



# EYE ON GEMINI

## WELCOME NEW CLIENTS

We would like to welcome Wellesley Investment Advisor, MD SASS Victoria Fund, and Brian Leftwich to our family!

## CLIENT SPOTLIGHT OPPORTUNITIES

We'd love to highlight your company in our newsletter. E-mail us at [GeminiMarketing@geminifund.com](mailto:GeminiMarketing@geminifund.com) if you're interested.

## STATE DEADLINES TO POST FORM ADV PART II ON IARD

For those firms registered at the state level, you should be on the lookout for notices or e-mails requiring you to submit the Form ADV Part II through IARD. We know deadlines have been issues for the following states:

California  
Massachusetts  
Texas

Florida  
Virginia  
Kansas

## TRIVIA QUESTION

The answer to the last trivia question 'What was the largest denomination of U.S. currency ever issued' was: [The \\$100,000 bill, which was discontinued in 1969](#)

Who was the first head of the SEC in 1934? [Stay tuned for the answer in our next edition!](#)

## NEW GEMINI PRODUCT

On May 1, 2007, Gemini launched its first variable insurance shared trust, called Northern Lights Variable Trust. You may be asking yourself, 'What is a variable insurance shared trust?'. Well, we're going to tell you.

A variable insurance trust ("VIT") is a single registered entity through which a series of funds can be registered with the SEC. The funds within the VIT can be advised by multiple advisors and the funds within the VIT are added to insurance product platforms.

## What are the benefits of a VIT?

Shares of VIT funds are offered to separate accounts of participating life insurance companies for the purpose of funding variable annuity contracts and variable life insurance policies. Because life insurance companies are very selective about the funds they allow on their platforms, joining a VIT can provide an "in" for most funds. Shares of the VIT funds are not offered directly to the general public and because the competition on insurance company platforms is limited, a fund has a better chance of gaining new investors than on a more widely used platform.

Another benefit of joining an insurance company platform can be more active distribution efforts. Because a non-insurance platform can be used by most mutual funds, a fund could get lost in the shuffle. On an insurance company platform with a limited number of funds, the insurance company is essentially selling your fund for you when they are selling their products.

## How's it going?

Four advisors have joined the Northern Lights Variable Trust already and we currently have more than \$300 million in assets in the trust. We are looking forward to the success of the trust and would love to talk to you about it. Call us anytime for more information.



**Gemini**  
Fund Services, LLC