

The Family Office



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*Providing an array of financial
advisory services to
multi-generational families*

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History

- ▼ The Shang Dynasty
- ▼ European Banking Families
 - The Medicis
 - The Rothchilds
- ▼ American Industrial Families
 - The Carnegies
 - The Mellons
 - The Rockefellers

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History (con't)

- ▼ New wealth expands demand
- ▼ Services attract lower net-worth families
- ▼ Family Offices now manage 9-figure range

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Services

- ▼ Financial and estate plan development
- ▼ Customized plans for complex wealth structures
- ▼ Objective, sophisticated investment advice
- ▼ Family empowerment to make choices
- ▼ Programmed gifting
- ▼ Insurance planning and administration
- ▼ Trust administration

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Benefits

- ▼ Maximizes asset return potential
- ▼ Synergistic relationship with client's advisors
- ▼ Provides leadership in generational governance
- ▼ Relieves family's burden of wealth management
- ▼ Objectively evaluates all investment products
- ▼ Services are provided only to select families
- ▼ Client accounts only managed by principals

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Compensation

Services are provided for:

- ▼ A percentage of assets under management
or
- ▼ An hourly compensation fee

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Management Role

- ▼ Supervise the family's team of consultants
- ▼ Educational resource for younger generations
- ▼ Mediate internal family financial disputes

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Required Documentation

- ▼ All aspects of family finances
- ▼ Family's entire wealth plan
 - Estate documents
 - Existing Trusts
 - Tax-deferred plans
 - Insurance coverage

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Wealth Preservation Examples Use of Family Gifts

- ▼ Structuring and monitoring gifting programs
- ▼ Utilization of Dynasty Trusts, Inheritor's Trusts
- ▼ Beneficiary Designation for IRAs, etc.

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Wealth Preservation Examples Charitable Gifting

- ▼ Structuring/monitoring gifting programs
 - Tax-deferred vehicles
 - Appreciated capital assets
 - Donor advised funds
 - Split interest trusts
 - Private foundations
- ▼ Advising on deduction limitations
- ▼ Arranging Federal and State filings, returns

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Wealth Preservation Examples Asset Diverification/Tax Efficiencies

- ▼ Establish investment policy statement
- ▼ Coordinate policy with existing plans
- ▼ Assigning tax efficient/inefficient assets
- ▼ Monitor/rebalance portfolio at intervals
- ▼ Objectively evaluates all investment products
- ▼ Periodiacally review/adjust portfolio with client

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