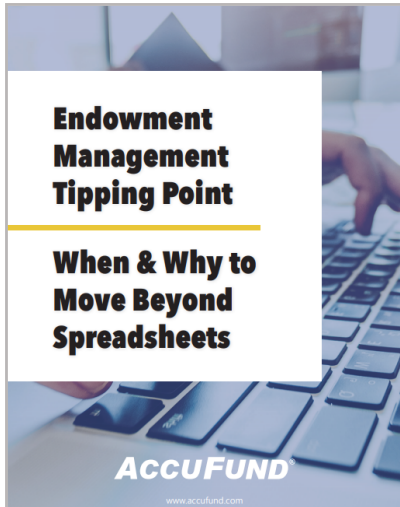




In Malcolm Gladwell's book, *The Tipping Point*, he explains how small actions at a specific time, in a specific place, and with certain people can create a "tipping point" for anything, be it a product, idea or trend.

In our popular executive paper, **Endowment Management Tipping Point – When & Why to Move Beyond Spreadsheets**, we identify 7 endowment management "tipping points" relating to:

- Warning signs in your reporting and communications,
- Compliance methodology and documentation must-haves,
- GAAP and UPMIFA best practices,
- Security measures and maintenance of data, and
- Addressing high error-prone areas.