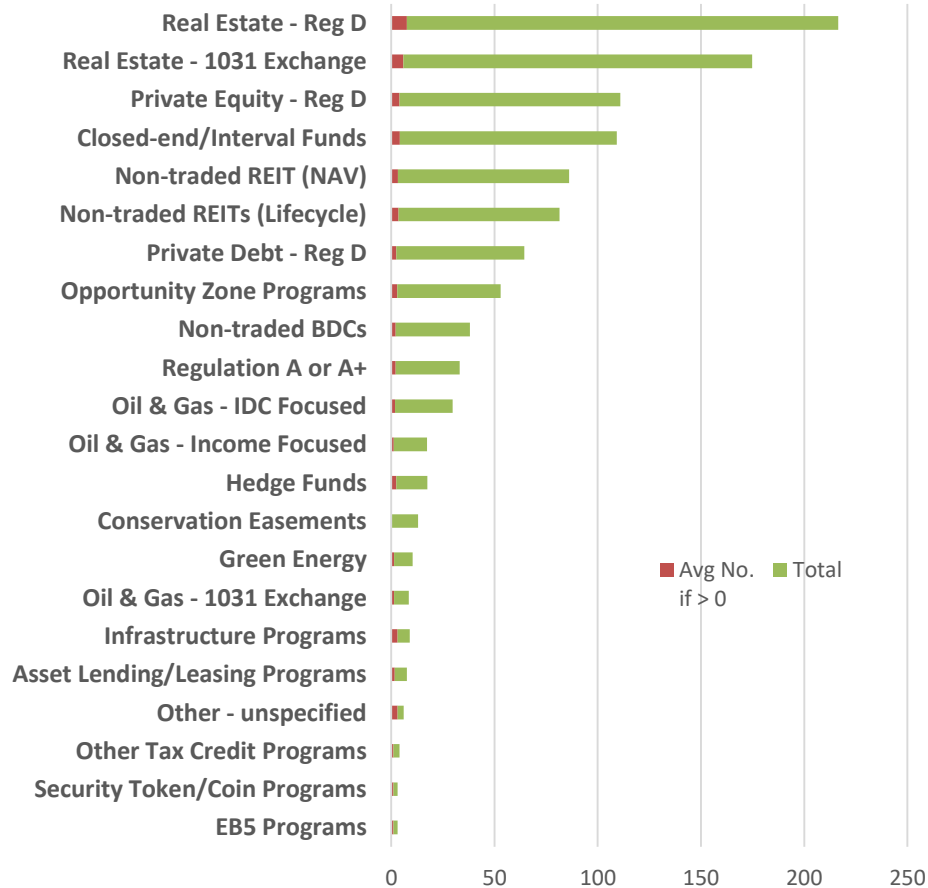
Sales Projections for Miscellaneous Programs



