

Capital Raising in the New Normal—from Emerging to Institutional Ready—What Investors Are Looking for Now

JUNE 23, 2016

Winston & Strawn hosted a two-panel seminar titled “Capital Raising in the New Normal—from Emerging to Institutional Ready—What Investors Are Looking for Now” on June 23 in Beverly Hills, California.

The panels explored the status of capital raising for both emerging asset managers as well as established managers that seek to raise investment capital from institutional investors, seeders, and accelerators. Topics addressed included:

- Recent changes in the due diligence process and how asset managers are viewed by different types of investors at various points in their development.
- Investment trends, seed or anchor investor terms, attractive strategies, and recent developments regarding fee arrangements.
- Insights on how asset managers can distinguish themselves and find success in the current investing landscape.

The event was designed for private equity, venture capital, real estate, and hedge fund managers, and investment officers for institutional investors, family offices, and high net worth individuals.

Jay Gould, co-chair of the firm’s Financial Services Practice, moderated the “Emerging Managers Panel—How to Shorten the Path to Institutional Quality Status,” additional panel members included:

- Michael Marcus, Partner, Head of Manager Research, Prelude Capital
- Sunil B. Sachdev, Managing Partner, VantagePoint Alternative Investments
- Frank Turner, Portfolio Manager, Alternative Investments, MIG Capital
- Chris Winiarz, Investment Officer, Opportunistic Equity, University of California

Basil Godellas, co-chair of the firm’s Financial Services Practice, moderated the “Institutional Managers Panel—Meeting the Needs of Institutional Investors,” additional panel members included:

- Jonathan Miles, Vice President, Wilshire Associates

- Gary M. Post, Managing Partner, Andina Family Offices/The K Fund
- Matthew Autrey, Vice President, HarbourVest Partners
- Philip Larrieu, Associate Portfolio Manager, California State Teachers' Retirement System (CalSTRS)

Contact Winston & Strawn for more information about this event, including the event location.

By invitation only, seating limited, registration required.

1 Min Read

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Basil Godellas