

## Sample Introduction to AI Insight for firm members

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### Subject: You now have access to AI Insight through Willow Cove Investment Group, Inc.

AI Insight is the go-to online resource for Alternative Investment research, education and compliance support. Read about the features that will help you successfully incorporate alternative investments into your practice, then complete the 4 action steps below to get started.

AI Insight offers tools functionality to help financial professionals research and conduct product-level education on Alternative Investments. With your AI Insight account, you can:

- **Access an information database for Alternative Investment programs**
  - View Alternative Investment programs approved by your firm
  - Access current program information, including the prospectus or PPM\*, supplements, SEC filings and other offering materials
  - Search and compare programs that meet your clients' specific suitability and investment criteria
  - Quickly gather facts on offerings using the Program Summary, a simplified key-facts version of the offering documents
  - Review and compare fees & expenses using the Program Fee & Expense Report feature
  - Stay current with ongoing, unbiased financial performance updates
- **Receive prospectus and PPM-based program-level training on Alternative Investment products**
  - Expand your understanding of products using program-specific Education Modules
  - Demonstrate your training, which is automatically documented in your AI Insight account to help mitigate potential future liabilities regarding the sale and understanding of complex products
- **Easily connect with Alternative Investment Managers directly through the AI Insight platform**
  - Request offering documents
  - Search and review sales associate profiles
  - Share your profile to help receive efficient and customized sales support

See the attached document for more information.

\*Private Placement Memorandums (PPMs) are restricted to viewing for training purposes only. You may not print or save any private placement offering documents or marketing materials from the AI Insight platform.

### Action Required – Access Your AI Insight Account

#### Step 1 – Log in to AI Insight

To establish an account with AI Insight, please click on this link:

<https://app.aiinsight.com/FAProfile.aspx?QS=Vg1EzaNCIHslCudDdvXKvYwBSWlICXLKRM5/VVnGYCSvz6fxXPuQ2UNFQejiN9Pn>

The requirements for your profile include the email address recognized by the Willow Cove Compliance Department for your username and a password that must be at least 8 characters. The password must also contain at least one special character of !#\$%&'()\*+,-./:;<=>@\][\^\_{} or ~. Remember to note your password for future use.

Please complete all the areas that have \* next to it, select "RIA" as the function, enter your CRD/IARD number, and check the FINRA licenses you hold. If you do not hold any licenses, check the box next to "Do not hold any FINRA licenses".

## Step 2 - Learn how to use the platform

Training on how to use AI Insight for research and education will take place on XXXX...

## Step 3 - Complete Attestation

- Review and complete the Willow Cove Alternative Investments Policies and Procedures Attestation. It is a one-question confirmation to indicate that you understand the guidelines for working with alternatives. Access the Attestation through the "Education Modules" section in AI Insight under the "Required" tab. See screenshot below **Important Note:** You will not have access to the individual program information and tests until you complete the Attestation

The screenshot shows the AI Insight platform interface. The top navigation bar includes icons for Home, Programs & Sponsors, Education & Training, News & Events, Reports & Logs, Support, Favorites, My Profile, Alerts, and Logout. The current user is logged in as Lynne Rach (Willow Cove Investment Group, Inc.) (Financial Advisor). The main dashboard is divided into several sections:

- Alternative Investments (93):** A list of programs with filters for Structure, Sector, and Objective. The list includes programs like 361 Global Long/Short Equity, AB Select US Long/Short Portfolio, and others.
- Education Modules:** The 'Required Tests' tab is active, showing a list of tests. The entry 'Willow Cove Investment Group, Inc.' is highlighted with a yellow box. A yellow callout box indicates that the user has completed the 'Willow Cove Investment Group, Inc. Alternative Investments Policies and Procedures Attestation as of 8/24/20'.
- Financial Performance Reporting:** A section with a bar chart and a pie chart, providing access to financial performance summaries and reports.
- Training, Education & Research Log:** A section showing 'No Activity Found'.
- Reports/Compare Programs:** A table comparing programs based on Expiration Date of Offering, Remaining Capital Available, and Maximum Offer.

Program Name	Expiration Date of Offering	Remaining Capital Available	Maximum Offer
Program 1	8/15/2015	\$1,476,099,955	\$1,476,099,324
Program 2	11/5/2015	\$2,476,596,543	\$2,476,597,649
Program 3	Continuous	\$1,226,496,539	\$1,226,491,339
Program 4	2/26/2016	\$5,486,791,247	\$5,486,797,984

## Step 4 - Research and train on the Alternative Investment programs your firm has approved for use

- On the platform you will find a listing of Alternative Investment programs for which our firm has signed selling agreements.
- Action Required:** You will need to take the tests for any programs you plan to sell prior to being qualified to offer these investments to your clients starting XXXXX along with the tests under the "Required to Sell" covering 1031 programs and Regulation Best Interest. See screenshot below
- These courses can be found by clicking on the "Education & Training" icon at the top, and then on the "Education Modules" page under the "Required to Sell" tab.

**AI Insight**  
Alternative Investment Insight through Research, Training & Increased Efficiency

**WILLOW COVE**  
INVESTMENT GROUP, INC.

Home Programs & Sponsors Education & Training News & Events Reports & Logs Support Favorites My Profile Alerts Logout

Current Login Details: Lynne Rach (Willow Cove Investment Group, Inc.) (Financial Advisor) Fund Status Update

Dashboard Sponsors & Programs: Video Tutorial Help

**Alternative Investments (93)**

Type a program name

Structure Sector Objective Clear

- 361 Global Long/Short Equity
- AB Select US Long/Short Portfolio
- Abbey Capital Futures Strategy
- AllianzGI Structured Return
- AlphaSimplex Global Alternatives
- AlphaSimplex Managed Futures Strategy
- Altegris Futures Evolution Strategy
- American Beacon AHL Managed Futures Strategy
- American Beacon AHL TargetRisk
- AQR Diversified Arbitrage
- AQR Equity Market Neutral
- AQR Global Macro
- AQR Long/Short Equity
- AQR Managed Futures Strategy
- AQR Managed Futures Strategy HV
- AQR Multi-Strategy Alternative
- AQR Style Premia Alternative
- AQR Style Premia Alternative LV

**Education Modules** (Optional – but required to sell program)

- AI Insight - Introduction to Intern... GWG L Bonds (3rd Offering)
- AI Insight - Understanding KB Essential Healthcare 33, DS...
- CAI Investments Lake Forest Global NexPoint Flamingo DST
- CS1031 MOB TX VI, DST
- CS1031 Williamsburg VA

View All

**Financial Performance Reporting**

Access financial performance summary, create financial charts, create customizable alerts for performance parameters.

Create Reports

**Training, Education & Research Log**

Activity	Date
Test Completed	10/07/2020

**Reports/Compare Programs**

Program Name	Expiration Date of Offering	Remaining Capital Available	Maximum Offer
Program 1	8/15/2015	\$1,476,099,955	\$1,476,099,324
Program 2	11/5/2015	\$2,476,590,543	\$2,476,597,649
Program 3	Continuous	\$1,226,496,539	\$1,226,491,339
Program 4	2/28/2016	\$5,466,791,247	\$5,466,797,964

See the attached document that can help you get started using AI Insight.

### General Questions?

Contact our Customer Care Team on Monday through Friday 8:00 a.m. to 6:00 p.m. eastern at (877) 794-9448 Ext. 710 or any time at [customer care@aiinsight.com](mailto:customer care@aiinsight.com).