



## Capital Market Consultants, LLC

### Investment Manager Research Summary

Capital Market Consultants, LLC is the leading business consulting and investment advisory firm providing customized open architecture investment management<sup>1</sup> (OAIM) solutions for small to mid-sized financial organizations. We work with start-ups, developing and mature organizations to grow their OAIM investment business. Our services are varied and include assisting in the development of complete investment advisory offerings (e.g. separate account wrap programs) to smaller, more defined business solutions that enhance specific aspects of an existing program (e.g. investment manager and mutual fund research).

A service we commonly provide institutional clients is fundamental investment management research; outsourcing certain program responsibilities allows firms to focus their time and resources on growing their business. We not only help clients with manager (or fund) search, selection and roster maintenance, we also provide complete and ongoing due diligence documentation. Research clients receive a copy of our completed manager file on recommended firms and products that are updated periodically throughout the year. CMC maintains a proprietary list of recommended investment management products. From this list of investment alternatives we build and maintain investment management rosters for the specific business needs of our clients. We are continuously looking for demonstrated investment management talent and skill.

Management products may have application in multiple distribution channels spanning industries. We work with the investment businesses of firms in the following industries:

- Banking
- Accounting
- Insurance
- Brokerage
- Trust
- Family Offices
- RIAs
- Law firms

Because of these industry and client size differences, the back office and operational issues of our clients can vary; some clients have wrap programs and are self-clearing while others custody and clear through another party (e.g. Fidelity Separate Account Network or Schwab Institutional). Each distribution opportunity is likely to be somewhat different and should be evaluated on the merits by each manager.

CMC is a registered investment advisor whose Principals have forty years of OAIM experience, offering end-to-end business solutions from program design and investment manager research to advisor training. CMC does not serve as a program sponsor; all contractual arrangements for your investment management services will be made directly with our clients and not with CMC.

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<sup>1</sup> OAIM solutions may include separately managed accounts, mutual funds, exchange traded funds and alternative investments.