Moderator:
Angie Fisher
CIM Group

Mike Huisman
Envision Financial Systems, Inc.

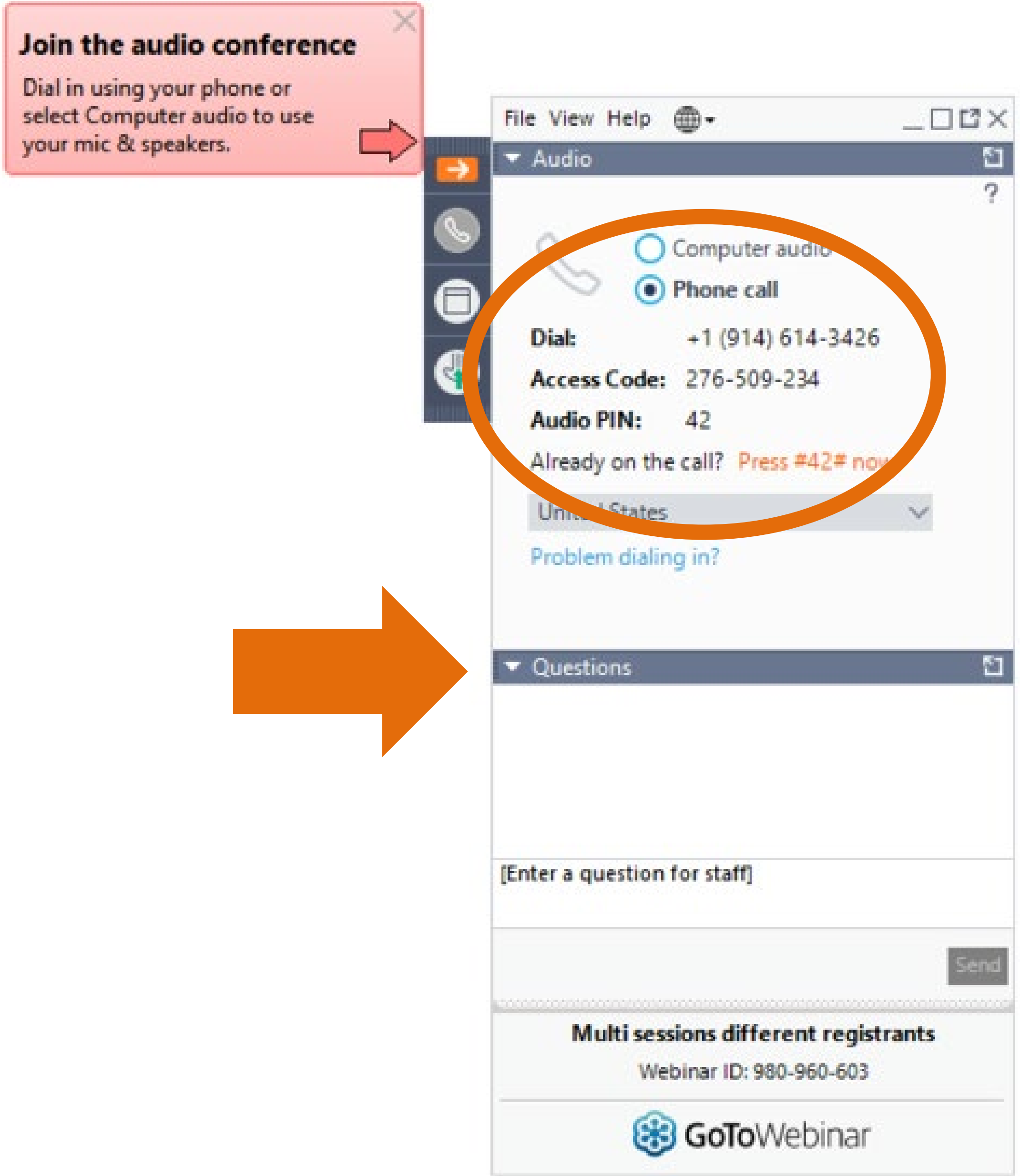
Michael Page
Riskalyze

Kevin Zwick
WealthForge

BLUE VAULT™

Technology Series

How Technology Has Forever Changed the Landscape for Advisors Using Alts



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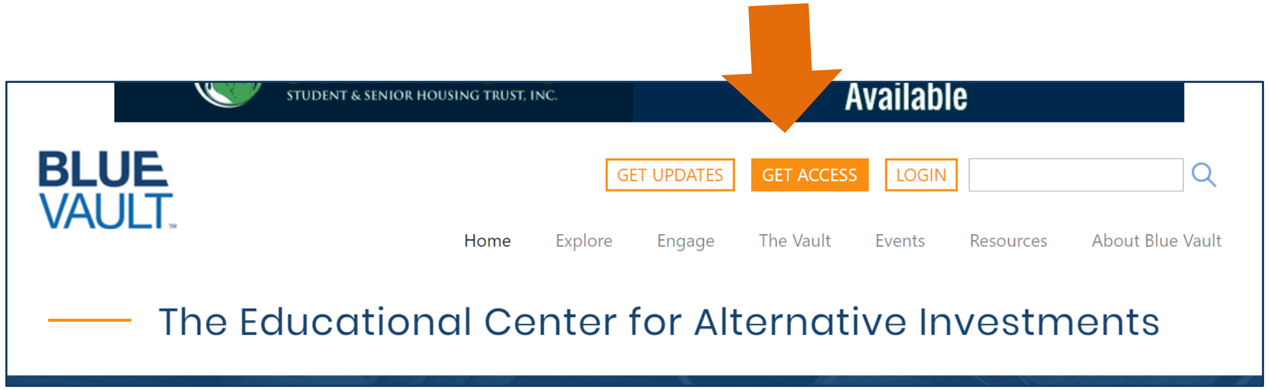

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Polling Questions

1. How familiar are you with today's technology advancements, making it easier to use alts?
   a) I'm an expert
   b) I'm fairly knowledgeable
   c) I hear things, but I don't know what they mean
   d) I'm clueless

2. For financial advisors only: if using alts were easier/quicker to process, I would…
   a) Start using alts
   b) Start using alts, again
   c) Increase my allocations to alts
   d) Technology is not what hinders my use of alts

Polling Questions

3. What are the most important improvements needed to advance the use of alts?
    a) Technology (easier to process)
    b) Technology (easier to track)
    c) More/Better Transparency
    d) Better Performance

4. How urgent is the need for straight through processing of alts?
    a) We're running out of time. It must happen now.
    b) We have 1 year to get this right.
    c) It's not urgent, let's just make gradual progress.
    d) Tech advancements don't matter to me.

About the Panel

Moderator: Angie Fisher

Angie Fisher serves as Vice President of Operations, Strategic Planning & Projects at CIM Group®. In this role, she is responsible for new fund on-boarding, capital markets projects supporting sales, marketing, legal, compliance, accounting and shareholder relations along with operational transfer agent aspects of retail, institutional and global products.

Prior to joining CIM, Ms. Fisher served in a similar capacity at Cole Capital. Her experience also includes various leadership roles at Edward Jones, OppenheimerFunds, Davis Funds, and American Century Investments where she worked with brokerage clients, transfer agents, operations teams, and project teams implementing new business and process improvement initiatives.

Ms. Fisher received her bachelor's degree in business administration and her master's degree in organizational management. She holds FINRA Series 7 and 63 licenses. In addition, she is certified in Agile methodologies, is a certified Agile product owner and has a CMFC® designation.

Mike Huisman

Mike Huisman is the Head of Alternative Product Solutions for Envision Financial Systems. Mike is responsible for the overall strategy and product direction of the alternative investment components of Envision's investor management software.

