Swimming with Allocators Podcast – From Consumer Insights to AI Upside: How LPs Win in the Next Decade

Elizabeth Egan, Director, Private Markets, at TIFF Investment Management, joined the *Swimming with Allocators* podcast with Earnest Sweat and Alexa Binns to discuss TIFF's philosophy for private markets investing and share key insights on how LPs will win over the next decade.

Key takeaways from the conversation:

- **Details create the edge:** Most entrepreneurs know how to make a great pitch. So, how do you properly evaluate a deal? Successful investors are the ones who dive into the minutiae and truly understand the business's core economics.
- **Go where scale can't:** TIFF has focused its investments on less efficient market segments where networks and relationships matter. "We want to stay focused on the smaller end so we can have a shot at generating true performance," Egan explained.
- **Alpha Is Not Automated**: In a world of increasingly commoditized capital and data accelerated by AI – differentiated returns come from judgment. As Egan explained, *"machines can help you eat faster, but they can't replace taste."*

Listen to the full podcast below:

Spotify: https://open.spotify.com/episode/3kZP0mLT0USTevcY21V8Yu?si=2683bfc39af14b37

Apple Podcasts: https://podcasts.apple.com/us/podcast/from-consumer-insights-to-ai-upside-how-lps-win-in/id1713183207?i=1000740617477

YouTube: https://youtu.be/Hs0EQQoi1m8?si=J4zyVawHSJqCJilr

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Swimming with Allocators is a podcast that dives into the intriguing world of Venture Capital from an LP (Limited Partner) perspective. Hosts Alexa Binns and Earnest Sweat are seasoned professionals who have donned various hats in the VC ecosystem. Each episode, we explore where the future opportunities lie in the VC landscape with insights from top LPs on their investment strategies and industry experts shedding light on emerging trends and technologies.

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