**TNDDA FAQs for Sponsors**

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

**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 Sponsors presentations have been presented at your Conferences?**

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

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

**A. A TNDDA Conference offers the following interaction 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. Are there sponsorship opportunities with individual Broker/Dealers, Advisors and Family Offices or 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. Can Sponsors attend a Conference just to observe?**

**A. No. Sponsors that pay to attend and present deserve unrestricted access to Members and Guests to communicate and answer questions.**

**Q. What is the cost for a Sponsor to present at a Conference?**

**A. The Sponsor Presentation Fee is $9,250.00 for one attendee and an additional $725.00 per each additional attendee. Sponsors pay for their own rooms, and TNDDA provides all food and beverage.**

**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, 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 would you define what we should expect to happen at a Conference?**

**A. You should expect the opportunity to present to and interact with the Principals and/or personnel from Broker/Dealers, Advisors and Family Offices that are part of the Selling Agreement approval process.**

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

**A. Please see our list of 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 attending firms.**

**Q. When are Sponsor Presentation Fees due?**

**A. After Sponsor Registrations are accepted, an Invoice is sent that is due two weeks after acceptance. In the case of a late registration, the fee is due when the registration is submitted.**

**Q. Can the Sponsor Presentation Fee be paid by credit card?**

**A. No. TNDDA does not have a credit card merchant account. We accept checks and bank wires.**

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

**A. We averaged 22.**

**Q. Who should attend 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. What should be included in a Sponsor presentation?**

**A. Your presentation should include the following: 1) Who are the people in senior management positions? 2) What is the financial strength of the parent entity? 3) What is your “track record” at doing what you currently propose doing? 4) What are the terms of your current offering?**

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

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

**Q. How would you describe the benefits to a Sponsor attending your Conference?**

**A. Conferences give Sponsors the opportunity to enter into a “Selling Agreement” level conversation with decision makers from Broker/Dealers, Advisors and Family Offices, who are actively marketing alternative products, at a very cost effective price per contact.**