

Steps in the Greycourt Advisory Process for Endowments

STEP 1 Understand the endowment's situation	STEP 2 Design the portfolio	STEP 3 Manager selection	STEP 4 Formalize the investment policies	STEP 5 Implement the Portfolio	STEP 6 Monitor and report
<ul style="list-style-type: none"> ➤ Mission ➤ Spending ➤ Decision-making ➤ Risk tolerance ➤ Estate plan ➤ Performance objectives ➤ Portfolio and managers ➤ Custody 	<ul style="list-style-type: none"> ➤ Asset allocation ➤ Asset class strategies ➤ Client-imposed constraints ➤ Strategic ranges 	<ul style="list-style-type: none"> ➤ Best in class ➤ Fee negotiations ➤ Performance benchmarks ➤ Peer group comparisons ➤ Manager guidelines ➤ No conflicts 	<ul style="list-style-type: none"> ➤ Asset allocation ➤ Rebalancing policy ➤ Performance benchmarks ➤ Duties and responsibilities ➤ Risk controls ➤ Periodic review 	<ul style="list-style-type: none"> ➤ Funding asset classes ➤ Funding managers ➤ Transitioning issues ➤ Tax costs ➤ Administrative support 	<ul style="list-style-type: none"> ➤ Monthly manager "flash" reports ➤ Quarterly reconciled performance reports ➤ Peer group comparison ➤ Tactical asset allocation ➤ Ongoing communication