

WHITE OAKS INVESTMENT MANAGEMENT

Outsourced Investment Services

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Outsourced Investment Services

Investment Outsourcing is...

The process where institutional investors and high-net-worth families engage a third party to manage all, or a portion of, their investment portfolio. This arrangement can include functions like:

- establishing the asset allocation
- selecting investment managers
- implementing portfolio decisions (strategic and tactical)
- providing ongoing oversight
- performing risk management
- other areas of portfolio management (1)

Outsourced investment management is a large and growing market segment with over 500 billion dollars currently managed by outsourced managers. According to a survey of outsourcers by aiCIO Magazine, the volume of outsourced asset increased 200% between 2007 and 2011 (2).

Who is an Outsourced Chief Investment Officer for?



Foundations & Endowments

Large foundations and endowments like Yale or Harvard have the resources to hire dedicated teams of professionals to manage funds. This is often true of the large organizations, and while a smaller organization's passion and zeal may lead to a large fund, there exist barriers to access, oversight, and due diligence when larger funds have teams of experienced professionals who manage full-time. Our services will enable those resources to be directed toward your funds.

Non-profits

If non-profits have been successful in delivering the message and mission of the organization, and donors have responded, there is money to manage. At some point, the size of the fund and the responsibilities associated with it grow beyond the skill set and comfort level of staff and/or volunteers. This is where the Outsourced Chief Investment Officer services can provide structure.

Families

Families with multi-generational wealth face the challenge of meeting the needs and expectations of various family members. An Outsourced Chief Investment Officer engagement will bring the process objectivity and communication tools to meet goals and expectations to effectively increase accessibility to unique investment offerings that can be difficult to obtain.

The Question:

Are smaller organization and funds being left with little or no choice but to avail themselves of a local financial planner who doesn't have the reach, resources, and experience of a more experienced team?



This paradox gives rise to the "Outsourced Chief Investment Officer", designed to provide the access, experience, and research often unexplored by the smaller funds. These funds can have the access to specialized knowledge, investment skill, and unique portfolio designs that are often left to the "big funds".

An Outsourced Chief Investment Officer through White Oaks Investment Management can provide the process, procedure, and access for funds, cost-effectively and professionally.

Trends in Outsourcing

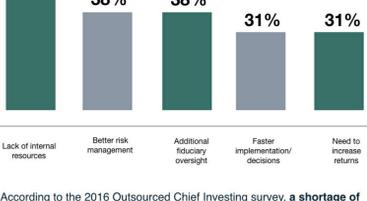
Investment Outsourcing is Growing

According to a 2016 SEI study, **\$872.6 BILLION** was outsourced (3).



That's up from **\$90.9 BILLION** in 2007.

Benefits of Outsourcing



According to the 2016 Outsourced Chief Investing survey, a **shortage of resources** is the top reason for outsourcing (3).

Explore the services of White Oaks OCIO:

Fund Management

Tying together reports in a consistent manner is time consuming and demands accuracy and consistency. Professionals have systems to handle multiple investments and reporting consistently. Rebalancing to the organization's policy statement is a proven way to add returns over time. Effective fund management using an Outsourced Chief Investment Officer can ensure accuracy, consistency, and professionalism.

Performance Reporting

An unfortunate reality is that many managers use different performance calculations to report results. You may have noticed the theme throughout — an Outsourced Chief Investment Officer will provide consistency when reviewing reports so adequate comparisons and judgments can be processed and decided upon.

Investment Research

Too often research is done one idea at a time, proposed by an associate of a staff member or member of the board. Each investment has a story, and no promoter of an investment intends to tell a story other than the glowing benefits of their idea. An Outsourced Chief Investment Officer uses data, experience, and research databases to examine the idea from all sides. This money is important—the investments need to be placed on merit, not relationships.

Co-Fiduciary Responsibilities

The "F" word in organizations managing monetary resources for the benefit of others is "fiduciary". In short, it is the responsibility to act in the best interests of others. Having an experienced fiduciary on board, to have responsibility delegated or shared, will reduce the risk of being associated with the process. The White Oaks Outsourced Chief Investment Officer service can be implemented not only to provide professional process and guide the way to sound decision making, but to ensure an additional layer of protection for staff and volunteers.

