



Could You Benefit from a Family Office?

Review the following checklist to gauge your need for the integrated services of a family office.

Financial Planning

- My financial affairs are in good order and I have the ability to allow selected family members easy and secure access to my financial records.
- My family's long term goals are well defined and quantifiable.
- I receive regular, easy to understand, consolidated reporting on all family assets, across all our entities, for all family members.
- My advisor is proactive and regularly anticipates my family's needs.
- I understand the fees I am paying to my advisors and the value I receive from their advice.

Cash Flow Management

- I know exactly how much capital I will need to retire and maintain my/my family's standard of living.
- I have a good understanding of my family's current expenses and feel confident they are manageable over the long term.

Family Education & Governance

- My family has frequent and healthy dialogue regarding the management of our shared assets.
- I am confident my family's values are known to my heirs and will be passed on to future generations.
- I am confident that my spouse and/or children will be able to manage if I were to pass unexpectedly.
- I feel comfortable that my children are financially well-educated and sufficiently responsible to inherit their future assets.
- I am comfortable that my family is well protected if one of my children gets divorced.

Investment Advisory

- I have a written Investment Policy Statement for my portfolio, clearly stating my objectives and limitations.
- I have a consistent review process in place and evaluate the success of my investments against relevant benchmarks.
- I am comfortable that my asset allocation is appropriate for both my long term goals and risk tolerance.
- I know I am well diversified and not overly reliant on one particular investment/asset class.
- I know what rate of return I need from my investments to ensure my family's long term objectives.



Taxation

- I am confident I am taking advantage of all the tax efficiencies available to me personally, and my estate.
- I am confident that the tax location of our investment assets is optimal, as is my state of residency.
- I understand how the use of trusts impacts the taxes I pay.
- I am confident my current advisors are considering tax efficiency when making investment recommendations.

Estate Planning

- I am confident my estate plan accurately reflects my objectives.
- I am comfortable my designated heirs will receive my gifts without contest, and the distribution schedule and conditions are in their best interest.
- I believe my chosen trustee(s) will remain independent and have the ability to execute my wishes.
- My current advisor(s) regularly update me regarding tax law changes and how they may impact my estate.
- My will has been updated within the past three years and I have properly executed powers of attorney for financial and health care purposes.

Business Consulting

- As an owner of a closely-held business I am confident I am adequately preparing the next generation to take control of the company.
- I anticipate a liquidity event, (deferred compensation, selling partnership interests or family-held business) and I am confident that my current team of advisors are working together to ensure the event is handled in a manner that is tax efficient, in the best interest of my heirs and reflective of my philanthropic goals.