Mike has over two decades of financial services and related technology experience. Prior to Envision, Mike spent 29 years with DST Systems. Over his career, Mike has held a variety of roles including design, development, and implementation of software to service the mutual fund and alternative investment industry. Mike lead DST's Digital division and was responsible for web technologies, API integration, digital media presentation and applied data analytics.

Mike has been very active in the alternative investment space serving as technology chairman for IPA (Institute for Portfolio Alternatives) and has been involved in technology panels and industry data analytics for ADISA.

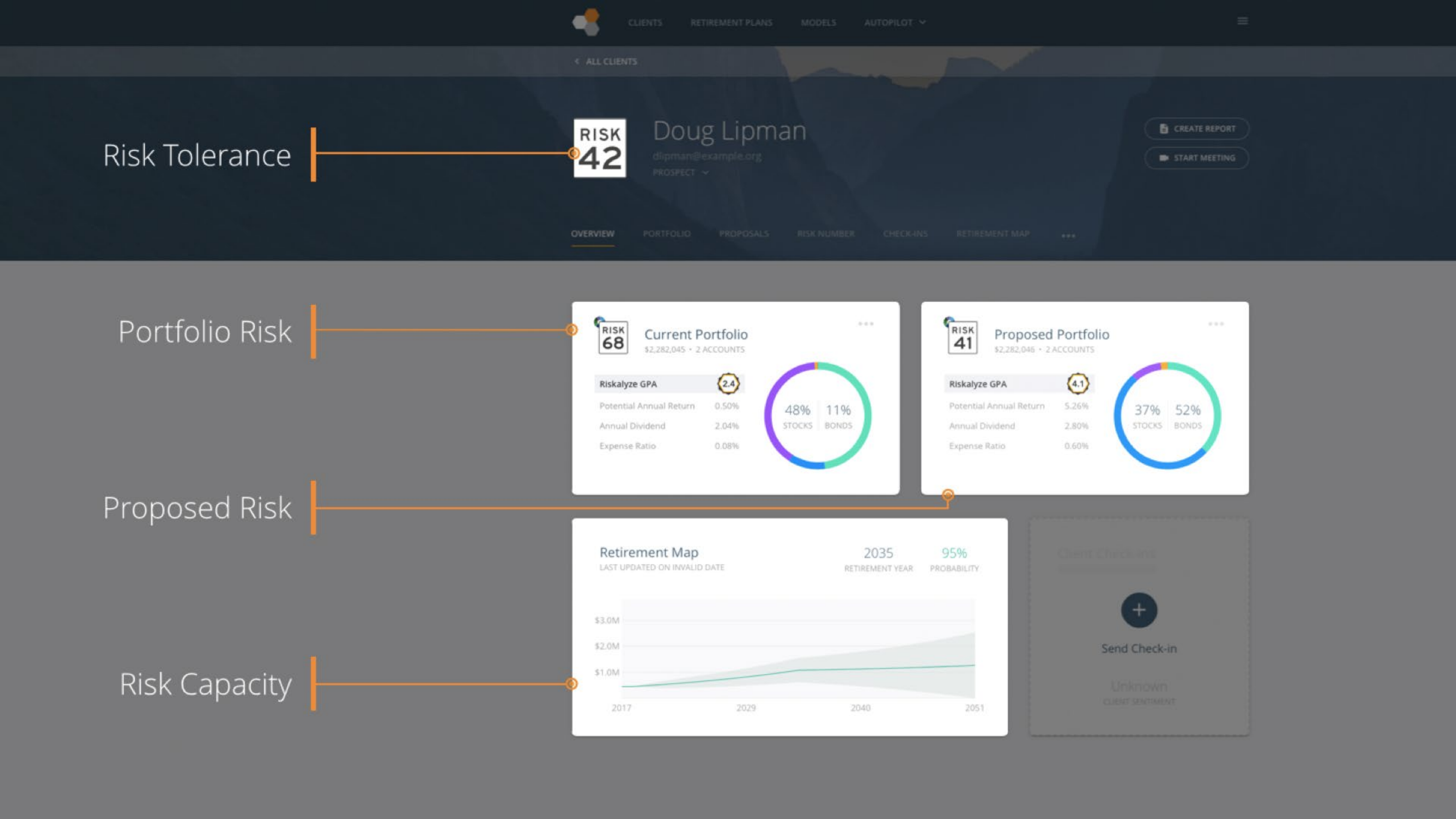
Mike earned a Management Information Systems degree from Iowa State University and a Data Science and Applied Analytics degree from Rockhurst University.

