



November 2019 NAAIM Shark Tank Competition Rules

The Premiere Active Investing Strategy Competition

Who May Participate:

All financial professionals managing a **Stock Selection Strategy** or a **Tactical Stock Market Strategy** are welcome to enter. Note: The NAAIM Shark Tank is designed for non-institutional firms managing less than \$5 billion.

Stock Selection Strategies. Attention all Stock pickers: Here's your chance to show your stuff. Stock selection strategies are defined as investing strategies that apply "selection alpha" to a portfolio of individual equities. All managers with verifiable, live track records for their stock picking strategies are welcome to compete.

Tactical Stock Market Strategies. Traders, timers, and risk managers: This competition category is for you. Tactical Stock Market Strategies are defined as investing strategies that utilize a tactical approach to the management of the U.S. stock market. All managers with verifiable, live track records for their tactical strategies are welcome to compete. Note that leverage is limited to 2X for this competition.

How to Apply:

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

Deadline for Applications:

The deadline for applications to be submitted is **September 30, 2019**

Preliminary Round of Competition (Online):

A preliminary round of competition will be held online via GoToWebinar at a pre-arranged time from October 1 through October 18.

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 during your preliminary presentation or 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 October 21, 2019. Note: NAAIM Membership is required to participate in the live NAAIM Outlook Shark Tank Finals.

November 2019 NAAIM Shark Tank Finals: The finalists will compete in front of the live audience at NAAIM’s Outlook conference on Sunday, November 10, 2019 at the Hyatt Regency DFW in Dallas, TX.

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-minutes 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, November 1 to be included in the Outlook 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:

One winner of each category will be announced at the Outlook Conference on Monday, November 11. 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 Outlook Conference:

IMPORTANT: Competitors are not considered sponsors and may not act as a sponsor or compete with any sponsor/wholesaler during the Outlook conference. Shark Tank competitors are prohibited from having sales staff attending the conference and/or distributing materials to conference attendees.