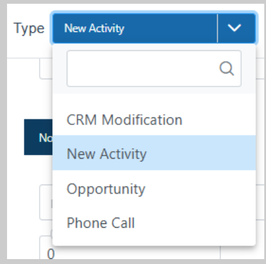
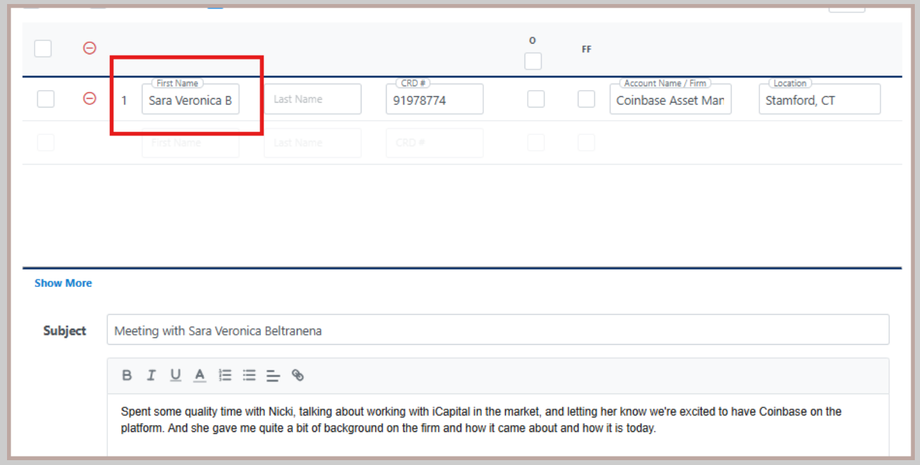
New Event	
Type	**New Activity** — Used for in person and virtual meetings.
Task Description	**Default formats:** **For 1 FA:** [FA Name] – [firm] ex: John Smith – ABC Company **For 2 FAs:** [FA Name and FA Name] – [firm] ex: John Smith and Bob Smith – ABC Company **For 2 FA's from different firm:** [FA Name and FA Name] (no need to indicate firms) **For 3 or more FA's for group meeting or multiple notes:** [First FA Name mentioned] and Others
Task Comments	This is for sending messages to the user directly on the app, only if needed.
Internal Comment	Populate with missing information such as FA's Name in SF, CRD, timestamps, comments for the proofer, etc.
Special Instructions	Instructions or any information provided by the wholesaler.
Start Date and Time	**Date**: Capture what's provided. If none, use the date of the recording. **Time**: Capture what's provided. If none, leave blank.
Contacts	• **FA Name:** Mirror what's in Salesforce. Put the advisor's complete name in the First Name field to copy/paste names faster during CRM entry. • **CRD#**: Refer to FINRA. If none, leave blank. • **Account Name /Firm**: Capture as provided. • **Location:** Capture as provided.
Subject	Capture as provided. If none, the defaults are: • **For 1 FA**: Call/Meeting/Zoom/GP Meeting with [FA Name] • **For 2 FAs**: Call/Meeting/Zoom/GP Meeting with [FA Name] and [FA Name] • **For 3 or more FAs**: Call/Meeting/Zoom/GP Meeting with [Firm Name]
Comments (Notes)	Clean verbatim.
Type	Capture as specified. If none, the defaults are: • New Event: **Meeting (In-Person)** — for face to face meetings **Meeting (Zoom)** — for Zoom or virtual meetings **Meeting with GP** — for meetings with Gps
Sub-Type	Capture as specified. If none, the defaults are: • New Event: **One on One** — for meetings with one FA in attendance **Meeting (Zoom)** — for Zoom or virtual meetings **Team Meeting** — for calls with 2 or more FA's in attendance **Meeting with GP** — for meetings with GPs
Duplicate Activity — Goal Tracking	Tick checkbox as provided. If none, skip.
Assigned To	• **For recordings**: Name of wholesaler. • **For ES Weekly notes:** Owner of the account in SF.
Fund/Offering*	• Select funds and/or product-related topics as provided or as discussed. • If no specific products were provided or discussed, send clarification email.
Topic	• **Check-In:** Select as provided. • **Fund:** Select if fund/s are tagged in the *Fund/Offering* field. • **IR/Ops:** Select as provided. • **Prospecting:** Select if WS indicates FA/team is a "Prospect"
Location	As provided. If none, leave blank.
Investment Product Member(s)	Select names as provided. If none, leave blank.
Potential Ticket $	Capture as provided. If none, leave blank.
Follow Up Date	Capture as provided. If none, leave blank.
ES Weekly Update	Tick checkbox for Enterprise Solution/ES Weekly update/weekly notes/weekly bullets.
Related To	Link Opportunity/Firm/Account as provided.