Michael Page

As Director of Risk & Methodology at Riskalyze, Michael leads the team of analysts responsible for creating, maintaining, and enhancing the algorithms and methodologies that are at the heart of the Risk Number. This includes new and innovative approaches to alternative investment risk assessment covering everything from Non-Traded REITs and BDCs to Structured Notes and Interval Funds.

Kevin Zwick

Kevin Zwick is the Head of Sales at WealthForge. Kevin has over a decade of experience in leading complex brokerage and wealth management sales teams. In his previous role as Head of Sales for Charles Schwab's clearing solution, he led a team to grow assets by 300%. Concurrently, Kevin helped the digital advice sales team penetrate off-platform digital advice channels through the BD, Bank, Trust, and distribution markets.

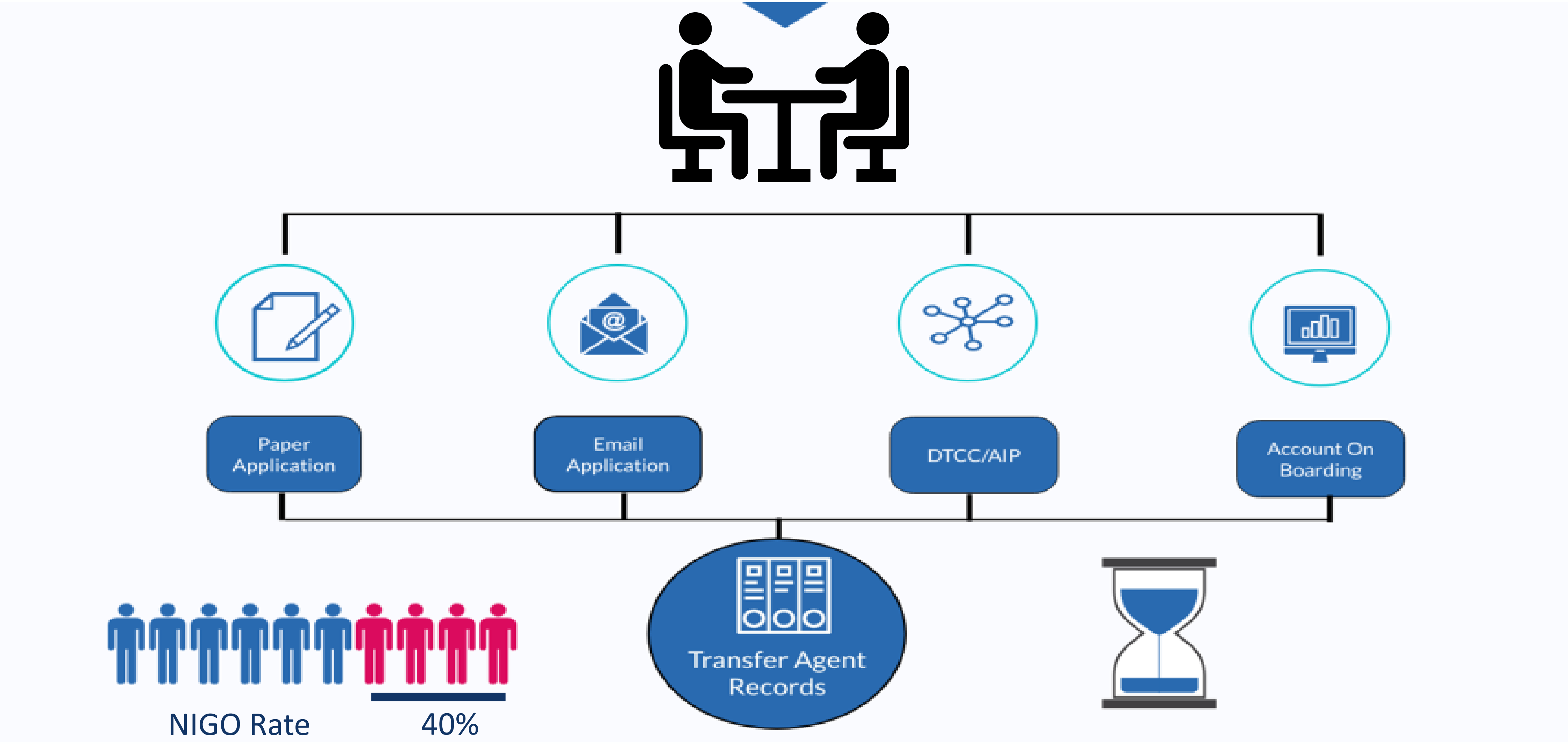


CLIENTS
RETIREMENT PLANS
MODELS
AUTOPILOT
ALL CLIENTS
Risk Tolerance
RISK 42
Doug Lipman
dlipman@example.org
PROSPECT
CREATE REPORT
START MEETING
OVERVIEW
PORTFOLIO
PROPOSALS
RISK NUMBER
CHECK-INS
RETIREMENT MAP
Portfolio Risk
RISK 68
Current Portfolio
$2,282,045 • 2 ACCOUNTS
Riskalyze GPA 2.4
Potential Annual Return 0.50%
Annual Dividend 2.04%
Expense Ratio 0.08%
48% STOCKS
11% BONDS
RISK 41
Proposed Portfolio
$2,282,046 • 2 ACCOUNTS
Riskalyze GPA 4.1
Potential Annual Return 5.26%
Annual Dividend 2.80%
Expense Ratio 0.60%
37% STOCKS
52% BONDS
Proposed Risk
Retirement Map
LAST UPDATED ON INVALID DATE
2035 RETIREMENT YEAR
95% PROBABILITY
$3.0M
$2.0M
$1.0M
2017
2029
2040
2051
Risk Capacity
Send Check-in
Unknown

