



## NAAIM Active Investing Strategy Competition Rules

### The Premiere Active Investing Strategy Competition

#### Who May Participate:

All financial professionals managing one of the following investment strategies:

- Active Bond/Fixed Income Strategies
- Active Stock Selection Strategies
- Strategic Allocation Strategies
- Tactical Stock Market Strategies
- Alternatives Strategies

Note: The NAAIM Investing Strategy Competition is designed for non-institutional firms managing less than \$5 billion.

**Active Bond/Fixed Income Strategies** - Investing strategies utilizing an actively managed approach to the Bond/Fixed Income markets.

**Active Stock Selection Strategies** - Investing strategies that apply active “selection alpha” to a portfolio of individual equities.

**Strategic Allocation Strategies** - Investing strategies employing an actively managed, strategic approach to asset allocation.

**Tactical Stock Market Strategies** - Investing strategies utilizing a tactical approach to the management of the U.S. stock market. Note that leverage is limited to 2X for this competition.

**Alternatives Strategies** - Investing strategies applying active management techniques to alternative asset classes or utilize an alternative approach to managing traditional asset classes.

#### How to Apply:

Complete the NAAIM Investing Strategy Preliminary Competition Application and return to NAAIM:

[2020 Uncommon Knowledge ~ NAAIM Investing Strategy Competition](#)

## Deadline for Applications: ASAP!

### Preliminary Round of Competition (Online):

A preliminary round of competition will be held online via GoToWebinar at a pre-arranged time from February 1 through March 31, 2020.

Each competitor selected will make a 7-minute presentation (this is a hard deadline) to the NAAIM Investing Strategy 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 NAAIM Investing Strategy Competition Committee.

### Finalist Selection:

The NAAIM Investing Strategy Competition 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 Investing Strategy Competition Committee on or before March 31, 2020.

Note: NAAIM Membership is required to participate in the live NAAIM Investing Strategy Competition Finals.

### May 3<sup>rd</sup> NAAIM Investing Strategy Competition Finals:

The finalists will compete in front of the live audience at NAAIM’s Uncommon Knowledge Conference on Sunday, May 3<sup>rd</sup> at 6:30 pm at The Westin Tampa Waterside in Tampa, FL.

### 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 NAAIM Investing Strategy Competition 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 24 to be included in the Uncommon Knowledge NAAIM Investing Strategy Competition 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 Uncommon Knowledge 2020 conference on Monday, May 4. The winners will be determined by a composite score comprised of NAAIM Investing Strategy Competition 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 NAAIM Investing Strategy Competition Committee are final.

### Promotion of Your Services/Strategy during the NAAIM Uncommon Knowledge 2020

**IMPORTANT:** Competitors are not considered sponsors and may not act as a sponsor or compete with any sponsor/wholesaler during the Uncommon Knowledge 2020 conference. NAAIM Investing Strategy Competition competitors are prohibited from having sales staff attending the conference and/or distributing materials to conference attendees.