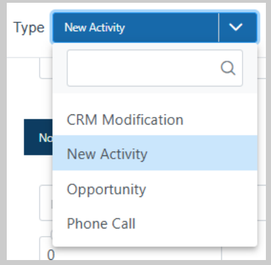


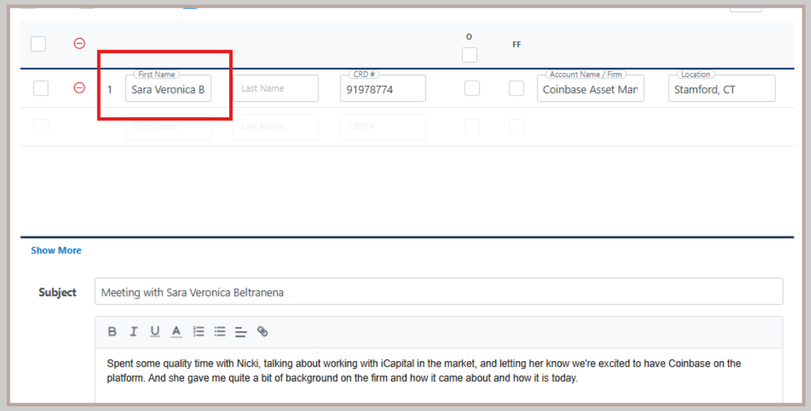
Type	Meeting (In-Person)	Sub-Type	One on One
Subject	Meeting with David Massey		
Comments	Introduction to iCapital. Discussed fund structure and client positioning. Deep dive into AMG, iDPE, and Blue Owl. F/u with hypo.		
Assigned To	Mark Mol		
Location			
Fund / Offering	AMG Pantheon iDirect Private Markets Fund Blue Owl Core Income (ORCIC)		
Topic	Fund		
Investment Product Member(s)			
Potential Ticket $			
Follow Up Date	Oct 17 2024		
ES Weekly Update			
Related To			

Type	Meeting (Zoom)	Sub-Type	Meeting (Zoom)
Subject	Zoom with Jamie Gresik		
Comments	Alex reached out to Jamie to introduce himself as a resource if they have any questions about iDPE. Jamie was fairly candid and said it's pretty unlikely that they're going to add to their iDirect position. They're currently not interested in any funds that have sub docs of any kind, so if iDPE had a ticker, it's something they would be interested in. Alex used this as a simple opportunity to bring up iDPC and Jamie said absolutely worth a conversation once it converts to an interval fund. They do have an internal private credit fund that he manages, doesn't seem to be something where they have a lot of demand, but iDPC is interesting and worth a conversation.		
Assigned To	Alex Cochran		
Location			
Fund / Offering	iDirect Private Markets Fund (IDPE) iDirect Private Credit (IDPC)		
Topic			
Investment Product Member(s)			
Potential Ticket $			
Follow Up Date			
ES Weekly Update			
Related To			

Log a Call / Follow-up

Type	**Phone Call** — Used for phone calls, voicemail/message, email and follow-up tasks.
Task Description	**Default formats:** **For 1 FA:** [FA Name] – [firm] ex: John Smith – ABC Company **For 2 FAs:** [FA Name and FA Name] – [firm] ex: John Smith and Bob Smith – ABC Company **For 2 FA's from different firm:** [FA Name and FA Name] (no need to indicate firms) **For 3 or more FA's for group meeting or multiple notes:** [First contact mentioned] and Others
Task Comments	This is for sending messages to the user directly to the app, only if needed.
Internal Comment	Populate with missing information such as FA's Name in SF, CRD, timestamps, comments for the proofer, etc.
Special Instructions	Instructions or any information provided by the wholesaler.
Start Date and Time	**Date**: Capture what's provided. If none, use the date of the recording. **Time**: Capture what's provided. If none, leave blank.
Contacts	• **FA Name:** Mirror what's in Salesforce. Put the advisor's complete name in the First Name field to copy/paste names faster during CRM entry. • **CRD#**: Refer to FINRA. If none, leave blank. • **Account Name /Firm**: Capture as provided. • **Location:** Capture as provided.
Subject	Capture as provided. If none, the defaults are: **For 1 FA**: Call/Meeting/Zoom/GP Meeting with [FA Name] **For 2 FAs**: Call/Meeting/Zoom/GP Meeting with [FA Name] and [FA Name] **For 3 or more FAs**: Call/Meeting/Zoom/GP Meeting with [Firm Name]
Comments (Notes)	Clean verbatim.
Type	Capture as specified. If none, the defaults are: • Log a Call: **Outbound/Inbound** — for calls over the phone to/from the FA **Email** — for emails
Sub-Type	Capture as specified. If none, the defaults are: • Log a Call: **One on One** — for calls over the phone with one FA in attendance **Meeting (Zoom) —** for Zoom or virtual meetings **Team Meeting** — for calls with 2 or more FA's in attendance **Meeting with GP —** for calls to the FA with GP's in attendance **Email** — for emails
Assigned To	**For recordings**: Name of the wholesaler. **For ES Weekly notes**: Owner of the account in SF.
Disposition	• **Conversation** — **default**, unless specified. • **Quality Conversation —** Capture as specified. • **Voicemail / Message** — default for voicemails/left messages. • **No Contact** or **N/A** — default for a no-show. • **Not Interested** — Capture as specified. • **Wrong Number** — Capture as specified.
Status	• **Completed** — default for call notes. • **Open** — default for follow-up tasks, and future-dated activities, if any.
Priority	• **Normal** — **default**, unless otherwise specified. • **High —** Capture as specified.
Fund/Offering*	• Select funds and/or product-related topics as provided or as discussed. • If no specific products were provided or discussed, send clarification email.
Investment Product Member(s)	Select names as provided. If none, leave blank.
ES Weekly Update	Tick for Enterprise Solution/ES Weekly update/weekly notes/weekly bullets.
Potential Ticket $	Capture as provided. If none, leave blank.
Follow Up Date	