ACTUAL NAV ON A NON-TRADED REIT

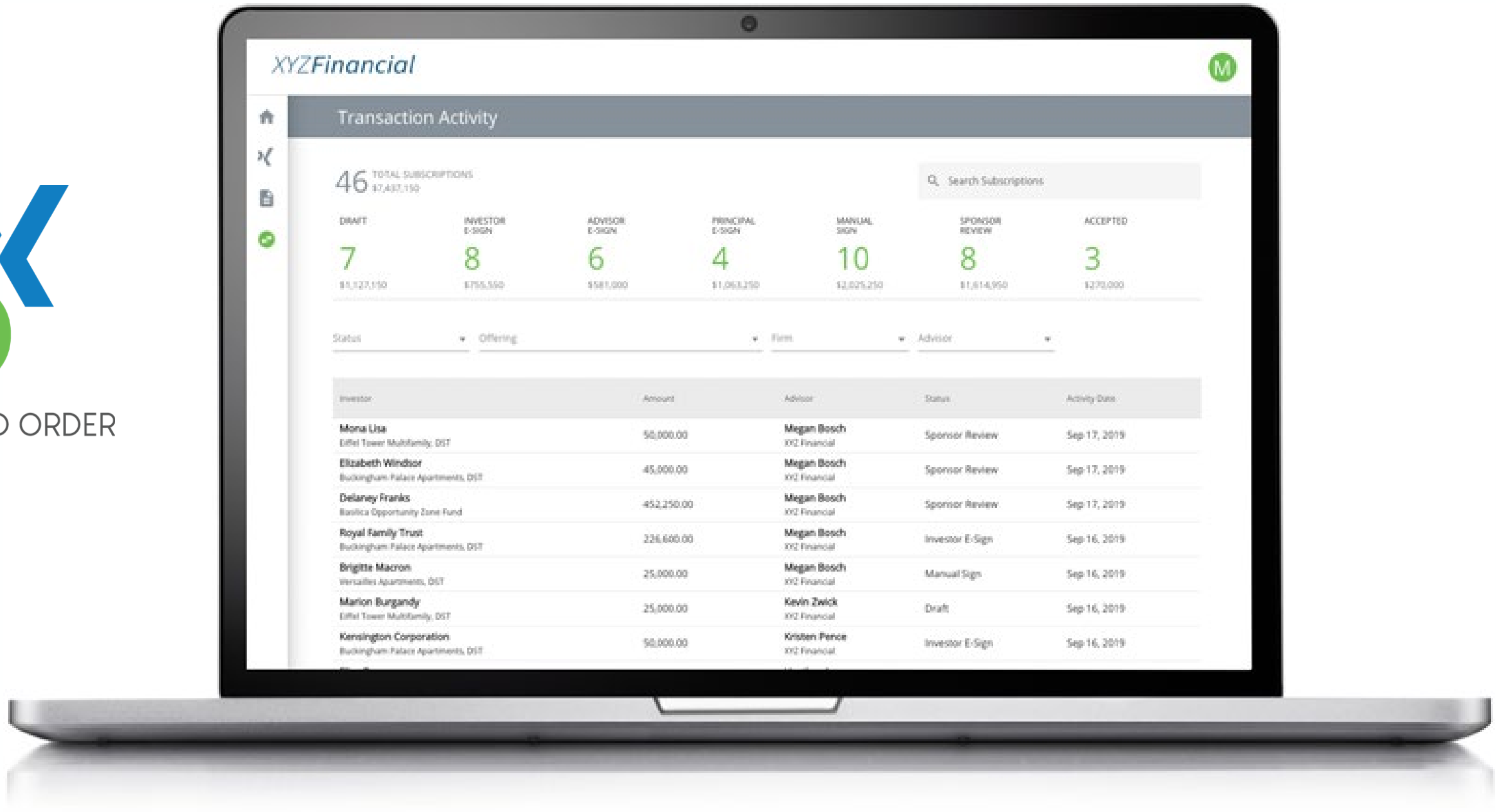
NON-TRADED REIT METHODOLOGY FACTORS

- SHORT-TERM LIQUIDITY
- LEVERAGE
- PERCENTAGE OF MFFO PAID OUT IN DISTRIBUTIONS SINCE INCEPTION
- AMOUNT OF DEBT MATURING IN THE NEAR FUTURE
- FUNDING REQUIREMENTS FOR OFFERED REDEMPTIONS
- INTEREST COVERAGE RATIO
- RATIO OF FIXED TO VARIABLE RATE DEBT
- DIVIDEND OR DISTRIBUTION YIELD
- MODIFIED FUNDS FROM OPERATIONS (MFFO) PAYOUT RATIO
- RETURN ON ASSETS IN RELATION TO THE WEIGHTED COST OF DEBT


Paper Application
Email Application
DTCC/AIP
Account On Boarding
Transfer Agent Records
NIGO Rate
40%

