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

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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."*

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TIFF 35TH
INVESTMENT MANAGEMENT
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January 9, 2026

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