Delegate Information

Private Wealth MANAGEMENT

a marcusevans event

June 4-6, 2008 | La Quinta Resort & Club | La Quinta, CA

"My best **Investment** is my **Imagination,** because it has never failed to bring me my **greatest returns!"**

Randy Castillo

The development of the multi-family office is a direct result of the increasing complexities of wealth management for affluent families in the United States. The necessity for a strong partnership between high net worth individuals and the family office is crucial if wealth is not only to be passed down from generation to generation but to build upon the family legacy and expand for years to come.

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A Unique Event

The family office has grown substantially as the baby boomer generation has started to retire. Businesses are sold, senior-level executives are cashing in on lucrative stock options, and even inheritances have resulted in the growth of affluent families across the country. The complexities of managing such wealth, has resulted in the need for professional management in a number of areas including investment management, tax planning, property management, budgeting, estate planning, risk management and many more.

Traditionally, affluent families have left the management of their wealth under the administration of major financial institutions; however, the personalized services provided by family offices are attractive for families needing a more hands on approach.

The 2008 **Private Wealth Management Summit** is designed specifically to address both the business operations and the investment challenges faced by high net worth individuals and their family offices. Through this comprehensive summit program we offer delegates workable, proven solutions with a complete agenda of senior-level strategy sessions delivered by Presidents and CIOs from the top single and multi-family offices, as well as, pre-scheduled one-on-one meetings with selected service providers.

The Key Topic Areas

The primary objective of the **Private Wealth Management Summit** is to explore the key aspects and issues related to the family office as business drivers for innovation and growth. The summit's program topics have been pinpointed and validated by the family office industry as the top critical issues they face. Key issues for the 2008 Summit will include:

- Building a High Performance Family Office
- Family Governance and Investment Policy Coordination for Multigenerational Families
- The Rise of the Investment Advisor as Quarterback – Respecting Professional Boundaries?
- Tax Law Changes – The Implications to Tax and Estate Planning
- Construction and Diversification of Portfolios During Uncertain Times
- Risks and Challenges Being Faced Within the Alternative Asset Space

Chairperson

Jamie McLaughlin, Managing Director,
Convergent Wealth Advisors

Distinguished Speakers

Bill Wyman, Managing Director,
Rockefeller & Co.

David Bokman, Chief Wealth Advisory Officer,
GenSpring Family Offices

Elizabeth Snyder, Director, Philanthropy,
GenSpring Family Offices

Kaycee Kristy, Chief Executive Officer,
Laird Norton Tyee

Ronna Vogel, Founder,
Vogel Consulting Group

Ken Bower, Principal and Managing Director,
Moneta Group

Steve Reiff, National Director, Family Office Services,
Mellon Family Office

Linda Bourn, Managing Director,
Marsh Family Office

Jamie McLaughlin, Managing Director,
Convergent Wealth Advisors

Jonathan J. Hochberg, President,
Hillview Capital Advisors

Neil Chakkera, Chief Investment Officer,
Long Term Solutions

David Beckwith, Chief Investment Officer,
RINET Co, LLC

Patricia Soldano, President,
Cymric Family Office Services

Sharath Sury, Chief Executive Officer,
S4 Capital

Charles Krusen, Chief Investment Officer,
Krusen Family Partnership

Rod Teeple, Managing Director,
ClearLake Advisors

Carol Pepper, Chief Executive Officer, Founder,
Pepper International

Linda Mack, Founder and President,
Mack International

Stephen McCarthy, Senior Vice President,
KGC Capital Advisors

Miles Padgett, Director,
Convergent Wealth Advisors

The Summit Program

Session Presentation
Building a High Performance Family Office
Bill Wyman, Managing Director, **Rockefeller & Co.**
- How do you measure the success of a family office?
- What are the risks?
- 'To be or not to be' profitable – the pros and cons

Session Presentation
Family Governance and Investment Policy Coordination for Multigenerational Families
Carol Pepper, Chief Executive Officer, Founder, **Pepper International**
- Incorporating business plans for monitoring, measuring performance and risk management
- Embracing a process for internal succession vs external recruitment to fill positions through awareness of competent members and retaining/rewarding key talent
- Forming mechanisms for openness and timely communication between the family and top management