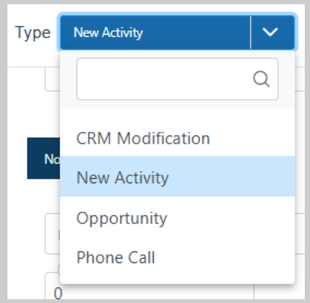


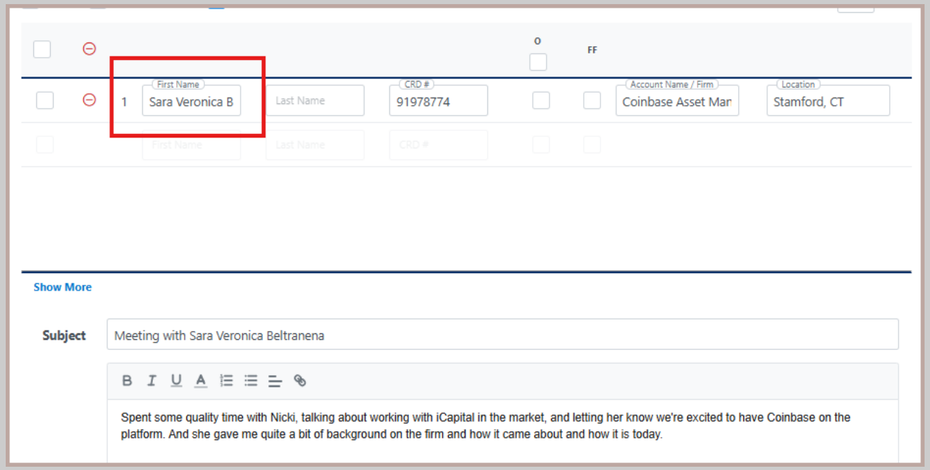


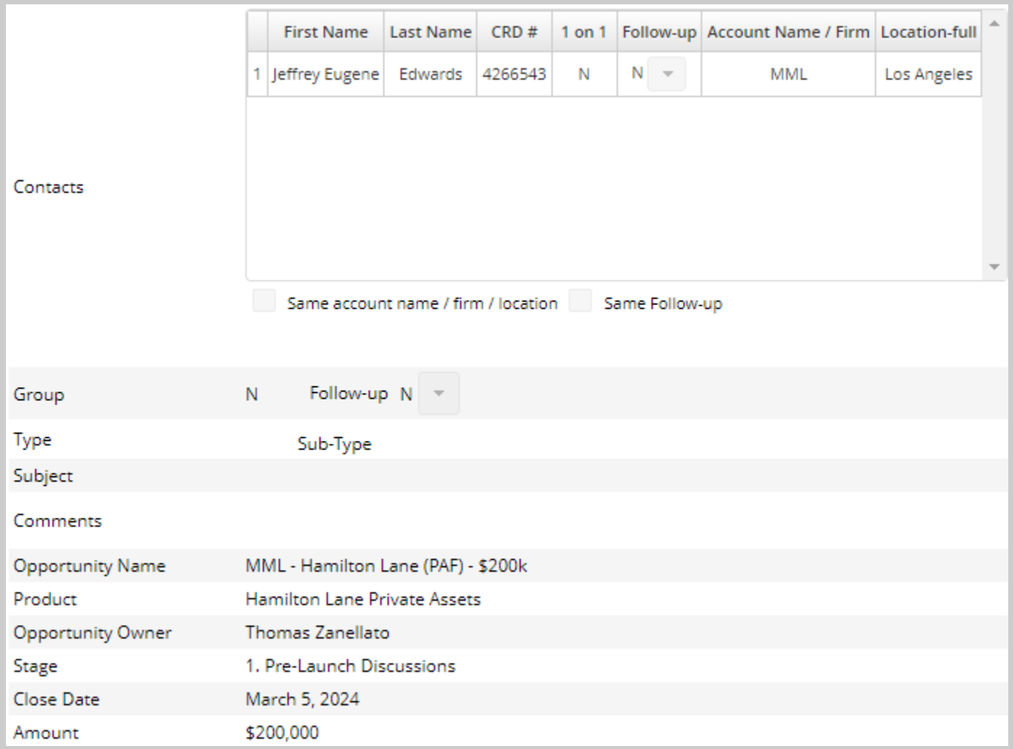
Type	Outbound Call	Sub-Type	One on One
Subject	Call with John Pohlad		
Comments	John is on the advisory side of the business at Simplify Wealth Management. We didn't get into the nuance of their business. Alex and John were colleagues in a past life, so Alex reached out to get a meeting on the calendar for his trip to Minneapolis in a couple weeks. Alex and John are going to connect in person in Minneapolis, and we will learn more if it's an iDirect prospect or a broader iCapital prospect as well.		
Status	Completed		
Priority	Normal		
Assigned To	Alex Cochran		
Disposition	Conversation		
Fund / Offering			
Investment Product Member(s)			
ES Weekly Update			
Follow Up Date			
Potential Ticket $			