Alternative Investments in Good Order with Altigo

altigo
ALTERNATIVE INVESTMENTS IN GOOD ORDER



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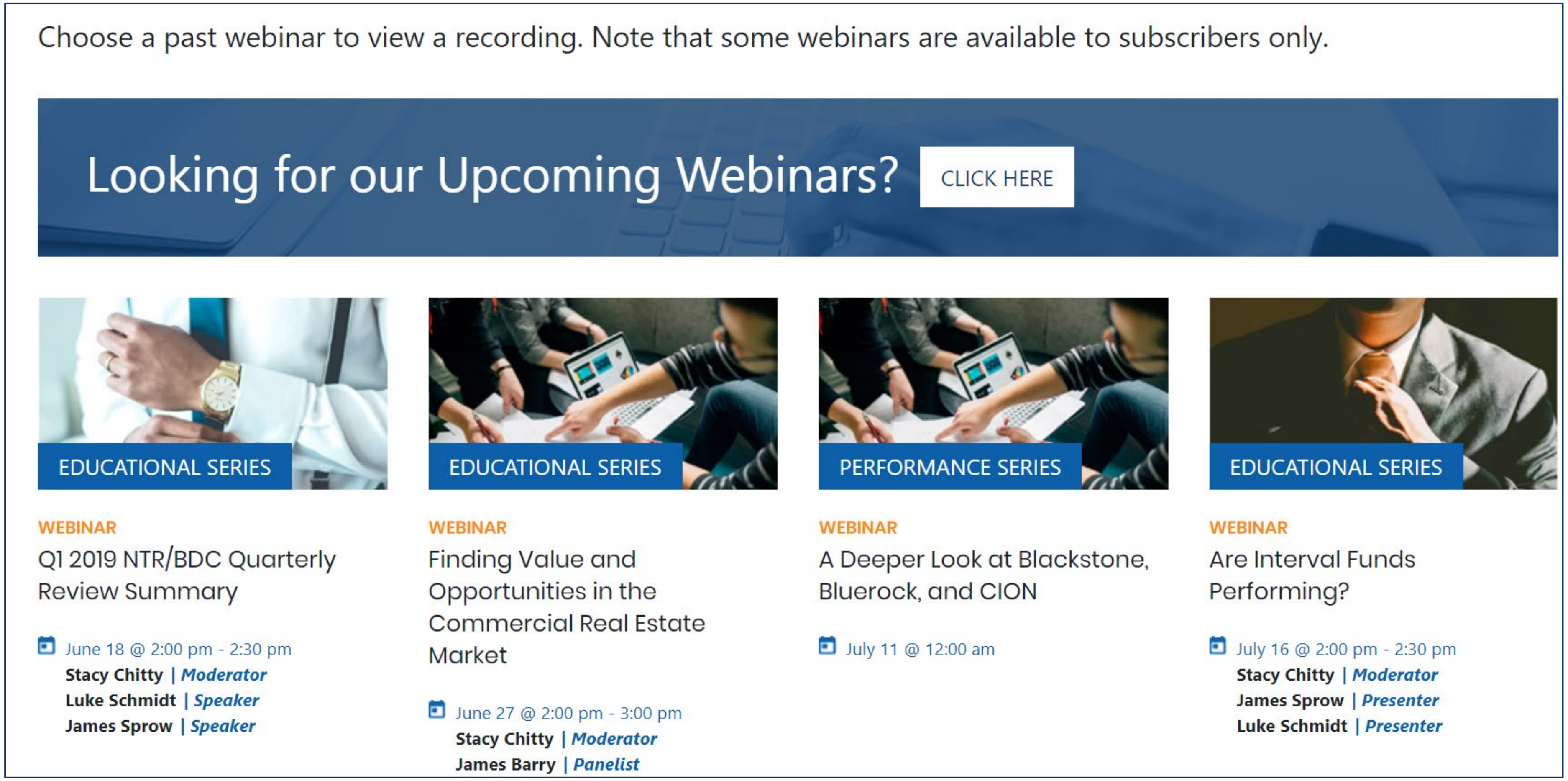