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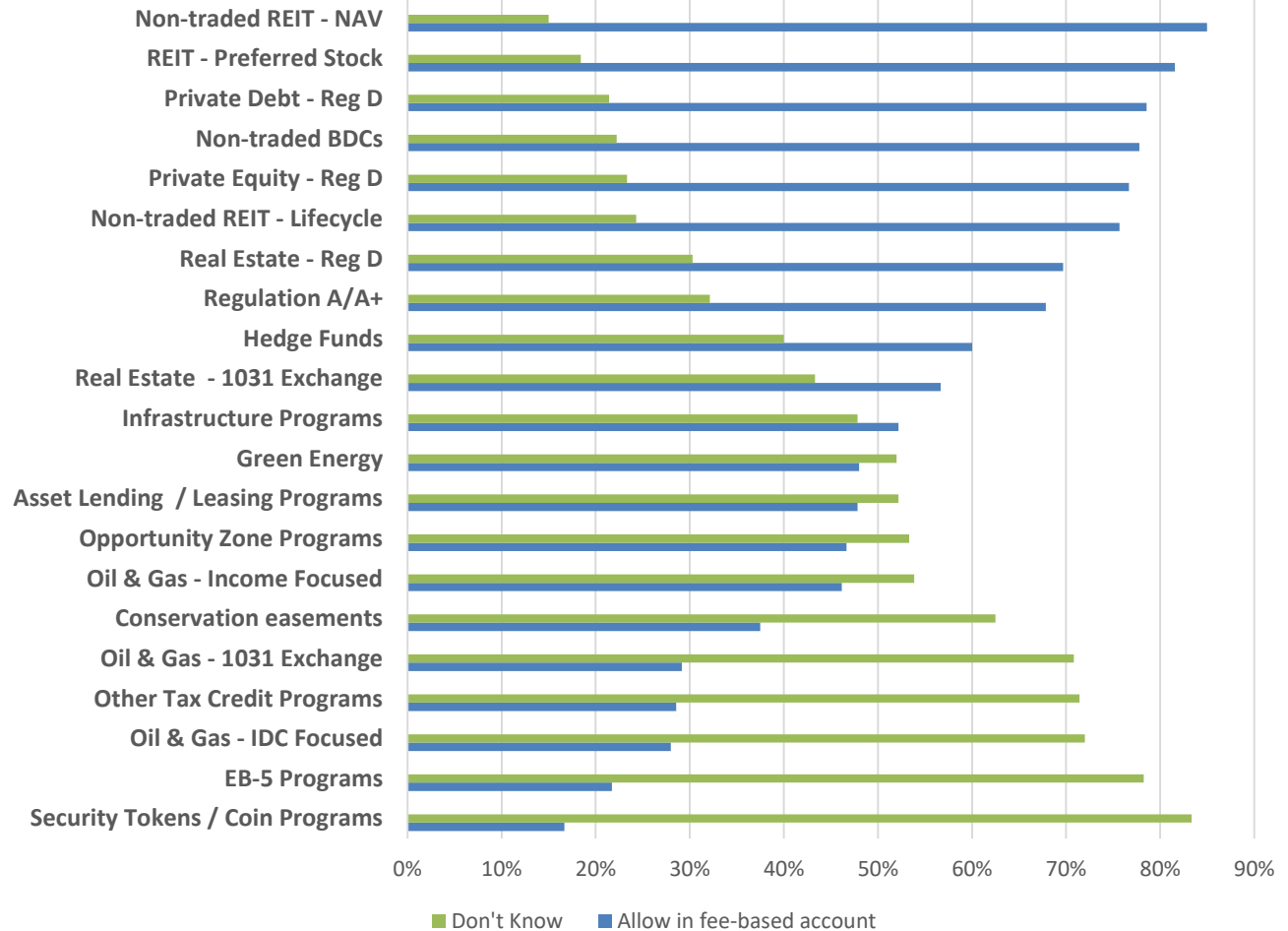
Program popularity = No. held in total, all 70 respondents



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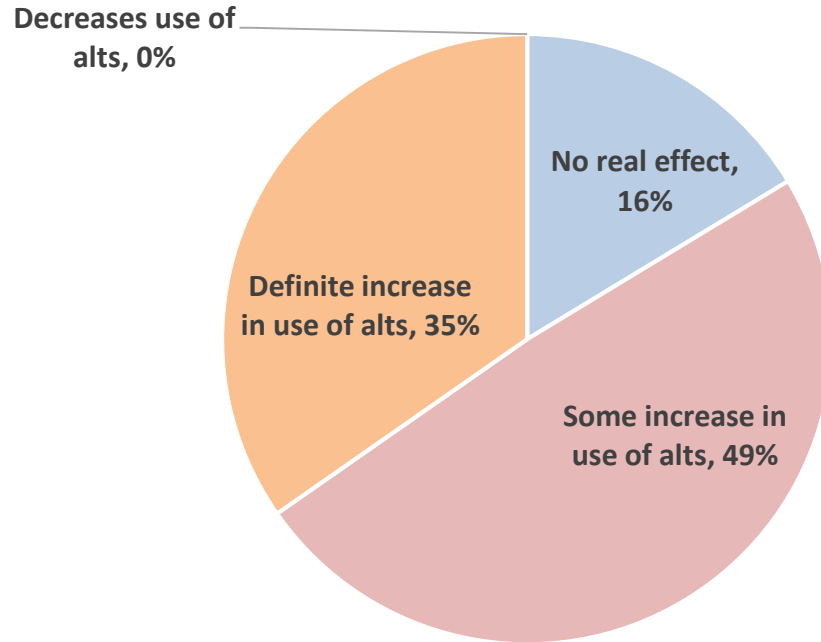
Would allow in fee-based account



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Extent stock market volatility increases use of alternative investments?



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Thanks for your attention

Any questions?

For further info,
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jharrison@adisa.org



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