Date	02/05/2026 EST
Time	
Interval	0
Group	N
Group Follow-up	N
Type	Email
Sub-Type	(none)
Subject	Follow-up Task for Nate James
Description/ Comments	Setting time to review Alts Decoded and leveraging a conversation with others in the office about their onboarding experience.
Assigned To	Nate James
Disposition	N/A
Status	Open
Priority	Normal
Fund / Offering	(none)
Investment Product Member(s)	(none)
ES Weekly Update	
Follow Up Date	Feb 05 2026 12:00AM EST
Potential Ticket $	

Opportunity	
Type	**Opportunity** — Used for creating/updating opportunities.
Task Description	**Default formats:** **For 1 FA:** [FA Name] – [firm] ex: John Smith – ABC Company **For 2 FAs:** [FA Name and FA Name] – [firm] ex: John Smith and Bob Smith – ABC Company **For 2 FA's from different firm:** [FA Name and FA Name] (no need to indicate firms) **For 3 or more FA's for group meeting or multiple notes:** [First contact mentioned] and Others
Task Comments	This is for sending messages to the user directly on the app, only if needed.
Internal Comment	Populate with missing information such as FA's Name in SF, CRD, timestamps, comments for the proofer, etc.
Special Instructions	Instructions or any information provided by the wholesaler.
Internal Comments	- Populate reason for clarification (if applicable). Examples: *Profile Not Found – John Smith *Date and Time Not Provided *Two Profile Results – John Smith - Suggested Salesforce/website link for contact/firm profiles
Start Date and Time	**Date**: Capture what's provided. If none, use the date of the recording. **Time**: skip.
Contacts	• **FA Name:** Mirror what's in Salesforce. Put the advisor's complete name in the First Name field to copy/paste names faster during CRM entry. • **CRD#**: Refer to FINRA. If none, leave blank. • **Account Name /Firm**: Capture as provided. • **Location:** Capture as provided.
Subject **Comments (Notes)** **Type** **Sub-Type**	Skip
Opportunity Name*	Capture what's provided. If none, follow format below: ***[Account Name] – [Fund] [Amount]*** Sample: Greene Wealth Management – Millennium $100K
Product*	Capture what's provided. Make sure to search the exact name of the product in SF.
Opportunity Owner*	Wholesaler's name unless specified.
Stage*	Capture what's provided. If none, send clarif.
Close Date	Capture what's provided. If none, leave blank.
Amount*	Capture what's provided. If none, send clarif.

