MASTERCLASS
MANAGING FAMILY OFFICES

On the trail for successful family and wealth management
Dive deep into emerging global trends and their implications for Family Offices in the Emerging Markets. In 3-days, you can earn CPD credits, and get up to speed on the evolution of Family Offices and develop key skills, management techniques and more.
Learn more and contact us today!

DATES: APRIL 30, MAY 1 & 2, 2019
VENUE: SHERATON DUBAI CREEK HOTEL & TOWERS, UAE

Delivery Type: Group Live | Duration: 3 Days | Non residential
Course Language & Materials - English

FOR MORE INFORMATION PLEASE CONTACT US
+91 8433921011
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marketing@bricsaevents.in
www.bricsaevents.com
Introduction
- What is a Family Office?
- Evolution of the Family Office concept
- History and origins
- Overview of different operating models

Establishing a Family Office
- Typical objectives and structures
- The “make” or “buy” decision
- Considerations when establishing a Family Office
  - The choice of structure
  - The choice of jurisdiction
  - Selecting advisors
  - The “Trusted Advisor”
  - Involvement of Family Members

The selection of the most appropriate Structure
This session will include a comparative analysis of the different types of structure available but will focus on the use of Trusts.
- What is a Trust?
- Who are the key parties?
- What are the relative advantages and Disadvantages of Trusts?
- Which jurisdiction(s) should be used?
- What are the considerations in selecting Trustees?
- What are the key services provided by Trustees and Corporate Service Providers?
- What are the typical costs of establishing and maintaining a Trust?

Managing the Family office
- Family values, mission and culture
- Distribution or growth – the “eat well” or “sleep well” conundrum!
- Culture, Communication and Conflict
- Selecting advisors
- Creating the trusted team of advisers for a family office / family business
- Managing advisor networks – coordination and collaboration
- Operations and the role of technology
- Cost management
- Risk management – wealth preservation and protection
- Asset protection
- Education
DAY TWO

Family Governance and dynamics
- The Family Constitution - formal or informal?
- Structure and governance mechanisms
- Performance Measurement and reward systems
- How motivated are family members?
- Dealing with “complex family structures”
- Conflict Management
- Shareholders agreements
- The Board of Directors

Succession Planning
- The journey towards governance
- The realities and concerns of Acquiror’s and inheritors
- Resistance to succession planning
- Transition management
- Grooming the next generation(s)
- Inheritors developmental journey in a wealthy family
- Educating and training future family leaders
- Intergenerational or multi generational planning?
- The challenge of crossing generations
- Best practices in multi-generational families
- Family Wars – “fighting for the crown” and “heads in the sand”
- Building financial security and relinquishing control
- The destructive power of family wealth

An overview of the services of a Family Office
- Investment strategy and asset allocation
- Implementation and monitoring the portfolio management process
- Access to alternative assets – special considerations for Family Offices
- Tax management and advisory
- Cash flow management and budgeting
- Wealth structuring and fiduciary services
- Multigenerational wealth transfer and succession planning
- Financial planning and advisory
- Philanthropy
- Family Dispute Resolution
- Residence and citizenship planning
- Managing the Family Businesses
- Legal support
- Reputation management
- Bookkeeping
- Concierge
- Luxury Assets

Strategic Philanthropy
- The Vision, Mission & Values revisited – understanding the family’s motives
- Public recognition v anonymity
- Creating Family legacies
- Improving “social equity”
- Comparing Strategic philanthropy and Charitable Giving
- International Trends in Family Office Philanthropy – the state of Global Philanthropy
- Strategic Philanthropy models
- Structures used for Philanthropy
- Cross Border issues
- Measuring return
- Opportunities to engage family members from all generations
- Models of giving
DAY THREE

Asset allocation and Portfolio Construction

- Investment concepts and trends
- Asset Allocation – Art or Science?
- Overview
- The Essentials of Asset Allocation
- The risks and rewards of asset allocation
- Understanding the process
- Tools and concepts
- Rebalancing and reallocation
- Individual investor behaviour & insights from behavioural finance
- Asset class characteristics
  - Asset Super categories, Asset classes and sub-classes
  - The traditional asset classes
  - Multi asset class investing
  - The alternative asset classes

