



NAAIM Shark Tank Active Investing Strategy Competition Rules

Who May Participate:

All financial professionals managing an *active investing strategy** are welcome to enter. Note: The NAAIM Shark Tank is designed for non-institutional firms managing less than \$5 billion.

*Active investing strategies can take many forms. For the NAAIM Shark Tank Competition, any strategy not considered a passive approach may participate.

How To Apply:

Complete the NAAIM Shark Tank Competition Application and return to NAAIM:
[2019 Shark Tank ONLINE Application](#)

Deadline for Applications:

The deadline for applications to be submitted is **JANUARY 18, 2019**.

Preliminary Round of Competition (Online):

A preliminary round of competition will be held online via GoToWebinar at a pre-arranged time during January/February 2019.

Each competitor selected will make a 7-minute presentation (this is a hard deadline) to the NAAIM Shark Tank Committee, which will be recorded. A question/answer session with committee members may be conducted at a later date.

All preliminary round PowerPoint presentations must be submitted to the committee one week in advance of the scheduled presentation.

IMPORTANT: Only live, verifiable, real-money returns may be presented. Composite client returns are preferred where possible. In order to ensure consistency, returns are to be presented gross of management fees. Returns from databases such as Theta Research are considered live, real-money returns and may be mathematically adjusted to create gross of fee results. Hypothetical, back-tested, or "model" returns **are NOT permitted** to be presented in any fashion. Violation of this rule will result in immediate disqualification from the competition. If you have any questions regarding the use of return data, please contact the Shark Tank Committee.

Finalist Selection:

The NAAIM Shark Tank Committee will select the finalists based on the quality of the strategy and presentation, strategy tenure and track record, portfolio statistics, and the committee's view of potential adoption success. The committee's selection decisions are final and may not be appealed.

Live, Final Round of Competition:

The finalists will be selected by the NAAIM Shark Tank Committee on or before March 1, 2019.

Finalists will present their strategy to a panel of judges and a live audience during NAAIM's Uncommon Knowledge Conference held on April 28 – May 1, 2019 at the DoubleTree Resort by Hilton Paradise Valley in Scottsdale, Arizona.

Final Round Presentation Rules:

- Each competitor will have precisely 7 minutes to present their strategy (this is a HARD deadline and will not be extended under any circumstances).
- Following the presentation, there will be a 10-minute Q&A session. Questions will originate from the judges and the audience.
- Only live, verifiable, real-money returns may be presented. Composite client returns are preferred where possible. In order to ensure consistency, returns are to be presented gross of fees. Returns from Theta Research are considered live, real-money returns and may be mathematically adjusted to create gross results.
 - **IMPORTANT: Hypothetical, back-tested, or "model" returns are NOT permitted to be presented in any fashion.** Violation of this rule will result in immediate disqualification from the competition. If you have questions regarding the use of return data, please contact the Shark Tank Committee.
- NAAIM will supply general AV (microphone, LCD projector, screen, Internet). Any additional AV required by the presenter will be the responsibility of the presenting firm.
- Each finalist's presentation must be sent to NAAIM no later than Friday, April 12 to be included in the Shark Tank event. If NAAIM does not receive your slides prior to the deadline, they will not be included with your presentation.

Presentation Requirements:

Below is a list of data required in each competitor's presentation. (NAAIM will provide a standardized PowerPoint slide to include in your presentation deck.)

- Strategy's Live Inception Date (Month/Year)
- Annualized Returns: Past 1, 3, 5, 10-year, or longer (list only those applicable)
- Annualized Volatility – NAAIM will provide formula for calculation
- Sharpe Ratio (using a risk-free rate of 2.0%) – NAAIM will provide formula for calculation
- Max Drawdown (daily) – NAAIM will provide formula for calculation

Below is a list of questions to be addressed within your presentation:

- Corporate inception, AUM, # of employees
- Is your firm registered as an RIA? (If Yes, with what regulatory body?)

- What is the estimated AUM you can effectively manage using the strategy presented?
- Does your strategy require any special execution issues?

Voting/Scoring:

The 1st and 2nd place finishers will be announced in a timely fashion at the end of the competition. The winners will be determined by a composite score comprised of Shark Tank Judges scores and Audience scores.

Note: Votes by audience members affiliated with the competing firm are not allowed and will not be counted. All decisions by the Shark Tank Committee are final.

Promotion of Your Services/Strategy During the NAAIM Conference:

IMPORTANT: Unless formally registered with NAAIM as a sponsor of the conference, Shark Tank Competitors are not considered sponsors and may not act as a sponsor or compete with any sponsor/wholesaler during the conference. **Promotion of your service at the Uncommon Knowledge Conference is restricted to one-on-one presentations only.** For more information about sponsorship visit: [Sponsorship Opportunities 2019](#) or contact NAAIM at info@naaim.org.

Promotional materials for your service may only be distributed by the Shark Tank competitor and only AFTER the Shark Tank event has been completed. Shark Tank competitors are prohibited from having sales staff attending the conference and/or distributing materials to conference attendees.