

X 50 QUESTIONS TO ANSWER & 10 TO ASK IN LP MEETINGS

TEAM

1. Who is on the leadership team?
2. Who owns the management company?
3. Who are the full-time professionals (investors, operators, administrators)?
4. Who are the part-time professionals (advisors, executive network)?
5. How is everyone compensated?
6. What is everyone's prior work history together?
7. How are the team members' skill sets complementary to one another?
8. What outstanding hiring needs remain?
9. Where is everyone based?
10. Have there been any key departures?

PROCESS

1. How do you source investments?
2. Who sources investments?
3. How many investments have you sourced in the last year?
4. How do you determine which investments to advance?
5. How many investment opportunities are discussed at Investment Committee each month?
6. On average, how many times are investments discussed at Investment Committee before making investment decisions?
7. Who is on your Investment Committee?
8. How does the Investment Committee make investment decisions?
9. Does anyone on your team have veto rights on investment decisions?
10. What are examples of opportunities you have passed on? Missed?

TERMS

1. What is your management fee?
2. What is your carried interest?
3. How is your waterfall structured?
4. How long is your investment period?
5. Who are your key person(s)?
6. What is your hard cap?
7. Who is on your LPAC?
8. What is your GP commitment?
9. When is your upcoming close?
10. Who are your biggest LPs?

STRATEGY

1. What is your investment asset class?
2. What sector(s) do you invest in?
3. What is your targeted investment geography?
4. What is your fund size?
5. What is your targeted equity commitments per investment?
6. What is the fund's targeted number of investments?
7. What is the fund's targeted ownership percentage per investment?
8. What is your expected loss ratio?
9. What are your underwriting targets?
10. How do you intend to achieve your underwriting targets?

TRACK RECORD

1. How much capital have you managed previously?
2. How many investments have you managed previously?
3. Over what time period and at what organization(s) did you invest previously?
4. How does the prior investment activity differ from and/or relate to the proposed investment strategy?
5. Do you have attribution on your prior investment activity?
6. Who can provide references to attest to your prior investments?
7. Which deal is most representative of your go-forward investment strategy?
8. Which prior investment represents your biggest lesson learned?
9. Are there parts of your track record you have omitted?
10. How would you rate your track record?

QUESTIONS FOR LPS

1. What is the size of your alternatives program?
2. How many people manage the program?
3. How are the investment decisions made?
4. How many new managers has the program backed in the last 5 years?
5. How many existing managers has the program re-committed to over the last 12 months?
6. Is there any current appetite for new GP relationships?
7. What are the key criteria for investment?
8. Is there an emphasis on diverse-led firms at your program?
9. Have you had any discontinued GP relationships in the program over the last 5 years?
10. Does the program separate decisions across alternatives?