

Their World

Day to Day Buyside Concerns

Communication—The telephone is best.

Color—On the wane. Too much IMing.

TCA—Worthless. Portfolio managers only care about closing prices.

Splitting Tickets—Broker gets more leeway than the dark pool.

Judging brokers—Who did a better job? The sales trader or the dark pool?

Market fragmentation—Bad news. Defragment it.

Portfolio managers—Behind the times as far as trading is concerned.

Capital commitment—Huge decline. Rare today.

Morning call—Just give me an update in my names.

Capitol Hill—Clients are scared.

Compliance—They listen to everything.