

Questions to ask a prospective **asset manager**

1. Roughly how many holdings are there in a typical portfolio managed by your company?
2. Do you have an investment process and, if so, what is it?
3. Do you have more than one house style of investment?
4. Do you have a variety of investment policies for the above? To what extent are they enforced?
5. Does your company restrict what you can invest in, what you buy and sell - and when?
6. How long will you take to invest the cash I am giving you?
7. How do you obtain the information required to make an investment decision?
8. How do you pay for this information?
9. How are my investments protected from fraud or company default?
10. What rate of interest do you offer on cash held in my portfolio?
11. What international exposure am I likely to have in my portfolio?
12. What turnover of holdings in my portfolio would you expect in an average year?
13. How do you agree on performance benchmarks?
14. Are investment performance track records available?
15. What should I expect from you in terms of contact and performance?
16. Do you use or sell Group products?
17. Do you accept product provider commission? If so, is this rebated against the fees you charge me?
18. How are your staff remunerated?
19. Do any investment staff have revenue targets?
20. Are you able to provide all round (holistic) financial advice?
21. How many clients do you have and what is the average size of the portfolio that you look after?
22. How much money/how many clients do you yourself look after?
23. Will I be looked after by a client relationship manager, an investment manager or a team?
24. Do your investment managers operate in teams or as singletons?
25. What is your current level of staff turnover?
26. What happens to my portfolio if you are away - who do I speak to?
27. In the final analysis am I dealing with you, or your Company?
28. Do you foresee any material change that might affect me in: The way your Company is structured? Your own particular circumstances? The way you will charge me in the foreseeable future?
29. How frequently will you send reports to me?
30. If I require adhoc or additional reports, will I be charged for these?
31. Will your reports show investment return comparisons against agreed benchmarks in my base currency?
32. Will your reports include month end valuations as well as the valuation at the report date?

