

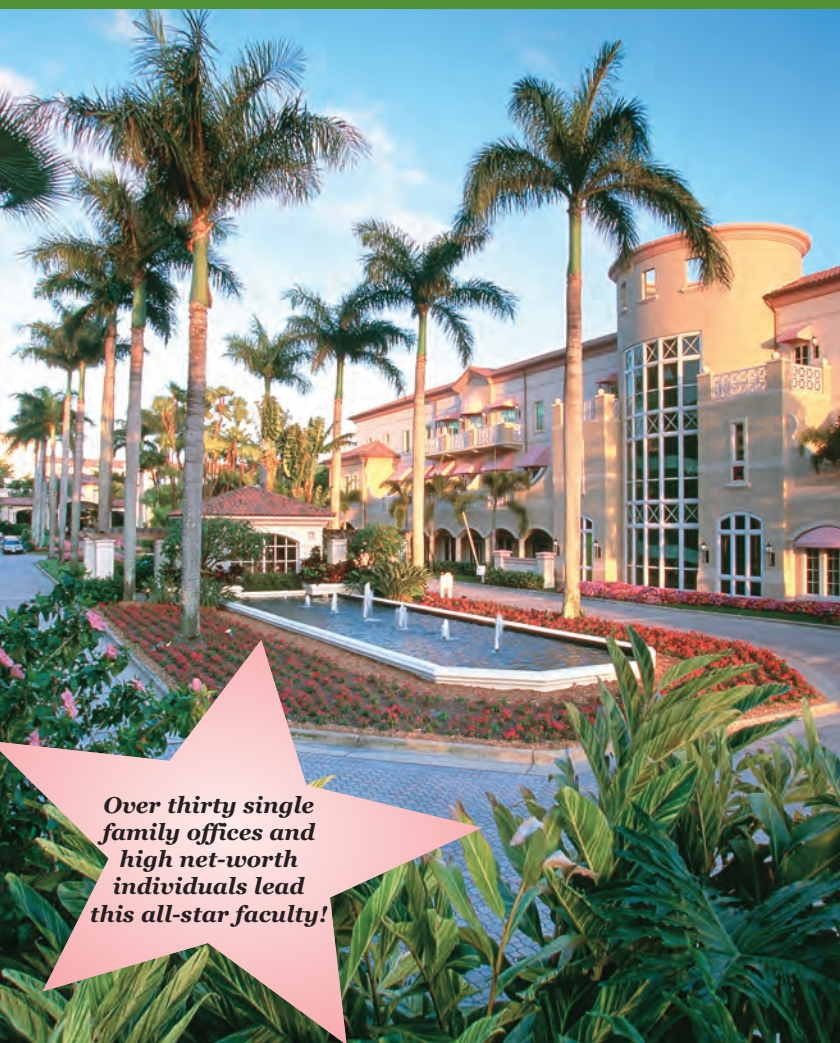


Financial
Research
Associates
presents

The 8th Annual

FAMILY OFFICE SYMPOSIUM

*The Most
Innovative
Family Office
Program
Anywhere!*



*Over thirty single
family offices and
high net-worth
individuals lead
this all-star faculty!*

September 24-25

2009

The Turnberry Isle Resort

Aventura, FL

Join families from all over the world to share and learn best practices, time-tested strategies, and innovative solutions in wealth management and family governance.

Symposium Highlights –In Unique, Interactive Forums!

- ♦ How do you rebuild trust with your advisor – and maintain it?
- ♦ Is asset allocation a big hoax? What do we do next?
- ♦ Getting Organized – A two-part session. Hear real families' experiences: What they discovered while setting up their family offices (and what they're doing differently now)
 - Defining your family's goals and safeguarding your legacy – how do you form a plan and then make it happen?
 - Creative "bundling" options exist – can you get them at a cost savings?

Don't miss this discussion-rich format, designed to promote dialogue and the exchange of ideas! Discourse & networking is a key component of the program!

- ✓ Multiple delegate colloquium sessions on latest developments – meet, greet, and learn from other attendees in a meaningful and intimate setting
- ✓ Closed-door, family-only breakfasts. Share war stories with your peers over a hot cup of coffee
- ✓ Q&A sessions with experienced family office executives and industry thought leaders

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To Register: Call 800-280-8440 or visit us at www.frallc.com



The 8th Annual Family Office Symposium

To learn more about sponsorship opportunities,
please contact Christy Tester at 704-341-2446 or
ctester@frallc.com.



Will you adapt to change or be overwhelmed by change?

Your family and your wealth managers have never faced so many challenges. What are the most viable liquidity solutions and post-meltdown investment strategies? How can you ensure your family and wealth are protected from scandal and fraud? Who can you really trust to manage your wealth and what is needed to rebuild damaged relationships with advisors? What steps should you take today to proactively preserve your wealth in the long term? How do you reconcile your vision and values with the next generation's goals to ensure your family's lasting legacy in a changing world?

