

Family Office for Latin American Families



*The Preservation of Family Wealth,
Legacy, Privacy and Confidentiality*

*Asset Protection and Planning Strategies
in a Cross-border Environment*

Conference : November 17 & 18, 2005

Workshop : November 16, 2005

The Biltmore Hotel - Coral Gables, Florida

Organised by :

In Partnership with :



WORKSHOP

Carol Pepper

President
PEPPER INTERNATIONAL, New York

Paul J. Gonzales

Managing Principal
FAMILY OFFICE HUMAN RESSOURCES
MANAGEMENT, Clermont, FL

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Chairman : Santiago Ulloa

CEO
TBK INVESTMENTS, Miami

Joe Paul

Managing Partner
Global Family Business Consultant
ASPEN GROUP INTERNATIONAL,
Colorado

Haluk Alacaklioglu-Obst

Managing Partner
Global Family Business Consultant
ASPEN GROUP INTERNATIONAL,
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Marc A. Silverman, Ph D

Founding Partner
STRATEGIC INITIATIVES Inc., Miami

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Mario A. Mata

Partner
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Vernon S. Veira

Attorney at Law
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Kenneth Morgan

Executive Director
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British Virgin Islands

Shore Graham

Sales & Marketing Director
LOMBARD INTERNATIONAL
ASSURANCE, Luxembourg

Candace Wehbe-Dennen

President
SWISS ENTERPRISE; Naples, Florida

DAY TWO

Chairman : E. Jerry James

CEO and Chairman of the Board
AMERICAN INTERNATIONAL
DEPOSITARY & TRUST BANK, Denver
President - THE OFFSHORE INSTITUTE

Alex E. Suarez

Chairman & CEO
FAMILY OFFICE BANKSHARES, INC.,
Atlanta

Santiago Ulloa

CEO
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Stephen A. Freeman

Partner
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STANHAM, LLP, Miami

Myriam B. Stephens

Principal and Co-Founder
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David Goss

Managing Director
UOB GLOBAL CAPITAL LLC, New York

Elan Schultz

Managing Partner
QUILVEST USA, New York

Tom Trowbridge

Vice President Hedge Fund Strategies
GOLDMAN SACHS, New York

Martin Litwak

Head of Latin American Practice
WALKER SMITHS, British Virgin Islands

Paulo de Rezende

Partner
ZONE VENTURES, Los Angeles

Family Office for Latin American Families

Dear Executive,

The 1st Annual Family Office Conference for Latin American Families is an expert discussion led by extremely high quality presenters to help Latin American HNWI find solutions to the preservation of their wealth in an environment where privacy is limited and tax and estate planning considerations are paramount to the transfer of wealth through generations.

Recent developments in the Mexican tax regime are spreading over other Latin American jurisdictions including anti-deferral legislation, expanded information reporting obligations and exchange, enforcement for failure to comply through penalties and criminal prosecutions.

These new tax regimes and anti-avoidance legislations are affecting the preservation of family privacy, legacy and wealth.

The conference will address the key issues that private banks, trust and tax lawyers and any type of financial intermediaries should consider seriously in the management of Latin American wealthy families.

The topics are thoroughly discussed with an in-depth focus by experienced speakers who are committed to transfer their knowledge and share their vision.

The diversity of panellists selected amongst the best experts and the independence of MGI will ensure that the information provided is free of any conflict of interest.

The conference is brought to you in partnership with ESAFON, the Strategic Advisors and Family Office Network Association and GWF the Global Wealthy Family Circle.

We look forward to meeting you in Miami, Florida.

Yours Faithfully,



François Golbery
Chief Executive Officer
MGI SWITZERLAND S.A.

Workshop November 16, 2005

HOW TO SET-UP OR CONVERT INTO A FAMILY OFFICE TYPE ARRANGEMENT

1.30 **Welcome and Registration**

2.00 **Part 1: Key Issues in the Set-up of a Family Office**

- Family Office types and trends for each type
- Issues to consider when selecting the type of family office for the family
- Challenges when setting up a single family office
- Issues to consider when converting a single family office to a multi family office
- Joining a multi-family office: major questions

Carol Pepper - President
PEPPER INTERNATIONAL, New York

3.30 **Part 2: Management Issues in Operating a Family Office**

- The importance of succession planning
- The family officer/family office staff
- Human resources management, salary structure and performance appraisal

Paul J. Gonzales - Managing Principal
FAMILY OFFICE HUMAN RESSOURCES MANAGEMENT,
Clermont, FL

5.00 **Close of the workshop**

Day One

November 17, 2005

08.30 **Welcome Coffee and Registration to the Family Office for Latin American Families Conference**

09.00 **Opening Remarks by François Golbery and the Chairman**

Santiago Ulloa - CEO
TBK INVESTMENTS, Miami

STRUCTURING FAMILY WEALTH FOR LATIN AMERICAN FAMILIES :