Panel Discussion
The Rise of the Investment Advisor as Quarterback – Respecting Professional Boundaries?
Jamie McLaughlin, Managing Director, **Convergent Wealth Advisors**
Linda Mack, Founder and President, **Mack International**
Stephen McCarthy, Senior Vice President, **KGC Capital Advisors**
- Do some investment advisors commit misconduct by crossing professional borders or boundaries?
- Cooperation vs competition between/among various professional advisors
- The emerging primacy of the investment professional
- Staffing challenges – the emerging generalist or ombudsman role
- Generalist vs specialist – trade-offs for the business model; trade-offs for the client experience
- When is the right time to out-source or joint venture with other professionals
- The rise of credentialization
- What are some of the indicators that would allow or cause a wealthy individual/family to trust or not to trust an advisor or firm?

Session Presentation
Importance of a Risk Budgeting Investment Strategy – Putting it Into Practice
Steve Reiff, National Director, Family Office Services, **Mellon Family Office**
- What's involved in a total risk budgeting process and its integral part in the investment decision-making process
- Diagnosing the key elements to optimal risk allocation
- Facing the technical and non-technical challenges
- Creating a coherent total risk monitoring framework

Session Presentation
Tax Law Changes – The Implications to Tax and Estate Planning
Ronna Vogel, Founder, **Vogel Consulting Group**
- Addressing how to prepare and plan in this type of environment with the upcoming elections and expiration to tax law changes both from capital gains and estate taxes
- Employing tax management strategies, for the efficiency of the wealth management structure and for the beneficiaries
- Challenges facing the multi-jurisdictional family
- Managing cross border tax and estate planning issues

Panel Discussion
Differentiation Between Investment Driven Solution and the Wealth Driven Solution
Jonathan J. Hochberg, President, **Hillview Capital Advisors**
- Uncovering the broader delivery beyond purely investment that could include the prototype integrated wealth strategy solution. Is a barbell effect occurring where clients are either going to get a large firm with capital to commit to the staff technology and delivery of the platform but where clients lose the intimacy that a smaller boutique can provide or do they go to a smaller boutique who are starved for capital and can't truly meet the client demands, is there nobody in the middle?
- Navigating through which services to provide internally and which to outsource, how do you create alliances with outsource partners that don't create conflicts of interest

Session Presentation
Construction and Diversification of Portfolios During Uncertain Times
Ken Bower, Principal and Managing Director, **Moneta Group**
- Modern portfolio theory
- The four major asset classes
- Emotion vs discipline/Fear vs greed, finding uncorrelated assets

Session Presentation
Successful Succession Planning – Passing the Torch to the Next Generation
Kaycee Kristy, Chief Executive Officer, **Laird Norton Tyee**
- Baby boom succession issues are ultimately the biggest client opportunity and the biggest business threat wealth managers will face the next decade
- Leaders must balance the high value boomer clients place on dealing with age peers wit the need to grow great young talent
- A focus on authenticity both with clients and staff may bridge the gap

Dual Presentation
Philanthropy and Investments Converge: Issues for the Family Office Client
David Bokman, Chief Wealth Advisory Officer, **GenSpring Family Offices**
Elizabeth Snyder, Director, Philanthropy, **GenSpring Family Offices**
- Balancing asset location and asset allocation for philanthropic assets
- UPMIFA vs UMIFA
- Liquidity and mission implications of perpetuity vs sunset decisions
- The payout requirement for private foundations
- The use of spending formulas
- Planning for UBTI (Unrelated Business Taxable Income)
- The new rules for charitable trusts
- The impact on investing foundation assets
- Philanthropy as investment and investment as philanthropy
- PRIs: Program Related Investments
- SRI: Socially Responsible Investing
- MFI: Microfinance Institutions
- Private equity: The double and triple bottom line

Session Presentation
Determining the True Value and Performance of Your Portfolio
Miles Padgett, Director, **Convergent Wealth Advisors**
- With so much information how do you really understand what the numbers mean?
- What is a true measurement of performance?
- How do you compare asset classes?
- How can you get consistency and what are the right metrics?

