

# DANIEL A. STRACHMAN

E: [REDACTED]

## **Professional Experience:**

### **A&C Advisors LLC**

**Managing Director:** September 2001 – Present

Provide strategic advice, guidance and support to investment management companies around the globe. Identify marketing segments and client profiles to successfully bring to investment management products to market. Create and implement strategic marketing, distribution and communications programs to better penetrate the marketplace including working with both retail and institutional clients in order to increase assets under management and increase market penetration. Provide expert witness services for investment management firms and their lawyers in regards to trading, brokerage, marketing, communication and operations.

Responsibilities include: All aspects of business and client development as well as day to day execution of client assignments and operation of the firm.

### **Morgan Stanley & Co. Inc.**

**Business Development:** December 2007 – April 2009

Worked directly with high net worth financial advisors to help them develop and create referral networks among attorneys, accountants, and other professionals to drive new assets to the firm from individual and institutional clients. Developed and implemented educational programs for advisors and clients on alternative investments. Developed institutional trading relationships and cash management relationships for the firm. Clients included individuals, family offices, financial institutions, endowments and other institutional investors.

Responsibilities included: All aspects of business development, client development and maintenance

### **Orbitex Financial Services Group, Inc., New York, NY**

**Director of Product Development and Marketing:** April 1999 – February 2001

Developed and marketed domestic and offshore money management products for global financial services firm. Worked to build the Orbitex Group of Funds from \$33 million in assets under management to over \$900 million as of February 2001; through a direct sales and domestic wholesaling effort. Developed both internally and externally run money management vehicles which were sold through wire-houses and regional broker dealers.

Responsibilities included: Overseeing global marketing plan of the company, coordination of retail and institutional sales efforts, managing public relations effort, product development, and strategy.

### **Winstar Government Securities Corp., White Plains, NY**

**Senior Vice President Sales:** February 1998 – April 1999

Created and implemented sales organization for online odd-lot U.S. Treasury firm. Took sales from approximately 35 trades a day to over 250 trades per day and primed the firm for sale to Fahnestock & Co. Inc. in December 1998.

Responsibilities included: Client development and retention focused on the regional and wire-house brokerage community. Clients included; Legg Mason, Charles Schwab, and Comerica Securities.

### **Cantor Fitzgerald & Co., New York, NY**

**Vice President:** August 1996 – February 1998

**Associate:** June 1995 – August 1996

Bought and sold whole loan residential, commercial, and credit card portfolios on behalf of institutional clients. Developed, implemented and operated the first electronic trading system for publicly registered but not publicly listed limited partnership units.

Responsibilities included: Handling all aspects of the operation, implementing a business model due diligence, product support, and client development.

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## **Expert Witness Experience:**

**Deposition Testimony/ Expert Report**, in Prudential Retirement Insurance and Annuity Company v. State Street Bank and Trust Company and State Street Global Advisors, Inc. provided opinion on the adequacy, validity and thoroughness of description and information of investment fund marketing material provided to investors.

**Expert Report**, in ERIP LLC against Nader Tavakoli; Eaglerock Capital Management, LLC and Eaglerock Institutional GP, LLC provided opinion on various aspects of the implementation of the fund and the manager's trading strategy, risk management systems and operation of the organization.

**Expert Report/ Consultation**, D.B. Zwirn Special Opportunities Fund, LLC; Bernard National Loan Investors, Ltd and Hemlock (Lux) S.A.R.L., versus David R. Bergstein and Ronald N. Tutor provided expert report and consultation on various aspects of the management practices of the fund manager.

## **Related Experience:**

**Co-Author:** **Fund of Funds Investing: A Road Map to Portfolio Diversification**  
Published in December of 2009 by John Wiley & Sons, Inc.

**Author:** **The Long & Short of Hedge Funds**  
Published in December of 2008 by John Wiley & Sons, Inc.

**Author:** **The Fundamentals of Hedge Fund Management**  
Published in February 2007 by John Wiley & Sons, Inc.

**Author:** **Julian Robertson: "A Tiger in the land of Bulls and Bears"**  
Published in September 2004 by John Wiley & Sons, Inc.

**Author:** **Essential Stock Picking Strategies: "What Works On Wall Street"**  
Published in July 2002 by John Wiley & Sons, Inc.

**Author:** **Getting Started In Hedge Funds First and Second Edition**  
First Edition published in January 2000 by John Wiley & Sons, Inc.;  
Second Edition published in August 2005 by John Wiley & Sons, Inc.;  
Third Edition published in December 2010 by John Wiley & Sons, Inc.

## **New York Society of Security Analysts, New York, NY**

**Lecturer:** November 2000 – December 2009  
Designed and taught a course titled "Understanding Hedge Funds" to professionals with basic or little knowledge of one of Wall Street's most important subjects.

## **American Banker, New York, NY**

**Staff Reporter:** August 1993 - March 1995  
Wrote stories on the financial services industry for the daily and bi-weekly sections of the national daily newspaper. Topics included: Consumer banking, on-line banking systems, credit cards and outsourcing.

## **Education:**

### **Clark University, Worcester, MA**

BA: Comparative Politics: May 1993

Clark Writing Fellow: May 1992

Editor-in-Chief of *The Scarlet*, the student newspaper: May 1992 - April 1993

**Professional Licenses: Series 7, 31, 63 66, Life and Health.**