

## MANAGING PARTNERS TO STAGE FREE MASTERCLASS ON TLPs

LONDON, 08.04.2010 - Managing Partners Limited (MPL), the boutique fund manager, is staging a free masterclass for IFAs and institutional investors on traded life policies (TLPs), which are gaining increasing recognition for their ability to deliver steady, predictable returns uncorrelated with other asset classes. The event is being organised through MPL's subsidiary, Managing Partners Capital, which promotes MPL's products in the UK.

It is the latest of several masterclasses staged by MPL and demonstrates the company's commitment to raising knowledge levels about this relatively new and exciting asset class. Peter Smith, Head of Investments Policy, Conduct Policy Division at the FSA, recently criticised product providers for failing to provide enough information about TLPs and raised questions about financial advisers' level of knowledge about them.

While awareness of TLPs is growing, there is still scope for more education. For example, research<sup>1</sup> commissioned by MPL shows that IFAs who said they were familiar with TLPs to a great extent rose from 18% to 19% between 2007 and 2009, while those familiar to a little extent rose from 48% to 59%.

**Jeremy Leach, Managing Director of MPL**, commented: "Peter Smith was right to raise concerns about knowledge levels regarding TLPs and we too believe it is paramount for advisers and investors to fully understand what they are investing in and the risks involved. That is why we have held a number of masterclasses and commissioned Professor Merlin Stone to write a comprehensive report on the subject – a report which we have made freely available on our website.

"But it is also important for advisers and investors to understand that with the right risk controls and prudent investment process, it is possible for funds that invest in TLPs to deliver steady, incremental returns of 8-10% a year that are uncorrelated with the other asset classes. Our Traded Policies Fund has been in existence for nearly six years and has achieved just that, even throughout some of the harshest conditions ever seen on markets."

Attendees at the masterclass will be given an overview of the history and opportunities offered by TLPs, the risks of investing in the asset class and how MPL manages to deliver smooth, predictable performance in its Traded Policies Fund. They will also be able to pick up free copies of the Merlin Stone Report on TLPs.



TLPs are US-issued whole of life policies sold before their maturity date to allow the original owners to enjoy some of the benefits during their own lifetimes. TLPs are purchased at a discount from their maturity values, which in the majority of cases is fixed at outset. This means they are guaranteed to rise in value. The TLP market has seen huge growth from \$50m in 1990 to \$12bn in 2008.<sup>2</sup>

The masterclass will be held at The Aztec Hotel & Spa, Aztec West, Bristol BS32 4TS, on 18<sup>th</sup> May. Registration, with tea, coffee and bacon rolls provided, will be at 8.30am and teas and coffees will be served at 11am after the presentation.

To book a free place, IFAs and institutional investors can send an email to: [info@mpcfunds.com](mailto:info@mpcfunds.com).

For further information on Managing Partners Limited range of funds, call 0207 - 965 - 4631 or visit [www.managing-partners.com](http://www.managing-partners.com)