



GLOBAL RHINO



The Art of Business Management for Asset Managers

By leveraging nearly 60 years of collective experience across distribution and business management within the financial services industry, we tailor solutions specific to your firm that will drive evolution of the business towards future growth.

Through an approach that spans research & assessment, design, and ultimately implementation; a partnership with Global Rhino is not "one size fits all." Rather, as new opportunities are often fraught with unique challenges, we partner with you to design strategies that reflect your firm's message, brand, and culture.

All of this starts, rather than ends, with an understanding of what distribution actually means, so when the time comes to begin, your firm is ready.

Our Process

We start with questions!

RESEARCH

- Why?
- Prior distribution experience?
- A tellable & sellable story?
- How are you different?
- What is the firm's culture?

ASSESSMENT

- Inform decision making
- Establish proper expectations
- Determine resource needs
- Timelines & vision for success

DESIGN

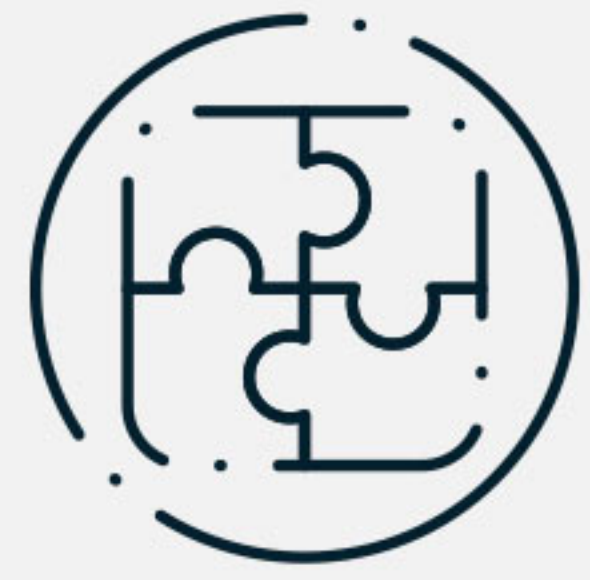
- Business Structure
- Vendor Needs
- Product & Vehicle Design
- Sales & Marketing Plans
- Distribution Model

IMPLEMENT

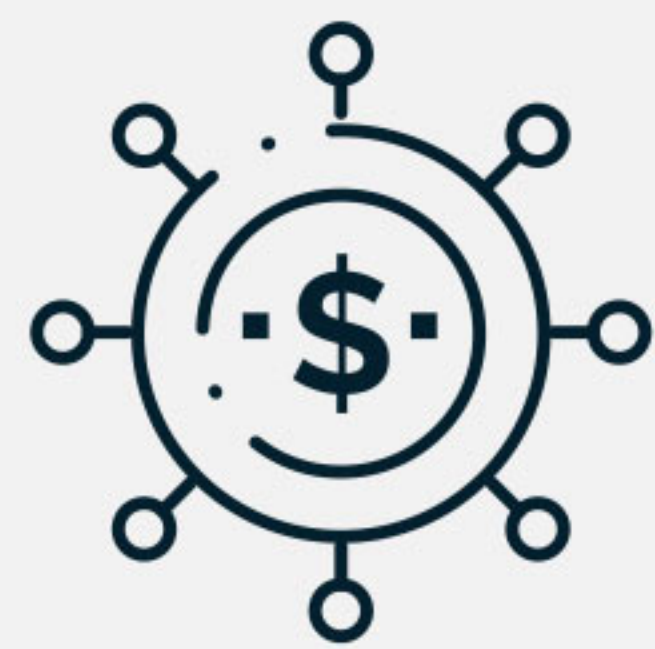
Global Rhino partners with you, the Advisor, to ensure the designed solutions reflect your firm's goals, fit its culture, and properly represent your brand.

