**TNDDA FAQs**

 **Law Firms & Analysts**

**(Revised 4/03/2024)**

**Q. Is there a cost for Law Firms or Analysts to attend?**

**A. Yes. The cost is $1,500.00 to send one attendee. Each additional attendee is $725.00. Law Firms and Analysts are also responsible for their room charges.**

**Q. How long has TNDDA been holding Due Diligence Conferences?**

**A. Since March 2003. We have completed 63 Conferences.**

**Q. Who started TNDDA?**

**A. We were originally founded by seven (7) Broker/Dealers as a Non-Profit 501 (c) (6) Corporation.**

**Q. How many Sponsor presentations have there been at your Conferences?**

**A. 1,248 sponsor presentations.**

**Q. What kind of Sponsors present at your Conferences?**

**A. Generally, Alternative Investment Sponsors such as: Real Estate debt and equity partnerships and Non-Traded REITs, traditional oil & gas and alternative energy, corporate leasing and financing, venture capital, private equity, Business Development Corporations, life settlement, conservation easements, opportunity zones, managed equity and fixed income. Various service providers such as TPA’s, trust companies, due diligence firms, marketing and practice management consultants also attend.**

**Q. What are the opportunities for Sponsors to interact with Broker/Dealers and Advisors during the Conferences?**

**A. A TNDDA Conference offers the following opportunities: a 30 minute general introductory session, a 25 minute presentation time for each Sponsor, three 45 minute exhibit booth sessions and a wrap-up session at the end of the Conference. In addition, all meals and social times are common.**

**Q. May a Broker/Dealer, Advisor or Family Office attend a Conference without becoming a Member?**

**A. Yes. New Broker/Dealers, Advisors and Family Offices may come as a Guest. After attendance, guests are asked to become Members at a cost of $295.00 per year.**

**Q. Can Managing Broker/Dealers attend and become Members?**

**A. Not unless the Broker/Dealer also has a retail presence. Firms that are Managing Broker/Dealers only may attend with their Sponsor clients. Broker/Dealers who enter into Selling Agreements with Sponsors for which they do not provide Managing Broker/Dealer services may attend as Guests or Members.**

**Q. Are there sponsorship opportunities with individual Broker/Dealers, Advisors or Family Offices for events during the Conference?**

**A. We discourage invitations to Broker/Dealers, Advisors and Family Offices for individual events during the Conference, as this gives each Sponsor equal access. There are Platinum, Gold, Silver, and Bronze sponsorship opportunities to host meals during the Conference (See Sponsor Registration Form for particulars).**

**Q. How often does TNDDA have Conferences?**

**A. TNDDA has three Due Diligence Conferences each year in March, July and November.**

**Q. Are your Conferences always in the same location?**

**A. No. We rotate our Conferences to give attendees in the Eastern, Middle and Western parts of the country convenient access.**

**Q. Who attends your Conferences from the Broker/Dealer, Financial Advisor and Family Office community?**

**A. Broker/Dealers, Advisors and Family Offices that are interested in and sell Alternative Products attend our Conferences. We request that Principals and/or critical senior management personnel involved in the Selling Agreement approval process attend.**

**Q. How many Members attend your Conferences?**

**A. There is a list of our Members and recent Guests on this website. Most of the firms listed attend each Conference. Sponsors will be provided with complete contact information for each attendee and those Members and recent Guests not in attendance. We averaged 40 Members and Guest Attendees.**

**Q. How many Sponsors attend your Conferences?**

**A. We averaged 22.**

**Q. Who attends your Conference representing a Sponsor?**

**A. We ask that Principals and/or critical members of the management operations team attend. Our Members prefer operations rather than sales and marketing members of the management team.**

**Q. Do law firms and analysts, that write research on Sponsors, attend our Conferences?**

**A. Yes. Law firms and analysts attend our Conferences.**

**Q. What is the opportunity for a Law Firm or Analyst attending a Conference?**

**A. Law firms and Analysts have exposure to Principals and/or Senior Management from Sponsors and Broker/Dealers. Law firms and Analysts also participate in the Broker/Dealer, Analyst and Family Office Closed Discussion Sessions.**