Panel Discussion
Importance of Understanding Economic and Market Cycles and Their Implications For:
Neil Chakkera, Chief Investment Officer, **Long Term Solutions**
David Beckwith, Chief Investment Officer, **RINET Co, LLC**
- Asset allocation strategy
- Tactical positioning (style/sector/currency/geographic region etc)
- Impact of valuation levels, inflation, interest rates on future returns
- Monetary policy and fiscal policy impact on the US economy and capital markets

Session Presentation
Distinguishing Your Services as a True Multi-Family Office vs Private Bank Delivering Client Services
Patricia Soldano, President, **Cymric Family Office Services**
- Discovering ways to distinguish your self from the impostors who are saying they are a multi-family office to potential buyers and families out there
- Examining the overall packaging and services to include everything like insurance review all of those areas that aren't financial only and providing that service whether you outsource this or provide it internally – managing that process efficiently

Session Presentation
Benefits and Risks of Investing Within the Alternative Asset Space
- How to define it; what sub-asset classes should be considered
- How do we measure its value added to the overall portfolio in terms of returns, risk and diversification
- The effects of leverage and arbitrage on enhancing risk-adjusted returns (hedge funds)
- The alpha potential of private equity from investing in emerging companies (venture), transforming/restructuring companies (buyout) and special capital market activities/transactions

Session Presentation
Global Investing – Where to Target Next?
- Investors are getting increasing global, and country-by-country political risk is hard to get a handle on
- Discovering which countries are stable and have laws favorable to stockholders and which should be avoided
- Awareness of accounting standards when assessing foreign investments
- Understanding the foreseen risks involved and establishing a due diligence process

"Fore"! Join us for Golf at La Quinta

PGA WEST is a spectacular master-planned country club community, established in 1984, located in beautiful La Quinta. PGA WEST is a recreational/resort development consisting of more than 2,200 acres featuring world-class golf, tennis and fitness.

PGA WEST currently hosts six incredible golf courses, including the new Greg Norman Course. Challenge, beauty and drama permeate every Jack Nicklaus Course, and the masterfully designed Nicklaus Tournament is no exception.

It is one of the only courses in the world to feature two island greens. The enormous and undulated double-green of holes 9 and 18 are perfectly viewed from the Stadium Clubhouse. Relax and enjoy your lunch while watching fellow golfers attempt to hit their approach shots over massive bodies of water onto the dance floor. **www.pgawest.com/club/**

Testimonials

"This summit grew on me over the 3 days. I would definitely attend again. It is the best run event in wealth management. I hope you are successful in growing your presence in this space."

Senior Vice President
Pitcairn

"This summit was an exceptionally well-organized event. Speakers were the best I have seen at any similar conference."

Vice President
Whittier Trust

"The **Private Wealth Summit** was the first event that bridges ideas and networks of wealth managers."

Investment Analyst/Portfolio Strategist
Foster Holdings, Inc.

"The summit was well organized, enoyable and a productive use of my time. Very educational."

President
Guyasuta Investment Advisors

"Truly a great conference – both by the efforts of the **marcus evans** staff as well as the content. It was 1st rate."

Managing Director
Integrated Wealth Services – A Rockefeller Company

"I was surprised the one-on-one meetings were very useful. The whole program was a good use of time."

Chairman and Chief Executive Officer
Kerr Financial

The Executive Delegation

The **Private Wealth Management Summit** delegates will include CIOs, Presidents, SVPs of Multi and Single Family Offices and are carefully screened and selected according to the following criteria:

- Scope of responsibility
- Assets under management
- Sign-off authority
- Institution/company
- Interest in purchasing products and services

The Solution Provider Companies

To ensure the success of the **Private Wealth Management Summit, marcus evans** is pleased to partner with an exclusive number of leading firms that can provide valuable fund management expertise. The service providers participating in the summit will provide strategic investment plans to ensure maximum capital growth to the attending family offices.

The number of firms in each product or service category is strictly limited to ensure an appropriate overall balance. These meetings provide a forum for dialogue and information sharing, on investment concerns and appropriate, corresponding services.