Custom Solutions

Business Management



- Market & opportunity review of new and existing businesses
- Business structure evaluation
- Strategy plan origination
- Technology needs and vendor sourcing
- Compensation plan design
- Activation of distribution strategy
- Sales management & oversight - metrics of measurement



- Uniquely customized solution(s) based on the advisor's specific goals
- Additional freedom to increase focus on money management
- Clarity on what the business involves, how you attack the opportunity, what to expect
- Untangling of complex processes/systems through a streamlined approach to policies, procedures, and workflow
- Protection of the integrity of the firm through technological and virtual solutions to augment compliance, regulatory, and risk management efforts
- A relationship that leads to a more diversified and persistent asset base and more predictable revenues

Channel Solutions



- Global retail & institutional
- Offshore
- Consultant relations
- Canadian retail and institutional
- Latin American Pensions
- Global high-net worth
- Sovereign wealth funds

Vehicle Solutions



- 40 Act/SMA/ETF
- UCIT/SICAV
- Sub-advisory
- Insurance
- Retirements
- Hedge Funds
- Liquid Alts

Marketing Solutions

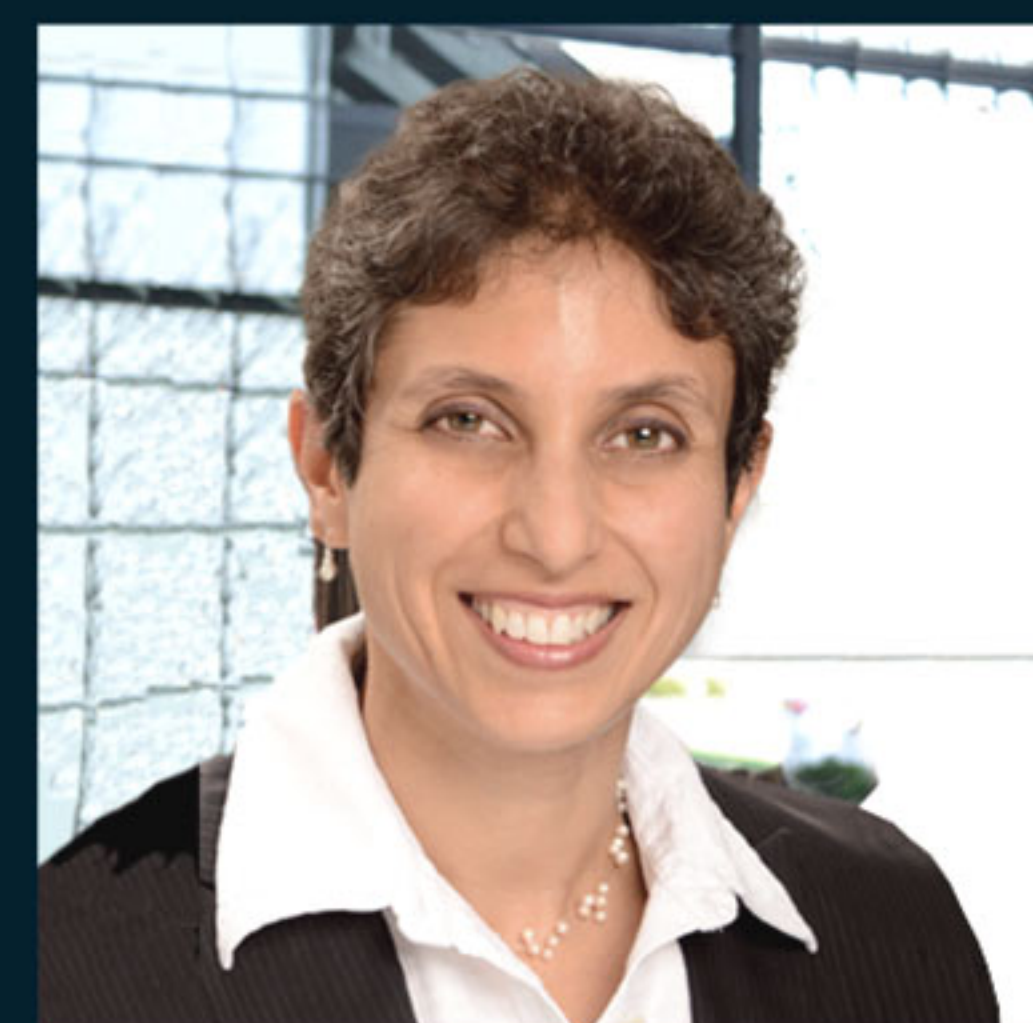


- Product design
- Positioning & messaging
- Material design
- Technology mgmt.
- Competitive review
- Thought leadership
- Website considerations



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