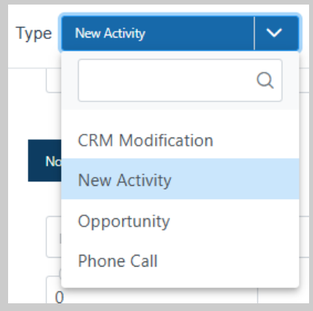


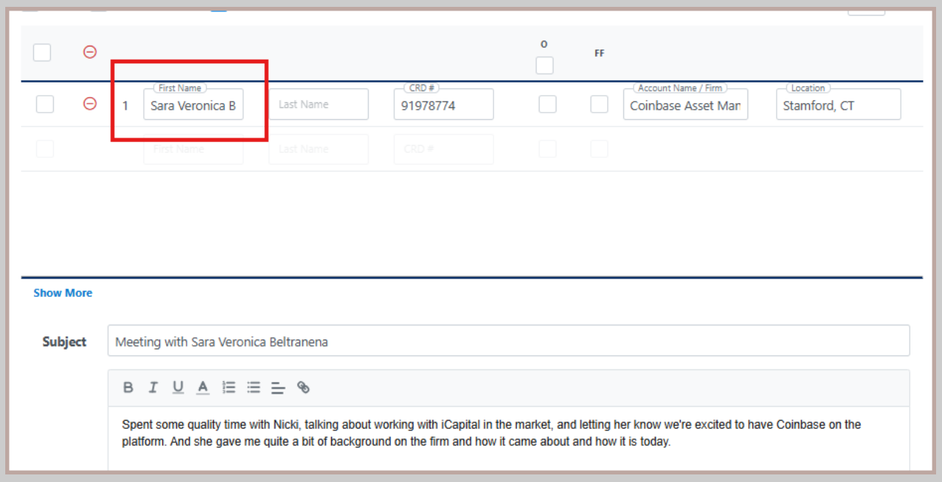


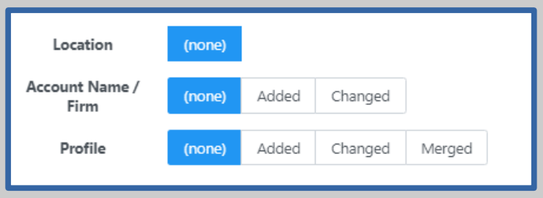


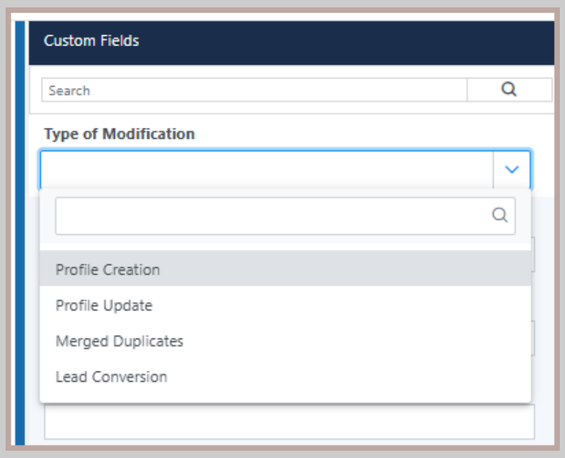
CRM Modification

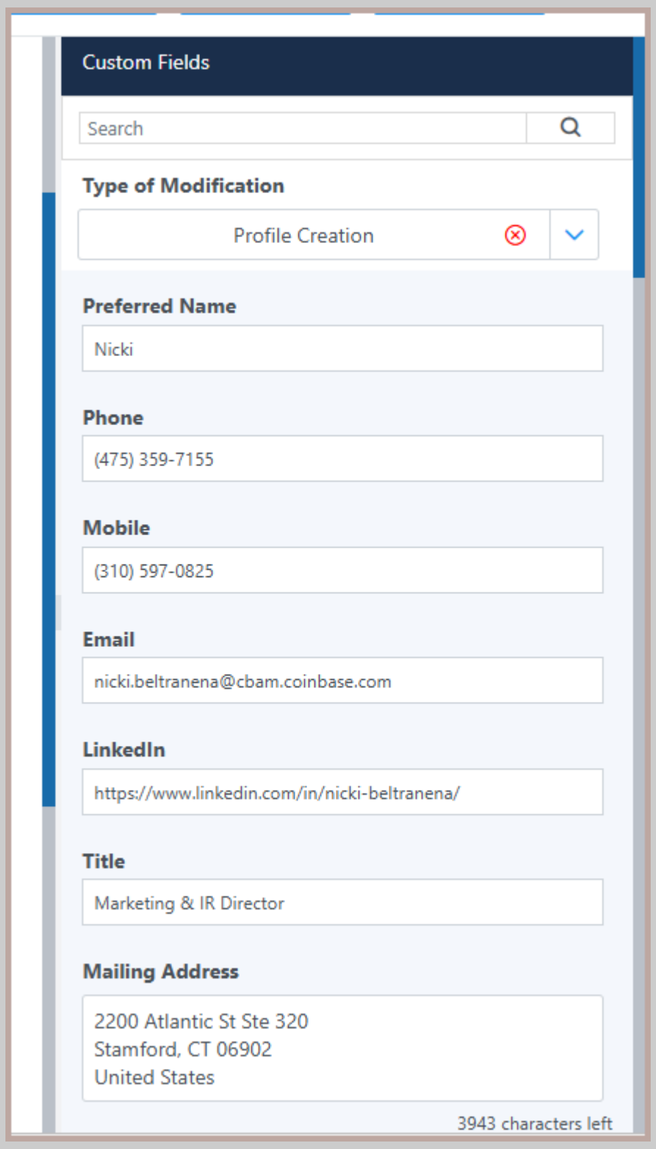
Type	**CRM Modification** — Used for profile creations/updates/lead conversions.
Task Description	**Default formats:** **For 1 FA:** [FA Name] – [firm] ex: John Smith – ABC Company **For 2 FAs:** [FA Name and FA Name] – [firm] ex: John Smith and Bob Smith – ABC Company **For 2 FA's from different firm:** [FA Name and FA Name] (no need to indicate firms) **For 3 or more FA's for group meeting or multiple notes:** [First contact mentioned] and Others
Task Comments	This is for sending messages to the user directly on the app, only if needed.
Internal Comment	Populate with missing information such as FA's Name in SF, CRD, timestamps, comments for the proofer, etc.
Special Instructions	Instructions or any information provided by the wholesaler.
Internal Comments	- Populate reason for clarification (if applicable). Examples: *Profile Not Found – John Smith *Date and Time Not Provided *Two Profile Results – John Smith - Suggested Salesforce/website link for contact/firm profiles
Start Date and Time	**Date**: Capture what's provided. If none, use the date of the recording. **Time**: skip.
Contacts	• **FA Name:** Mirror what's in Salesforce. Put the advisor's complete name in the **First Name** field to copy/paste names faster during CRM entry. • **CRD#**: Refer to FINRA. **If none, create CRD in this format: UN + random numbers. Example: UN69878758** • **Account Name /Firm**: Mirror what's in Salesforce. • **Location:** Copy what's found on their website, or mirror the teammate's profile in the CRM.
