

---

# EQUITY & HIGH YIELD TRAINING

PRESENTATION TO SOUTH DAKOTA INVESTMENT COUNCIL

NOVEMBER 16, 2017



# EQUITY RESEARCH ANALYST TRAINING

- Phase 1
  - Build foundation of research
- Phase 2
  - Model Mastery
  - Learn, Apply, Review, Repeat
  - Focus on distinguishing normal
- Phase 3
  - Deep dive into companies
  - Model Application
  - Exposure to various industries

# EQUITY PORTFOLIO MANAGEMENT TRAINING

- 6-12 months researching covered industries and companies
  - Periodic meetings with industry partner
- Portfolio construction
  - Process of determining ownership weights for each company
- Trading platform training

# HIGH YIELD PORTFOLIO MANAGER TRAINING

- Phase I

- Equity Process and Equity Model Mastery

- Phase 2

- What is High Yield
- History
- Bankruptcy and Restructuring Readings & Case Studies

- Phase 3

- High Yield Model Mastery
- “Gauntlet” - Company Application
- Focused Industry Modeling

~6 Months

- Phase 4

- Portfolio Management
- Modeling Future Portfolio Benchmark

~9 Months

# CHARTERED FINANCIAL ANALYST (CFA) PROGRAM

- Structure

- Three exams taken in sequence
- 4 years of relevant professional experience

- Material

Ethics	Economics	Quantitative Methods	Financial Reporting
Equity Investments	Corporate Finance	Fixed Income	Derivatives
Portfolio Management	Alternative Investments	Behavioral Finance	Asset Allocation

- Ethics

- Reflects commitment to adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct

- Time commitment

- 55 hours per week: 40 hrs. work, 15 hrs. studying
  - 300 cumulative study hours per exam