

[Events](#)

# National Association of Securities Professionals

March 1, 2012 Los Angeles, CA

A roundtable discussion examining the effects of the Institutional Limited Partners Association (ILPA) guidelines on negotiating private equity fund terms, as well as review of the ILPA principles.

In addition, Rafael presented two case studies called, “The Waterfall of Returns and Key Person Provision” and “Management Fee Debate.”

## Featured People

[V. Rafael Stone](#)

[Principal|Seattle](#)

[206.447.8999](#) [rafael.stone@foster.com](mailto:rafael.stone@foster.com)

## Related Areas

---

- [Financial Services](#)
- [Banking & Finance](#)
- [Investment Management](#)