Account Name / Firm | Profile	*Select the appropriate action when creating or changing Account/Firm profile or Advisor profile. **Added** – used when you create/add a profile in SF. **Changed** – utilized when updating infos in the profile. **Merged** – when merging a profile.
Subject **Comments (Notes)**	Skip
Type of Modification	• **Profile Creation** – for creating/adding profile • **Profile Update** – when updating info in a profile • **Merged Duplicates** – for merging duplicate profiles • **Lead conversion** – converting a lead profile to contact
Preferred Name **Phone** **Mobile** **Email** **LinkedIn** **Title** **Mailing Address** **Secondary Email** **Account CRD** **Sub-Type** **Company Title** **Region** **Parent Account** **AUM level** **Types in Investments Utilized** **Knowledge of Alternatives** **Decision to Add new Offerings** **Investment Discretion Type** **Interest in AI** **Typical Allocation Levels** **Due Diligence Process** **SI product Preferences** **Interest in Specialty Products** **Manager Profile / Preference** **AI Access Point**	Search on their website, or Google search for these details and populate accordingly.
AI Asset Class (Level 1) **AI Asset Class (Level 2)**	• Capture as provided. • If none, leave blank.
Typical Client Wealth Profile **Typical Client Account Size** **Source of wealth** **Offshore Opportunity (Y/N)** **International Branches** **Custody Firm** **AI Platform Competition** **SI Sales Competition** **SIMON Integrated** **Data Aggregation** **Turn Key Asset Manager (TAMPs)** **Frequency of Contact** **Contact Types** **Content** **Deal Appetite** **Not a Financial Advisor** **No Investment Decisions**	











