

Responsible Entity for hire



There are huge advantages in outsourcing your RE. Let our experts carry the burden allowing you more time to focus on your business. You'll save money - and make more! You'll also have peace of mind knowing it has been done properly. And well.

RE for Hire – Words from CEO of Global Mercedes: Holly Grofski

I'm often asked why we started RE (Responsible Entity) For Hire. There are several reasons, but it begins with my obsession with efficiency.

When people invest in our line of products it's crucial to manage their experience from end to end. For two reasons: to get them to invest initially and to keep them investing.

Acquiring an RE meant we could oversee our own funds and it also meant we could bring to market some interesting and innovative funds that other REs aren't willing to take the risk on.

With that in mind, *there are huge benefits in outsourcing your RE*. The compliance burden is significant in this space including the licensing regimen you must comply with and your risk management policy.

It's also true that, as an investment manager, you should be focusing on raising capital into your product and making sure that you perform - whether that's in shares, property or anything else.

Compliance is the responsibility of all funds managers which makes the assistance, expertise and resources we offer even more important.

By outsourcing RE for Hire, you get all the resources and infrastructure of that RE and allows you to focus on other things. The saving in time, stress and money is obvious. Not to mention the quality of our specialised service.

In my experience of auditing various companies there are many whose compliance level is not necessarily to the standard they could be. I totally understand the balance with commercial reality but businesses still have to meet the requirements ASIC and other relevant regulators have in place.

That's why, when we go into a business, we do a *Fund Readiness Analysis*.

The advantage of that is that it gives the investment manager a complete overview of where they're at...and where they're going. It identifies time-frames, costs and all those things that are vital if the fund is going to be a success in both the short and long term.

You don't know what you don't know.

I found this out personally when I went into funds management and acquired the RE. I went on a very steep learning curve to get across all of this. I also acquired incredible resources in both talent and team to manage the product.

As I wandered through the woods trying to figure it all out in an ad hoc manner I thought others could benefit as well. *It's much better to do it strategically with the right people.*

More and more people are seeing the benefits of outsourcing their RE.

We demand innovation in everything from phones to cars but for some reason we haven't been demanding the same things with our investments. We still invest in products from the 80's.

One thing we're passionate about is that by bringing this efficiency as an **RE for Hire**, we can help those with innovative products to enter the space. Whether it's crypto currency or an interesting property development fund.

We have a risk appetite for all these types of things but, more importantly, we want to go in and work with these investment managers and help them bring their product to market.