

## **About FocusPoint**

### **David Conrod, FocusPoint Private Capital Group:**

FocusPoint identifies managers, raises capital for private funds.

We have a very experienced team that's been working together for a long time – almost 20 years. We've been very successful raising first-time funds, successor funds, as well as funds 5 and funds 6. We do a very good job smoking out investors that probably are just there for a free hour of education.

Part of our job is to smoke out investors that may not necessarily be a prospect - whether they already have too much of an allocation to that asset class or that sector. That would be a waste of time for us, and it would be a waste of time for our GP client. What's expensive is people's time and just really spend a good time mapping the mark and identifying legitimate prospects.