



→ LOGIN

Sourcing and Initial Assessment

FGG is introduced to several hundred potential managers in the course of each year. A relevant subset of these leads are pursued and background information on promising potential relationships is collected and shared among FGG's professionals for initial assessment.

The nature of FGG's manager transparency model employs a significantly higher level of due diligence work than that typically performed by most fund of funds and consulting firms. This model requires a thorough understanding of a manager's business, staff, operational practices, and infrastructure.

At this stage, FGG begins qualitative and quantitative reviews of a manager's past performance obtained from independent sources, as well as a series of manager interviews and reference calls.

Through this process, a preliminary assessment evolves of a manager's business and investment practices. Particular attention is paid to the extent to which each manager's controls are reasonably suited to maintain operational, market, and credit risks at an appropriate level and as represented by the manager.

During this period, FGG personnel also have an opportunity to evaluate a manager's attitudes and receptiveness (as opposed to his proclaimed intention) towards providing FGG with full transparency of its security level trading activity and access to its investment thought process.

This close level of communication and access is the cornerstone of FGG's ongoing relationship with the manager, without which a business relationship with FGG would not exist.

A small portion of managers who pass through this basic screening process are considered for further, significant investigation. Some do not progress beyond this stage; some are placed on a watch list for further monitoring.

FGG's business model enables the firm to have privileged access to all aspects of a manager's operation and investment process, including security level transparency for risk monitoring purposes.