Private Wealth Management Solution Provider Categories

- Asset Management: Alternative Investments, Buyouts, Equity Products, Fixed Income Products, Fund of Funds, SMAs, Real Estate Strategies, Commodities, Private Equity, Structured Products, Hedge Funds, Mutual Funds, Venture Capital
- Consultants
- Insurance: Brokerage Services, Personal, Specialized, Art, Vehicle, Aircraft, Yacht, Equine, Property
- Integrated Planning: Tax Planning and Consultancy, Estate and Financial, Intergenerational Wealth Management, Wealth Transfer
- Investment Management Technology
- Lifestyle Planning: Cash Flow Management, Property Management, Private Travel
- Advisory Services: Fiduciary Servies, Legal Services and Trusteeship, Philanthropic Services, Risk Management, Socially Responsible Investing, Venture Capital, Wealth Management Advisors

CPE Accreditation

marcus evans is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219 2417. Web site: www.nasba.org.

Sample Delegate Schedule

Each attendee at the **Private Wealth Management Summit** receives a personalized itinerary based on their priority selections of conference sessions, business meetings and special networking events. Below is a sample of a personalized attendee schedule.

DAY 1

11:00 – 01:00	Event Registration
01:00 – 01:15	Chairperson Opening Remarks
01:15 – 02:00	Opening Keynote Presentation
02:00 – 02:45	Conference Presentation
02:45 – 03:00	Networking Break
03:00 – 04:30	Business Meetings
04:30 – 05:00	Round Table Discussion
05:00 – 05:45	Conference Presentation
05:45 – 06:30	Keynote Presentation
06:30 – 07:30	Welcome Cocktails
07:30 – 10:00	Networking Dinner

DAY 2

07:00 – 08:00	Networking Breakfast
08:00 – 08:45	Keynote Presentation
08:45 – 09:30	Conference Presentation
09:30 – 09.45	Networking Break
09:45 – 10.45	Business Meetings
10:45 – 11:15	Round Table Discussion
11:15 – 11:45	Networking Opportunity
11:45 – 12:30	Conference Presentation
12:30 – 01:45	Networking Lunch
01:45 – 02:30	Conference Panel Discussion
02:30 – 03:15	Conference Presentation
03:15 – 03:30	Networking Break
03:30 – 04:30	Business Meetings
04:30 – 05:00	Networking Opportunity
05:00 – 05:30	Business Meeting
05:30 – 06:15	Keynote Presentation
06:15 – 07:15	Free Time
07:15 – 10:30	Networking Cocktails, Dinner and Entertainment Evening

DAY 3

07:00 – 08:00	Networking Breakfast
08:00 – 08:45	Keynote Presentation
08:45 – 09:30	Conference Presentation
09:30 – 09:45	Networking Break
09:45 – 10:45	Business Meetings
10:45 – 11:15	Round Table Discussion
11:15 – 12:00	Conference Presentation
12:00 – 12:45	Closing Keynote Presentation
12:45 – 02:00	Networking Luncheon

What Makes the Private Wealth Management Summit Different

- A strictly invitation-only event; selection of Delegates according to criteria such as scope of responsibility and company size
- Restricted number of Delegates in order to facilitate successful networking
- Keynote presentations, case studies and interactive sessions by world-class industry experts and pioneers
- Personalized presentation and meeting schedule to suit individual requirements and provide an efficient use of time
- A relaxed but professional business environment in which to explore new ideas, strategies and technical developments with industry colleagues, experts and peers
- Access to secured summit website, providing information on other delegates and solution provider companies prior to the event
- Individual pre-arranged one-to-one business meetings with senior representatives from key industry solution providers
- Complimentary green fees during the scheduled golf outing at The PGA West Golf Course
- An invitation which covers two nights' accommodation at the La Quinta Resort & Club, all summit materials, meals and leisure activities

Secured Summit Website

- Summit session overviews allow delegates to choose from a selection of summit and interactive sessions to best suit their business needs
- Presenter biographies determine which presenters are most likely to assist in benchmarking and improving initiatives
- Profiles of attending solution providers provide relevant information to enable delegates to plan their personal event schedule
- Social Agenda to inform delegates of social activities taking place at the event
- Post-event summit website provides complete documentation of all executive presentations immediately