Investment Reviews

Periodic reviews of the strategy and the individual investments are part of established fiduciary responsibility. Reporting must be consistent through all investments to make an intelligent assessment. An Outsourced Chief Investment Officer can assure that the components of the portfolio are being reasonably represented and compared to each other, as well as the relevant benchmark for the strategy.

Due Diligence Services

There is a responsibility to engage in a sound process of investigating the merits of all investment choices. In some cases, it may be simple, and in others, a more complex set of resources might need to be engaged. The White Oaks Outsourced Chief Investment Officer service makes investments in databases and resources, providing independent advice to meet the fiduciary requirements necessary to serve funds of this kind.



Meet our team:

Please contact our team leaders for inquiries.



Sharon Bloodworth

CEO, CFP®

Sharon is CEO of White Oaks Wealth Advisors, Inc. and has been with the company since February 2001. Her experience in the financial services industry dates back to 1993, and includes positions at American Express Financial Advisors as a Financial Advisor, and the investment management firm, Lord, Abbett & Co. in New York City, as Client Liaison.

Sharon has a Bachelors of Science in Economics (Hons.) (BSC:Econ) in European Community Studies from the University of Wales, College of Cardiff. She also received the Certificate of International Business Practice from Oxford University through the Lord Mountbatten Program. She also holds the Certified Financial Planner™ designation.

Sharon was recognized as a Five Star Wealth Manager in the Twin Cities by the Minneapolis, St. Paul Magazine in 2018 and 2011, was honored as a 2013 Top Women in Business by the Minneapolis St. Paul Business Journal, and named as one of the Top 100 Retirement Plan Advisers by PLANADVISER. She was also a "Forty under 40" recipient 2010 from the Minneapolis St. Paul Business Journal. The list highlights forty business/community leaders under forty years old. Sharon's white paper on risk has been posted on the Investment News site and she has been quoted in CBS Money Watch, USA Weekend, MSN Money, CNN Money, and profiled on The Glass Hammer, a website for executive women.

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Bob Klosterman

Founder & Advisor

CFP®, CFWA

Bob obtained is Certified Financial Planner (CFP®) designation in 1989. His expertise in stock options and executive compensation plans have positioned White Oaks as a "go to" firm in regards to creating thoughtful plans incorporating all sources of wealth creation and preservation.

Bob's two books, "The Other Path: Illuminating the Path Toward Reduced Volatility While Achieving Equity-Type Returns" and "The Four Horsemen of the Investor's Apocalypse", share his 40 years of experience in building successful portfolios.

In addition, he has authored numerous white papers, speaks frequently at regional and national wealth management conferences, and is quoted in numerous publications including The Wall Street Journal, Barron's, and USA Today.

As the leader of White Oaks Investment Committee, he focuses on costs, performance, and appropriateness to clients' needs.

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Alex Duty

Investment Analyst

CFA®, CIPM

Alex began his career in investment research at The Roseline Financial Group in Richmond, Virginia. Alex spent nearly eight years at Roseline doing investment research on third party managers, back-testing of various asset allocations, capital markets research, performance measurement of client portfolios, and trading of client portfolios. He has been doing many of the same things at White Oaks since relocating to Florida to join the firm in April 2014.

In addition to these responsibilities, Alex has been involved with client communication through white papers and videos since joining White Oaks. He has also helped to improve client portfolios as a member of the investment committee by sourcing several investment ideas that are now in client portfolios.

Alex holds a Bachelor of Arts in Economics and a Minor in Mathematics from the College of William and Mary in Williamsburg, Virginia and a Master of Science in Finance from the University of Illinois at Urbana-Champaign, where he specialized in financial engineering.

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Our mission:

Committed...

White Oaks Investment Management is committed to providing you the best portfolio strategies that have the highest probability of success in mind. Our services are tailored to your organization's or your family's needs.

Fee only...

Being a fee-only firm allows us to remain objective and client-focused. We have no sales department and no one is on commission. There are no outside parties that we pay money to for referring business to us nor do we accept any compensation from third party sources.

Accredited...

White Oaks has received acknowledgements from independent organizations like CNBC, Worth Magazine, NABCAP Premier Advisors, Advisory HQ, Medical Economics, and more.

Sources:

- 1) https://en.wikipedia.org/wiki/Investment_outsourcing
- 2) <https://www.ai-cio.com/surveys/2017-outsourced-chief-investment-officer-survey/>
- 3) <https://www.sei.com/includes/SEI-OCIOtrends.pdf>

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