Financial Research Associates' **8th Annual Family Office Symposium, September 24-25** at the beautiful Turnberry Isle Resort, boasts a faculty led by the industry's brightest minds and experienced family office executives & family members. This forum strives to answer your toughest questions, to engender in-depth discussion amongst peers, and to foster quality networking and relationship building. Join us to examine these key issues:

- What policies has the government undertaken to stabilize the economy and to prepare for new growth – and are these policies working?
- How do you protect your wealth and family from fraud?
- How do you preserve your wealth and plan your estate in the face of new tax initiatives?
- Bank secrecy reform and foreign tax reporting – what's next?

And don't miss interactive discussion sessions led by family members and their office executives. Benefit from their shared experiences on the topics affluent families are grappling with most:

- Successfully transitioning leadership responsibilities to the next generation: How can you encourage your children to maintain perspective – despite their wealth?
- What are other SFO executives expecting in 2010, and what are they doing to prepare?
- What's keeping women of wealth awake at night?
- How do you engage the youth of your family?
- And much more!

Plus!

Special presentations from highly regarded topic experts, including:

- Unprecedented, unpredictable and twenty months in recession: An economic perspective on the forces shaping the path to recovery
- The crucial role of art and rare collections in estate planning and liquidity strategies
- Sex, drugs and rock 'n' roll: Protecting the good name of your family in the YouTube age
- "We're all irrational now!" – and other insights from behavioral finance

Don't miss this highly focused forum and crucial opportunity to discuss and debate the issues most critical to affluent families.

Register today! Call 800-280-8440 or register online at www.frallc.com.

Sincerely,

Kristin B. Rodriguez

Kristin B. Rodriguez, *Conference Director*
FINANCIAL RESEARCH ASSOCIATES, LLC

PS. Check out our new, all-inclusive registration package! Get two nights' stay at the luxurious Turnberry Isle Resort, plus \$50 off your conference registration – you can save hundreds of dollars over other, less innovative family office conferences AND enjoy this beautiful venue. We'll take care of your reservations and conference booking all in one step!

To Register:

Call 800-280-8440 or visit us at www.frallc.com

Special Appreciation to Our Advisory Board

Elizabeth Bloomer Nesvold, *Managing Partner*, **SILVER LANE ADVISORS**
John A. Brunjes, *Partner*, **BRACEWELL & GIULIANI, LLP**
James L. Cowles, *CEO*, **CHIFAM LLC**
Charles Krusen, *Chief Investment Officer*, **KRUSEN FAMILY OFFICE**
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Mark F. Polzin, *President*, **RANCH, FARMS, & LAUREL FIDUCIARY CORPORATIONS**
David R. Smith, *Publisher*, **PRIVATE WEALTH MAGAZINE**
Philip Strassler, *Principal*, **STRASSLER LLC**

Top Reasons to Attend

1. Discuss the impact of the financial meltdown on advisor/family relationships – and what is needed to rebuild trust moving forward
2. Hear the latest legislative updates on new tax initiatives, bank secrecy reform, and the regulatory outlook for alternative investments
3. Learn savvy strategies to make distressed investing work for your family – in an extended, interactive panel discussion led by family office executives who share their own methods
4. Take advantage of this valuable opportunity to network with your peers and the industry's leading experts
5. Determine how to continue making the most philanthropic impact possible – despite more limited resources
6. Hear best practices in recruiting, managing, and retaining private staff – plus expert tips on housekeepers, nannies, chefs, and personal assistants
7. Ensure your art, antiques and collectibles are properly identified and valued
8. Take part in robust discussions of the industry's future direction: What do your peers anticipate from the new administration, and what is the outlook for investments?
9. Assess the growing universe of microfinance investment options, and the latest tools for benchmarking financial bottom lines
10. Understand the latest operational issues most affecting your business practices

Welcome to the Fairmont Turnberry Isle Resort

A soothing retreat atmosphere draws guests from all over the world to The Fairmont Turnberry Isle Resort & Club, situated at the heart of South Florida. Secluded on 300 tropical acres is a stunning Mediterranean-style hotel with 392 newly renovated ultra-luxurious, oversized rooms and suites featuring spectacular views, upscale amenities and personalized service from our international staff.