FAMILY PROTOCOL - ASSET PROTECTION-PRIVACY - CONFIDENTIALITY

09.15 **Crafting the Family's Legacy: Managing the intangible assets and liabilities of the family**

- Development, application and transfer of leadership
- Resolution of family issues interfering with business decision process and development
- Knowledge and succession management

Joe Paul

&

Haluk Alacaklioglu-Obst

Managing Partners

Global Family Business Consultant

ASPEN GROUP INTERNATIONAL, Colorado

10.00 **How the Family Office can Help Sustain Both the Family and the Business: Case-studies from Latin America**

- Success case
- Failure case
- Suggestions for governance and succession

Marc A. Silverman, Ph D - Founding Partner
STRATEGIC INITIATIVES Inc., Miami

10.45 **Coffee Break**

11.15 **Case-study: The Brazilian Family Offices in Perspective: Past experience and lively case-study**

Origins

- Sale of operating businesses in the seventies and nineties
- The need to separate the operating business from the individual assets
- The need to define issues regarding:
 - Succession
 - Fiscal
 - Liquidity
 - Other issues

Present Structure of the usual Brazilian Family Office

- First Stage:
 - Accounting
 - Cash Management
- Second stage:
 - Separate the assets and to create a Holding Company
 - Definition of new non-chore businesses
- Third stage:
 - Implementation of fiscal plans
 - Implementation of Fiduciary Structures
 - Implementation of Family Life Cycle concerns

Present Situation

- Most family offices in Brazil continue to deal with accounting and fiscal plans with strong emphasizes in asset management of liquid assets
- Few family offices administer issues like:
 - Fiduciary planning
 - Life cycle events
 - Concierge

Basic structure

- One coordinator (mostly from the family)
- Secretarial services
- Third Party providers:

- Legal
- Tax
- Fiduciary

Professional Structure

- Non Family manager

Luciana Rossi Cuppoloni - Member of the Board
ROSSI RESIDENCIAL S.A., Brazil

Luciana currently works in the holding company of the family group Rossi and is a member of the Board of Rossi Residencial S.A., one of the leading real estate developer and construction companies in Brazil. Responsible for two projects: the family succession and creation/execution of the environmental and social principles of the group. She holds an MBA from the Wharton School of Business, University of Pennsylvania, and a BA in Economics from Universidade Federal do Rio de Janeiro, Brazil. She is the president of the Wharton alumni club in Brazil.

René A. Werner - President
WERNER & ASSOCIATES, São Paulo

René is a Graduate from Columbia University and a visiting lecturer at the MBA program of the University of São Paulo as well as at Fundação Getulio Vargas – Law School in the department of Negotiations. He is a member of various Family Boards and Advisory Boards. He is a member of the Brazilian Institute of Corporate Governance and the author of the book “Family and Business: a road to success”.

12.15 Tax & Estate Planning Considerations for Latin American Families

Joseph A. Field & Ivan Sacks
Principal & Head of Latin American Group
WITHERS BERGMAN, New York

13.00 Lunch hosted by withers bergman LLP FIDUCIARY DUTIES IN A LATIN AMERICAN ENVIRONMENT - PRIVATE CLIENT PLANNING SOLUTIONS

2.30 Opportunities and Limitations to the Use of Trusts for Latin American Families

- Understanding Trusts
- Function of Protector
- Choice of Situs
- Taxation of U.S. Beneficiaries

Jeffrey A Galant - Tax Partner
GOODKIND LABATON LLP, New York

3.15 Anticipating the Impact of the US Tax Minefield for Siblings in the Event they Decide to Stay

Mario A. Mata - Partner
CANTEY & HANGER LLP, Austin, Texas

3.45 Residency Planning and Alternative Citizenship: Where are the opportunities and what are the risks?

Vernon S. Veira - Attorney at Law
HENLEY & PARTNERS, West Indies

4.15 Coffee break

4.45 Recent Developments in BVI Trust and Company Law – New Opportunities to Benefit Latin American Families

- New BVI Business Companies Act – how it improves on the old IBC legislation
- VISTA trusts – a new solution for Latin clients

Kenneth Morgan - Executive Director
RAWLINSON & HUNTER Ltd, British Virgin Islands

ALTERNATIVE TO TRUST - LIFE INSURANCE

5.15 The Use of Life Assurance for Wealth Planning and Asset Protection for Latin American Families

- Privacy is key in a changing world to transparency
- Keep control over assets in a recognised and well accepted structure
- Efficient succession planning tool

Shore Graham - Sales & Marketing Director
LOMBARD INTERNATIONAL ASSURANCE, Luxembourg

5.45 Innovative and Tailor-made Investment Structures Utilizing Life Insurance to Meet the Specific Needs of Latin American HNWI and Family Offices