The Venue

La Quinta Resort & Club is a legendary hideaway and meeting destination, renowned since 1926 for its charm and serenity. The resort is a complete meeting destination with more than 66,000 square feet of meeting space, 45 acres of lush gardens, 800 charming guest casitas and spacious suites and 90 holes of championship golf at the Resort & PGA WEST. With a service-oriented staff, La Quinta Resort & Club is the destination your group will remember. Recognized for excellence, La Quinta Resort & Club has received many prestigious awards from organizations that represent meeting professionals. For more information about La Quinta Resort & Club visit their website at **www.laquintaresort.com**

The Organizers

One of the world's leading business information companies, **marcus evans** is dedicated to the provision of global business intelligence and information to assist in strategic and effective decision-making. Our aim is to provide first class business information, through a variety of media, which enables clients to sustain a valuable competitive advantage while making a positive contribution to their success.

Established in 1983, **marcus evans'** international network of offices produces events on strategic issues in telecommunications, corporate finance, capital markets, human resources, corporate IT, technology, marketing, manufacturing, logistics, energy, utilities and business strategy. This information is disseminated through the following business divisions: summits, conferences, business training, market analysis, business publications and corporate hospitality.

Every year **marcus evans** produces more than 150 of the world's leading business and economic summits for senior decision-makers. Held at exclusive locations around the world, these events provide attendees with a unique opportunity to individually tailor their schedules of keynote presentations, think tanks, seminars and one-on-one business meetings to provide an effective, highly focused interactive event.

...a **dominant force** in the delivery of
strategic business information.

Sample of Attendees from Past **marcus evans** Private Wealth Management Summits

President and Chief Investment Officer,
Adagio Trust Co.

Vice President and Managing Director,
Adagio Trust Co.

Managing Director and Principal,
AltaVista Wealth Management, Inc.

Chief Investment Officer,
AlterCapital

Managing Director, Partner,
Anchin Block & Anchin

Managing Director,
Ballentine, Finn & CO.

Founder and President,
Ballentine, Finn & CO.

Managing Director and Principal,
BBR Partners

President and Chief Executive Officer,
BR Chamberlain and Sons, Inc.

Chief Executive Officer,
Brooks Associates/Sawmill Trust Company

Managing Director, and Chief Investment Officer
Calibre Investment Consulting

Chief Investment Officer,
CFG Wealth Management

Managing Director and Wealth Advisor,
Coldstream Capital Management

Managing Director,
Convergent Wealth Advisors

Managing Director,
CTC Consulting, Inc.

Vice President, Managing Director,
CTC Consulting, Inc.

Partner,
F&D Advisors

Chief Investment Officer,
First Affiliated

President and Director,
First Affiliated

Chief Executive Officer and Founder,
Gaia Capital

Chief Investment Officer and Managing Director,
Greycourt & Co.

President,
Guyasuta Investment Advisors

Managing Director, London Office,
Heartwood Wealth Management

Managing Director,
Highline Wealth Management

Director, Financial Planning,
Hillview Capital Advisors

Chief Wealth Management Officer,
Inlign Wealth Management

President and Chief Executive Officer,
Kardia Family Wealth Counselling

Chairman and Chief Executive Officer,
Kerr Financial

Chief Investment Officer,
Kurz Family-Artemis

Principal and Managing Director,
Moneta Group

Executive Vice President, Partner and Managing Director,
Northwood Stephens Private Counsel

Chief Investment Officer,
Oxford Financial Group

President and Chief Executive Officer,
Pennsylvania Capital Management

Senior Vice President,
Pitcairn

Managing Director,
Prosperitas Group

Principal and Chief Investment Officer,
S4 Capital

Senior Managing Director,
Sentinel Trust Co. LBA

Chief Financial Officer, Vice President,
of Family Office Services,
Sovereign Wealth Management

Senior Managing Director, Senior Portfolio Manager
Sterling

President,
Summit Wealth Management

Managing Director,
Threshold Group

Chairman,
Upshire Asset Management

Co-Founder,
Veritable, LP

Portfolio Administrator,
Waycrosse

President, Chief Investment Officer
Waypoint

Chairman of the Board/President,
Wealth Touch