Family Offices in the Gulf Region

- Overview
- Status of the family office market in GCC
- Issues of concern for Gulf families
  - Location
  - Confidentiality safety of assets
  - Consolidated management
  - Benefits for the extended family
  - Investment office or full service
  - Range of services

Trends in the Family Office industry

- Current challenges within the industry
- Developing new sources of knowledge
- The “globalization” of the high net worth family
- “Specialization” with multiple providers or “one-stop shop”
- Networking groups
Notwithstanding the economic slowdown the growth of Family Offices continues at an impressive pace. Globally, it is thought that there are 11,000 family offices in existence and it is expected that this number will continue to grow as the needs of wealthy families become more complex.

As successful families become more international in their outlook, so their needs become more complex and they seek cross border planning solutions that may require the use of service providers with global expertise or a network of advisors from different disciplines and across different geographic locations where the extended family may have business interests, family members or financial assets situated.

This 3-day practical program for family office representatives and wealth managers explores the best strategies for preserving family wealth and managing a modern family office. You will have a chance to explore the family governance mechanisms, intergenerational wealth transfer, managing complexities of international wealth mobility and succession planning. You will also learn about the operational setting and asset allocation, cost and risk management, tax advisory and philanthropy.

Run by an expert in family office and services for high net worth clients this course focuses on the latest market trends and effective wealth preservation strategies.

By the end of this course you will:

- Have an in-depth practical understanding of the structure of a family office and effective family office management approaches
- Learn about family governance mechanisms
- Explore how to structure wealth and manage intergenerational wealth transfer
- Manage family office from choosing an advisor, to cost and reputation management as well as asset allocation strategies
- Explore different services provided by family office and how to arrange them
- Understand the latest changes in the wealth management sector

Who should Attend

This course is relevant to:

- Client Relationship Managers
- Family Members
- Family Office stakeholders / Consultants
- Family Representatives
- Financial Planners
- Head of Business Development
- Heads of Family Services
- Multi and Single-Family Offices
- Private Banking officers
- Trustees
- Wealth Managers

Teaching method

This training program uses a combination of prepared tuition, practical exercises, and case studies. Most importantly it will offer participants opportunities to contribute individually and to work together in small groups, to practice the application of the techniques discussed.

❖ On completion participants will receive course certificate.

In-House

All our programs are also available through in-house or bespoke format. You need to identify the requisite agenda which need to be covered, the dates most convenient, and have it delivered at your choice of location. Please email us today on marketing@bricsaevents.in to discuss further.
Bill Humphreys

Bill is currently working as a consultant focusing on the wealth management needs of high net worth private clients, their families and their businesses.

Prior to this Bill worked in the international private banking market for almost 20 years. His private banking career began with Royal Bank of Canada where he spent 15 years in a variety of senior roles covering all aspects of the international wealth management business both onshore (London) and offshore (Bermuda).

Bill has broad general wealth management experience, but his particular area of expertise is developing financial planning solutions for international high net worth private clients and their businesses who have complex cross border planning issues. In addition to wealth structuring, tax and estate planning the practice also advises on the specific challenges in establishing and growing a successful family enterprise.

During his career Bill has had responsibility for designing and delivering financial education programmes for professional staff and wealthy families in the Middle East, Europe, USA, Canada, South America and Africa. Bill is currently developing and delivering training programmes for international banks, private banks, wealth managers, family offices, professional bodies and regulators covering a broad range of financial, investment and soft skills subjects. Bill is a Chartered Accountant (FCA), Trust and Estate Practitioner (TEP) and Financial Planner (DipPFS).