Candace Wehbe-Dennen - President
SWISS ENTERPRISE, Naples, Florida

6.15 Closing Remarks by the Chairman

6.30 End of the Day one

7.00 Cocktail Hosted by

BAHAMAS
FINANCIAL SERVICES BOARD



Day Two

November 18, 2005

08.30 Welcome Coffee and Registration

09.00 Opening Remarks by the Chairman

E. Jerry James - CEO and Chairman of the Board
AMERICAN INTERNATIONAL DEPOSITARY & TRUST BANK, Denver President - THE OFFSHORE INSTITUTE

THE SPECIFICS OF LATIN AMERICAN FAMILIES: FROM INVESTMENT NEEDS TO STRATEGIC ASSET ALLOCATION REQUIREMENTS

09.15 How a Truly US Private Bank Can Maximize Privacy and Protection to Latin American Clients whilst Helping Plan for Political Risk Minimization and Financial Security, in the Relative Safety of the United States

E. Jerry James - CEO and Chairman of the Board
AMERICAN INTERNATIONAL DEPOSITARY & TRUST BANK, Denver President - THE OFFSHORE INSTITUTE

09.45 Cultural Challenges for Latin American Family Offices and Families

Alex E. Suarez - Chairman & CEO
FAMILY OFFICE BANKSHARES, INC., Atlanta

10.15 Why, Where and How to Set-up a Multi-Family Office for a Latin American Family?

Consolidated Reporting and Information Management

Santiago Ulloa - CEO - TBK INVESTMEMTS, Miami

11.00 Coffee break

11.15 The Legal and Tax Considerations Involved in Investing in US Real Property

Stephen A. Freeman - Partner
FREEMAN, HABER, ROJAS & STANHAM, LLP, Miami

ALTERNATIVE ASSETS

11.45 Round-Table : The Role of Alternatives in Asset Allocation for Latin American Families

Myriam B. Stephens - Principal and Co-Founder
HEDGEPROS LLC, New York

David Goss - Managing Director
UOB GLOBAL CAPITAL LLC, New York

Elan Schultz - Managing Partner
QUILVEST USA, New York

12.30 Structuring Hedge Funds to Meet the Needs of Latin American Families

Tom Trowbridge - Vice President Hedge Fund Strategies
GOLDMAN SACHS, New York

13.00 Lunch

OFFSHORE INVESTMENT STRUCTURES

2.30 The Set-up of Hedge Fund Investment Structures for Latin American Families

Martin Litwak - Head of Latin American Practice
WALKER SMITHS, British Virgin Islands

VENTURE CAPITAL

3.15 Can the US Venture Capital Model be Exported to Latin America?

- Venture Capital in the US – a historic perspective
- Investment opportunities in US and Latin America
- A roadmap to implement VC in Latin America

Paulo de Rezende - Partner
ZONE VENTURES, Los Angeles

4.00 Close of the Conference

How to register

- ☐ By Phone : + 41 22 319 69 00
- ☐ By Fax to : + 41 22 319 69 01
- ☐ By Mail : MGI (SUISSE) SA
56, rue du Stand - CH-1204 Genève - Suisse
- ☐ By Internet : www.mgi-direct.ch
- ☐ By E-mail : customer.service@mgi-direct.ch

Date and venue

Conference :
November 17 & 18, 2005 (C0522)
The Biltmore Hotel
1200 Anastasia Ave,
Coral Gables, FL 33134



Accommodation

The Biltmore Hotel belongs to the Leading Hotels of the World and has all the sport amenities you should dream of including one of the largest swimming pool in the world. MGI has negotiated preferential rates with the Biltmore Hotel. Please call our Registration Desk on 41 22 319 69 00 for further details and book your room as soon as possible.

Fee

The fee for the conference and workshop is: **US \$: 2'590 Euros: 2'150**
Fee includes refreshments, luncheon, cocktail and a CD-ROM of the presentations
The fee for the conference only is : **US \$: 2'350 Euros: 1'950**
The fee for the workshop is : **US \$: 600 Euros: 500**

- A 25% discount (not cumulative with other discounts) is granted for any early registration and payment before August 31 2005
- A discount of **US\$ 500** is granted to the second registration and of **US\$ 1'000** for any additional registration from the same institution
- Family members and Single Family Offices: **US\$ 1'150**

Payment

- ☐ **By bank transfer :**
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Please quote the conference "Family Office For Latin American Families" code C0522

- ☐ **By cheque :**
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Cancellation policy

Cancellation up to one month by writing before the conference will support an administrative charge of 10% of the fee. Prior to the one month the full fee is due but a substitute delegate may attend in your place if required.

MGI Commitment

This programme has been specially designed in compliance with the quality criteria set by MGI. The topics covered are issued from our research and the panel of speakers has been carefully selected on the basis of their credentials and relevant experience. Therefore, this programme is the sole property of MGI SA and cannot be copied under any circumstances.

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C0522-EM3

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MGI SA with more than 8000 loyal customers organises highly focus and in-depth conferences addressing emerging trends and burning issues to the Wealth Management Community.