Important Information

To Register:

Fax: 704-341-2640
Phone: 800-280-8440
Online: www.frallc.com

Mail: Financial Research Associates
18705 NE Cedar Drive
Battle Ground, WA 98604

The 8th Annual Family Office Symposium
September 24-25, 2009

The Fairmont Turnberry Isle Resort
19999 W. Country Club Dr
Aventura, FL 33180
P: 305-932-6200

Fees and Payments:

The fee for attendance at **The 8th Annual Family Office Symposium** is:

Family Members* & Single Family Offices*: All inclusive registration: \$1690 Includes conference registration and two nights' stay at the beautiful Turnberry Isle Resort

Conference Only: \$1100 *subject to approval by FRA

All inclusive registration: \$2785 Includes conference registration and two nights' stay at the beautiful Turnberry Isle Resort
Conference Only: \$2195

Note: If you purchase an all inclusive registration, we will contact you to confirm your preferred hotel nights. Additional nights are an additional expense. Please make checks payable to Financial Research Associates, and **write code B691 on your check**. You may also pay by Visa, MasterCard, Discover, or American Express. Purchase orders are also accepted. **Payments must be received no later than September 16, 2009.**

Team Discounts:

- Three people will receive 10% off.
- Four people will receive 15% off.
- Five people or more will receive 20% off.

In order to secure a group discount, all delegates must place their registrations at the same time. Group discounts cannot be issued retroactively. **For more information, please call Kathie Eberhard: 704-341-2439 or keberhard@frallc.com**

Substitutions/Cancellations

- Substitute registrants from the same organization will be honored.
- All cancellation and refund requests must be submitted to Financial Research Associates in writing via mail, fax to 704-341-2640, or e-mail lboothe@frallc.com
- If we receive your request to cancel 30 days or more prior to the conference start date, your registration fees will be refunded minus a \$250 administrative fee.
- If we receive your request to cancel between 29 days and the first day of the conference you will receive your choice of a \$200 refund or a credit voucher for the amount of the original registration fee, less a \$250 administrative fee.
- Credit vouchers are valid for 12 months from the date of issue and can be used either by the person named on the voucher or a colleague from the same company.
- No refunds or credits will be granted for cancellations received after a conference begins or for no-shows.

Conference Cancellations: We strive to hold all conferences as scheduled. However, due to unforeseen market circumstances, Acts of God, or other circumstances beyond our control, we reserve the right to cancel or reschedule any event 21 days or more prior to its start date. We will notify all registered attendees as soon as a conference has been canceled via e-mail or fax and will, in the case of a cancelled event, process full refunds for paid registrations. We advise attendees not to make final travel arrangements more than 30 days prior to the scheduled start date of the event. FRA, LLC is not liable for any travel-related or other expenses incurred by delegates in the case of a cancelled conference.

Sponsorship and Exhibit Opportunities

Enhance Your marketing efforts through sponsoring a special event or exhibiting your product at this event. Contact Christy Tester at ctester@frallc.com or 704-341-2446 to learn more.

Best Value!

Best Value!

Who Should Attend?

- Single and multi-family office executives
- Family business owners and executives
- High net-worth individuals
- Private banking and trust executives
- Investment advisors and hedge fund managers
- Insurance executives
- Attorneys and accountants serving the wealth management industry
- Technology and software providers for family offices

Platinum Sponsors:

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Bracewell & Giuliani LLP is a prominent international law firm with nearly 500 lawyers in Texas, New York, Washington DC, Connecticut, Dubai, Kazakhstan and London. We serve major financial institutions, leading private investment funds, Fortune 500 companies, governmental entities, and families and individuals concentrated in the energy and financial services sectors worldwide. Our New York office was established in 2005 by former Mayor Rudolph W. Giuliani. Bracewell's Private Investment Fund group provides sophisticated counsel to sponsors, principals, general and limited partners, investors, institutions and other participants in the full array of private equity, venture capital, real estate and hedge funds. We represent accredited individuals, family offices, and private, public and tax-exempt institutional investors in these funds by assisting with due diligence and manager evaluation in anticipation of investment, monitoring performance and compliance with fund strategy during the operating and investment phase, and enforcing redemption rights under periods of fund stress – including initiating and defending litigation to enforce investor or manager rights. Our reputation as an international powerhouse has developed from our highly regarded concentrations in Private Investment Funds, Energy and Environmental Strategies, Banks and Financial Institutions, Financial Restructuring and White Collar Criminal Defense & Special Investigations.

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Capital Trading Group, LP ("CTG") is an investment firm that works with today's leading Commodity Trading Advisors (CTAs). CTG specializes evaluating and monitoring the industry's leading managed futures programs on behalf of our clients. CTG works with institutions, family offices, and qualified individual investors to help them find the most suitable investment program. We work with our clients to constantly monitor and evaluate which investment programs are best suited to meet their goals. We utilize professionally managed futures programs to enhance overall portfolio returns and reduce risk exposure. CTG's offices are located in the world renowned Chicago Board of Trade Building. Our team of proven professionals will provide the clarity and guidance needed to navigate today's global alternative investments. CTG's two founder members are registered professionals with more than 35 years of industry experience.