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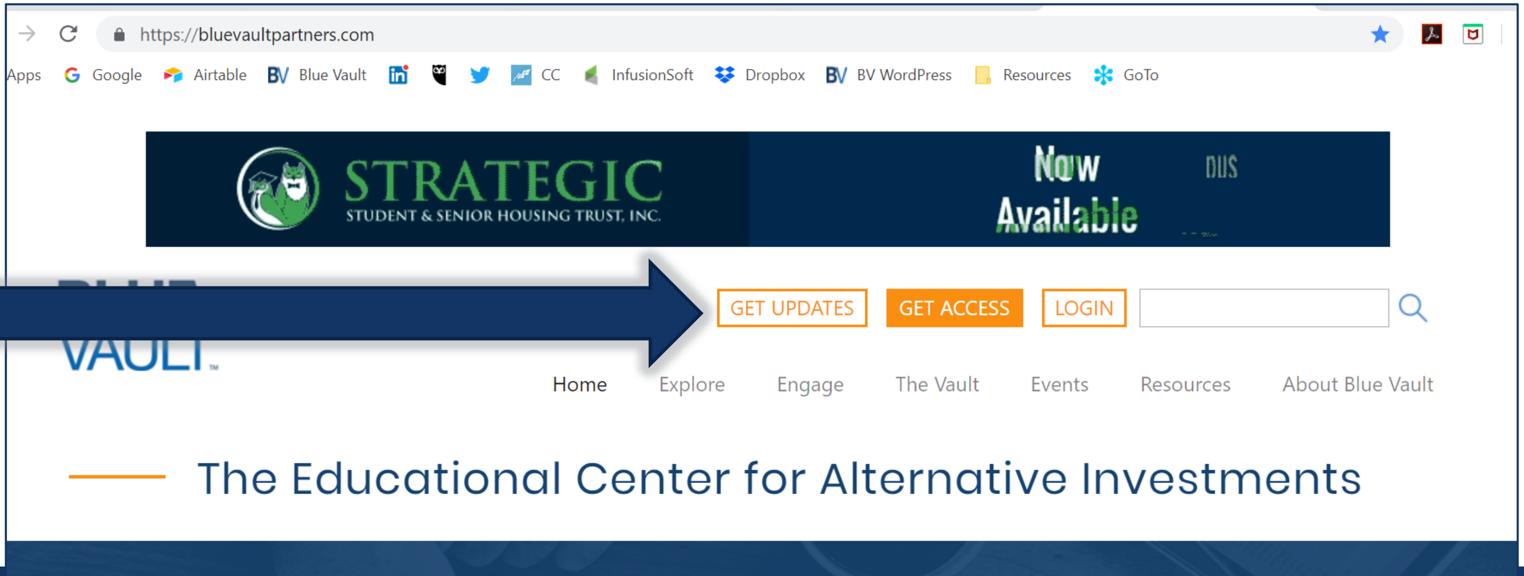

Upcoming Webinars:

Alts Series Webinar:

Understanding the Importance of Blue Vault Research

Dec. 3rd at 2:00 pm EDT

Performance Series Webinar:

A Deeper Look at FS Investments and Hines

Dec. 10th at 2:00 pm EDT

Coaching Series Webinar:

Coaching II

Dec. 12th at 2:00 pm EDT

For information and registration links, go to
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As a new benefit to our subscribers, Blue Vault is pleased to announce our Nontraded REIT's and Interval Funds database and interactive dashboards. This new offering gives our subscribers access to the most comprehensive view of NTR and Interval Funds sales anywhere. The database compiles historical NTR and Interval Fund sales data and the dashboard allows users to review, compare, and filter the information based on a number of data points.

DASHBOARDS

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View monthly capital raise by interval fund

Interval Fund Capital Raise (by Fiscal Year)

View capital raise by fiscal year for interval funds

NTR Capital Raise (by REIT)

View annual capital raise by individual nontraded REITs or for selected groups of REITs

bluevaultpartners.com/interactive-dashboards

Thank You!