






CIO Partnership

What is a CIO Partnership?

GenTrust's Chief Investment Officer Partnership is a comprehensive solution for independent firms looking to provide more for their clients and scale their business. Our CIO Partnership differentiates itself from the confined Outsourced Chief Investment Officer (OCIO) and Turnkey Asset Management Platform (TAMP) models, as we operate a flexible, a la carte service model based on revenue share, allowing our Partners to leverage our services based on the specific needs of their business.

Our CIO Partners can choose from the below and more...

-  A partner who can attend prospect meetings and whose expertise can be leveraged in the prospecting process
-  Support through all phases of the investment process – from structuring portfolios and asset allocation to trade operations and rebalancing
-  Integrated multi-custodian reporting to deliver a consolidated financial picture
-  Curated seasonal menu of alternative investments consisting of niche, less accessible, and varied return opportunities
-  Sophisticated and propriety investment strategies where we believe we can add value to your clients' portfolios
-  Custom model portfolios that align with your firm's investment philosophy
-  A multi-faceted team of financial veterans at your disposal
-  Access to market commentary, educational materials (GenTrust GEMS), co-branded thought pieces, and quarterly newsletters

Who We Are

Founded in
2011

\$4.5B+
in AUM

Partnership with
multiple firms
overseeing
\$1B+
of assets

40+
Employees

9
Members of
Investment
Team

Data here as of 12/31/2024

Our CIO Partners

Each of our CIO Partner relationships looks different, from the type of firm, to the fees, to the services we provide. Our goal is to be complementary to our CIO Partners, and to provide a truly customizable platform to help them succeed.

To the right are some examples of the types of firms we work with and our scope of engagement.

Planning and Tax Focused RIA

- Manage clients >\$5mm and provide model portfolios for smaller clients
- Attend prospect meetings
- Source and perform due diligence on alternative investments

Fixed Income Focused RIA

- Implement manager's strategy according to their proprietary signals
- Incorporate tax optimizations into active manager's strategy
- Provide additional investment services to complement existing strategy

International RIA

- Create model portfolios optimized for offshore client base
- Regular calls with clients conducted in three different languages

Our CIO Partners have decided to work with us for a variety of reasons

- They are planning-centric firms looking to add sophisticated, bespoke strategies to their clients' portfolios
- They would like to offer alternative investments to their clients, but don't know where to start
- They are thinking about the next phase of their business and don't have an active succession plan
- They may have difficulty competing with the larger firms in prospect meetings and would benefit from leveraging our experience with large clients and investment expertise
- They lack the time needed to produce market commentaries and other thought pieces for their clients
- They don't have the infrastructure to provide their clients with customized performance reports that include assets across multiple custodians, even assets not under their management

To learn more about our CIO Partnership, please feel free to contact us at info@gentrustwm.com

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