Some of the key topics that’ll be covered during this course

- Structuring of family office and governance mechanisms
- Developing the family “mission and values” Dealing with complex family structures
- Understanding change over the life cycle of family businesses and succession planning
- Mobility of wealth & the family business
- Intergenerational wealth transfer Services provided by a family office
- Selecting advisors and cost management
- Asset allocation mechanics and optimisation
- Investments of passion
- Tax management and advisory
- Performance measurement and reward systems
- Wealth structuring and fiduciary services
- Financial planning
- Philanthropy
- Reputation management
- Valuation of the family business
- Current challenges and the changing role of the family office

Program Schedule*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
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<tbody>
<tr>
<td>0830</td>
<td>Registration and coffee</td>
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<tr>
<td>0900</td>
<td>Morning session begins</td>
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<tr>
<td>1100 - 1115</td>
<td>Morning refreshment</td>
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<tr>
<td>1115</td>
<td>Morning session continues</td>
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<tr>
<td>1300</td>
<td>Luncheon</td>
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<tr>
<td>1400</td>
<td>Afternoon session begins</td>
</tr>
<tr>
<td>1530 - 1545</td>
<td>Afternoon refreshment</td>
</tr>
<tr>
<td>1700</td>
<td>Course concludes</td>
</tr>
</tbody>
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*Program schedule can be amended to adjust course timing with mutual understanding between participants and facilitator. Please inform hotel staff in advance to adjust with the new timings for breaks in case there is any change to the above schedule. Please liaise with the Program facilitator in case a prayer break needs to be included in the above schedule.

Program Venue:

This program takes place on a non-residential basis at a centrally located Dubai hotel. Non-residential course fees include training facilities, documentation, lunch and refreshments for the duration of the program. Delegates are responsible for arranging their own accommodation, however, a list of convenient hotels is available upon registration.
Managing Family Offices Masterclass

April 30, May 1 & 2, 2019 (3 Days) | SHERATON DUBAI CREEK HOTEL & TOWERS, UAE

Sales Contract | Please write in BLOCK letters

DELEGATE DETAILS

1
Name: __________________________
Job title: ________________________
E-mail: _________________________
Tel/Mob: _________________________

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Name: __________________________
Job title: ________________________
E-mail: _________________________
Tel/Mob: _________________________

COMPANY DETAILS

Company Name: ________________________________
Address: ______________________________________
City: ________________________________
Country: ________________________________
Tel: ________________________________

AUTHORISATION

Name: ________________________________
Position: ________________________________
Date: ___________________________

Signature*: ________________________________

I/we hereby confirm to the above and authorise our participants.

* This booking is invalid without signature.

TERMS & CONDITIONS

1. Payment Terms: 100% payment of the full amount upon receipt of the invoice.
2. Cancellation Policy: All cancellations must be done in writing.
   a. Full refund for cancellations will only be paid to a maximum of one week from the invoice date.
   b. 50% refund for cancellations done after two weeks from the invoice date. Substitution is always welcomed.
   c. If not possible a credit note will be given which can be used for any of BricsaEvents up to 1 year.
3. Force Majeure/Indemnity: If the event is postponed, canceled or abandoned by reason of war, fire, storm, explosion, national emergency, labor dispute, strike, lock-out, civil, disturbance, actual or threatened violence by any terrorist group, or any other cause not within the control of our organization, we shall be under no liability to 'Company' for non-performance or delay in performance of obligations under this contract or otherwise in respect of any actions, claims, losses (including consequential losses) costs or expenses whatsoever which may be brought against or suffered or incurred by 'Company'. As the result of the happening of any such events.
4. Complaint and Refund: For more information regarding administrative policies such as complaint and refund, please contact us at: Tel: +91 8433 921011, Fax: +91 22 49207330, e-mail: marketing@bricsaevents.in
5. Governing Law: This contract shall be governed by and construed in accordance with the Laws and Regulations of India and the High Court of Bombay shall have exclusive jurisdiction without regard to conflict of law provisions.

Course Duration - 3 Days

COURSE FEE & VENUE:
Course fee will cover training materials, luncheon and refreshments for the respective training days.

This program takes place on a non-residential basis at a centrally located DUBAI hotel. Non-residential course fees include training facilities, documentation, lunch and refreshments for the duration of the program.

Participants are responsible for arranging their own accommodation, however, a list of convenient hotels is available upon registration.

Early Bird Discounts
Register before December 31, 2018..........................US$3590
Register before February 28, 2019..........................US$3790
Final Price..................................................US$3990

Group Discounts*
3-4 Delegates 5%
> 5 Delegates 7%
*please note that all group discounts are given on the final price

3 Easy ways to Register

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