Funds / Offerings	Jargon/Nomenclature/Trigger Words/ Alternate Names/ Tickers
26North Private Equity Partners I	
400 Capital Credit Opportunities	
ACAP Strategic Fund	
AG Twin Brook Capital Income Fund ("TCAP")	TPG Twin Brook
AI Insight	
Alkeon Capital Management, LLC	
Alkeon Growth	
AltsEdge	
AMG Pantheon	
Angelo Gordon	
Annuities	
APAX Global Impact	
Apollo 1031	
Apollo Realty Income Solutions (ARIS)	
AQR Apex	
AQR Capital Management LLC	
AQR Delphi II	
AQR Flex 1 Series	
Architect	
Architect Portfolio Analysis	
Arctos American Football	
Ares 1031	Ares 1031 exchange fund
Ares Diversified Real Estate Exchange	
Ares Private Markets Fund	
Balyasny Atlas Enhanced	
BAML QIS	
Barclays US Tech Accelerator	
Barc QIS	
BlackRock Adaptive US Equity 5% / BAUSE5X	
Blackrock Alpha	
Blackrock Monticello Debt REIT	
Blackstone Private Equity Strategies Fund	
Blackstone Real Estate Income Trust Inc S2	
Blue Owl Capital Net Lease Trust	ORENT; private REIT
Blue Owl Core Income	ORCIC (Owl Rock Core Income)
Blue Owl Credit Income	
Blue Owl Digital Infrastructure Trust (ODIT)	ODIT
Blue Owl Real Estate Net Lease Trust	
Blue Owl Stakes VI	
Blue Owl Technology Income Corp	OTIC, OTIC; Blue Owl BDC
Blue Owl Technology Income Corp (OTIC)	
BNPIMAD5	
BNP QIS	
BREIT	
BREIT-O	
Brevan Howard 2	
Brookfield Infrastructure Income Fund Inc. (BII)	
Brookfield Private Equity	
BWR	
BXPE	
Campbell Absolute Return Fund	
Carlyle AlpInvest Private Markets Fund (CAPM)	CAPM
Carlyle Property Investors	
Carlyle Tactical Private Credit	
Carlyle Tactical Private Credit Fund (CTAC)	CTAC
Cetera Blended Alternatives Model - Moderate	
Clarion Industrial	
CLARION PARTNERS REAL ESTATE INCOME FUND INC	
Clayton Dubilier & Rice (CD&R) XIII	
Co-Investments	
Collection Co-Invest I	
Contrarian Emerging Markets	
Curated Menu	
Custom HF	
Custom Model Portfolio	
Custom PE	
CVC Growth Partners	
CVC Growth Partners III	
Data Solutions	Mirador
Davidson Kempner Real Estate Opportunities Fund	
Direct Deals	
Direct Fund	
Eaton Vance Exchange Funds	
Eaton Vance Management	
Elliot Funds	
Energy	
EQT XI	
Feeder Fund	
Fenghe	
FRANKLIN LEXINGTON PRIVATE MARKETS FUND	
General Atlantic Investment Partners 2025	
Golub BDC 4	
GP Sponsored Fund	
Griffin Capital Qualified Opportunity Zone Fund IV	Griffin Quality Opportunity Zone
Hamilton Lane Private Assets	Hamilton Lane PAF Fund
Hamilton Lane Private Infrastructure Fund	Hamilton Lane Infrastructure
Hamilton Lane Private Secondary Fund (HLPSF)	
Hamilton Lane Venture Capital & Growth Fund ("VCG")	
Hawk Ridge	
HedgeForum BAM Atlas Enhanced Ltd	
Hedge Funds	
Hedging & Monetization	
HF Core	
HF Diversifier	
HF Fundamental Trading	
HF Pentwater	
HF Renaissance Equities RIEF	
HF TCI	
HF Third Point	
HFTP Ultra	
Hines 1031	
Hines Global Income Trust	
HPS OPPORTUNISTIC FUND II	
HSBC QIS	
iCapital Balanced Model Portfolio	iCapital Model Portfolios; Balanced Model Portfolio
iCapital-Carlyle Tactical Private Credit Access Fund	
iCapital Growth Model Portfolio for Accredited Investors	iCapital Model Portfolios; Growth Model Portfolio; Accredited
iCapital Growth Model Portfolio for Qualified Clients	iCapital Model Portfolios; Growth Model Portfolio; Qualified Clients
iCapital Income Model Portfolio	iCapital Model Portfolios; Income Model Portfolio
ICG Metro II	
Identity - Tech Solution	
iDirect Multi-Strategy Fund (IDHF)	IDHF
iDirect Private Credit (IDPC)	IDPC
iDirect Private Markets Fund (IDPE)	IDPE
Infrastructure	
Integrum Direct	
Integrum Fund II	
Invesco Commercial Real Estate Finance Trust	
Ironwood Multi-Strategy	
JPM Infrastructure Investments Fund (IIF)	JPM Infrastructure
JPM QIS	
KKR FS Income Trust	
KKR FS Income Trust Select	
KKR Infrastructure Conglomerate	
KKR NGT IV	
KKR Private Equity Conglomerate	
KREST	
KREST-O	
Lord Abbett	
M+	
M+ Accelerator Autocall ETF	
M+ Dualyield Autocall ETF	
M+ Dynabuffer ETF	
M+ ETFs	
M+ Income Momentum Autocall ETF	
MacKay Shields High Income	
Makena Perpetual Venture Capital Program	
Mariner Investment Group LLC	
Marketplace	
Menlo All Access Fund	Menlo Fund
MerQube	
Millennium Fund II	
Millennium HedgeFocus	
Millennium SEALS	
MS QIS	
MW Global Opportunities	
Neuberger Berman Strategic Capital II	
New PERE Collection VII	
Nuveen Churchill Private Capital Income Fund	Nuveen Churchill; PCAP
Nuveen Global Cities	
Oaktree Strategic Credit Fund	
Other QIS	
OTIC	
OTIC-O	
Outcome Driven Strategies (SMA)	
Palestra Capital	
Parallax	
Partners Group Growth	
PE 8 Capital-Ascent III Access Fund, L.P.	
PE HH Pre IPO V	
Pentwater Event Fund Ltd	
PERE Collection V	
PERE Collection VI	
Permira IX	
PIMCO Muni Interval	
PIMCO PFLEX	
Private Credit	
Private Equity	
Private Funds	
RBC QIS	
Real Assets	
Real Estate	
Renaissance IE Fund II (RIEF)	
S&P Market Agility	
Sachem Head	
Sapphire Ventures VII	
Secondaries	
SEG Partners Fund	
SIMON	
Solactive	
Southpoint Capital Advisors LP	
Spectrum	
SPF HedgeFocus	
SPUMP40	
SPXFP (S&P500 Futures)	
StepStone Private Venture and Growth Fund (SPRING)	SPRING
Stone Ridge Energy Acquisition Fund III	
Strategic Value Special Situations Fund VI	
Structured Products	
Systematica BlueTrend	
TCI	
Third Point HF	
THL X	
Threadneedle Select IV	
TPG Growth VI	
TPG Private Equity Opportunities (T-POP)	TPG TPOP
TPG Private Markets Fund	TPG TPM
Trailblazer	
Treville Credit Fund LP	
Treville Credit Offshore Fund LP	
Trian Partners Core Opportunities Fund	
Trilogy Logistics REIT	
Trinity II	
Two Sigma	
Valor Equity Partners Fund VII	
Verition	
Vista Credit Strategic Lending Corp.	Vista BDC
Vista Equity Endeavor	
Walleye Opportunities	
Warrants	
Wellington Global Multi-Strategy	
West Street Asia - GS	
Whitebox	
White Label	
WorldQuant Millennium Advisors	
WorldQuant Millennium SABER	Millennium SABER
WorldQuant Millennium US Active Extension	

Updated Sep 1, 2026 ET

Investment Product Member(s)
Aidan Ennis
Alexandra Nichols
Alex Canning
Allison Lam
Anastasia Amoroso
Andrew Garten
Andrew Oleary
Andrew Shepard
Andrew Van Helden
Angelo Tizol
Anjelica Limonta
Anthony Ciaccia
Anthony Romano
Anthony Wilson
Arthur Brown
Arthur Glenn
Bayley Tranmer
Ben Jaffe
Blake Winkley
Bradley Reiner
Brad Willits
Brandon Coleman
Brian Meidlinger
Cameron Daly
Charles Guttilla
Chase Williams
Chris Cleary
Chris Solodyna
Christian Briel
Curtis Sample
Daniel Brohman
Daniel Hinckle
David Talanian
Donna Minnig
Drew Ewing
Dylan Tito
Eduardo Kirchiro
Enterprise
Eshan Patel
Evan Hanna
Federico Rizzato
Florence Leung
Geoff Parnon
George Gregory
George Marinopoulos
Giovanni Sabelli
Greg Linsz
Gupreet Singh
Hailey Zhuang
Hilary White
Hunter Sable
International Team
James Costabile
Jane DiGiacomo
Jason Clarke
Jay Youmans
Jeff Brozek
Jeff Kusterer
Jim Kramer
Joanie O'Grady
Joe Burns
Joel Kabel
Joe Troy
Joe Zheng
John Boylan
John Peashey
John Toomey
Josh Freeman
Josh Heiskell
Julia Shell
Justin Reed
Karin Sammon
Keith Freiband
Kevin O?Keefe
Kunal Shah
Linda Phelps
Lindsey Steffe
Lisa Capotosto
Mackenzie Farwell
Mark Adams
Mark DeCosmo
Mark Mol
Matt Gray
Matthew Flood
Matthew McDermott
Matthew Sieger
Matt McGee
Max Kelley
Maxwell Romeyn
McRedmond Keith
Michael Manceri
Michelle Warner
Mike Mendelsohn
Mody Niyati
N/A
Naskar Anjali
Nathan Mazzapica
Nicholas Weaver
Nick Cooper
Nick Denisov
Nick Newby
Nick Parcharidis
Nico Quenouille
Owen Boyle
Pat Callahan
Paul Wexler
Peter DiMaria
Peter Horacek
Rob Alldian
Robin Calais
Ross David
Ryan Van Geons
Ryan Williams
Sam Barlow
Sam Beshany
Sam Glady
Samuel Adler
Samuel Gabrielson
Savanna Ritchey
Scott Pangbourne
Sean Burke
Seth Gabrielson
Seth Klein
Shan Hasnat
Shayne Gandhi
Simon Sassine
Sommer Gordon
Stephanie Berg
Stephen Vali
Steve Czick
Tatiana Esipovich
Taylor Coleman
Thomas Baughman
Thomas Saunders
Thomas Zanellato
Tom Casey
Tyler Carbone
Victoria Vaisbrot
Victoria Veith
Will Hudson
William Childs

Last updated on Sep 1, 2026 ET