Anchin, Block & Anchin LLP is recognized as one of the best managed accounting firms in the country (Inside Public Accounting). The full-service firm serves privately-held businesses and high net worth individuals with a wide range of traditional and non-traditional advisory services, including financial statement preparation; tax planning and compliance services; economic development and tax incentives; management and succession advisory services; litigation support, forensic accounting and valuation services; merger and acquisition services; and wealth management. The Firm's mission is to be our clients' Expert Partner, accomplishing this through creativity, innovation, insight, integrity and care. Anchin is committed to providing the highest quality accounting, tax, and advisory services. We accomplish this by connecting our clients with partners and professionals who have a deep understanding of their industries and who proactively address their needs.



Kenneth S. Phillips is the founder and CEO of **HedgeMark Advisors, LLC**, a separately managed account hedge fund platform serving a broad range of investors. Mr. Phillips has been involved in the evaluation, development, and implementation of complex investment strategies for institutional and high-net-worth investors for more than 25 years. Previous to HedgeMark Mr. Phillips was the Chief Investment Officer and Managing Member of RCG Capital Advisors, a SEC registered investment advisor specializing in the management of globally diversified, multi-strategy funds of hedge funds. Prior to RCG Capital Advisors, Mr. Phillips was the Founder, President and CEO of Portfolio Management Consultants and its successor PMC International ("PMC"), the industry's first, and largest independent provider of traditionally-managed separately managed account platforms. Mr. Phillips was a founding participant of the Wilshire Cooperative and served as a member of the Advisory Board of the Investment Management Consultants Association for more than a decade.

Silver Sponsor:



Welton Investment Corporation is a 21-year-old, absolute return investment manager specializing in managed futures, currency and global macro strategies for institutional investors. The firm strives to deliver non-correlated, absolute returns through a unique combination of trend following, mean reversion and fundamental strategies. Founded in Northern California's Silicon Valley, Welton today serves a global investor base that includes multi-manager funds, institutions, private banks and family offices.



The attorneys in **Lowenstein Sandler's Trusts and Estates Group** design plans tailored to each client's unique circumstances and goals, maximizing benefits and avoiding pitfalls under complex and evolving federal and state tax laws. They handle the fiduciary litigation that sometimes results from family asset disputes. They also serve family foundations, guiding them through complex tax and regulatory requirements while helping donors achieve their philanthropic goals. www.lowenstein.com

Bronze Sponsor:



The Turnberry Isle Resort
Aventura, FL

September 24-25
2009





The 8th Annual Family Office Symposium

To learn more about sponsorship opportunities,
please contact Christy Tester at 704-341-2446 or
ctester@frallc.com.



DAY ONE: Thursday, September 24, 2009

8:00 – 9:00 Closed Session:

Pre-symposium Mimosa Breakfast – Exclusively for Family Offices

This private opening session is for foundations, family members & family office executives. Designed as an informal, moderated discussion, this closed session provides investors the opportunity to discuss their expectations for the forum, specific topics they are most interested in learning about, operations challenges they are working on, and investment strategies they are considering.

Main Conference Begins

9:00 – 9:15

Chairs' Welcome

Co- Chairs:

John A. Brunjes, *Partner*, **BRACEWELL & GIULIANI, LLP**
Paul R. Perez, CFA, *Managing Director*, **NORTHERN TRUST**

9:15 – 10:00 Opening Keynote

Unprecedented, Unpredictable and Twenty Months in Recession: An Economic Perspective on the Forces Shaping the Path to Recovery

The official historians of recessions and booms, the NBER, marked the beginning of this expansion in 2003, its peak in 2007, and its end in 2008, with Lehman's failure ... but what does this historical analysis tell us about the road ahead? What policies has the government undertaken to stabilize the economy and to prepare for new growth – and are these policies working? Industry luminary and renowned economist William C. Dunkelberg shares his insight on the state of the economic recovery. He analyzes the numbers, the housing problem, the latest government initiatives, the role of the media, and puts it all into perspective. Find out the latest – and what it means to you.

Speaker:

William C. Dunkelberg, *Professor of Economics and former Dean*, **FOX SCHOOL OF BUSINESS, TEMPLE UNIVERSITY**,
Chief Economist, **NATIONAL FEDERATION OF INDEPENDENT BUSINESS**
Chairman, **LIBERTY BELL BANK**, *Chair*, **GLOBAL INDEPENDENCE CENTER**, *Economic Strategist*, **BOENNING & SCATTERGOOD**

"I thought I was sick of hearing about the economy--until I heard from W. Dunkelberg.
Very insightful!"

10:00 - 10:15

Refreshment Break

12:30 – 1:30 Luncheon Keynote:

Lights, Camera, Action! A Behind the Scenes Look at the Expertise You Need to Shine in Your Starring Role

All clients are stars in the story of their lives. Whether their names are in lights, emblazoned across a high rise, on magazine covers, or on the cover of book jackets, they lead busy, complex lives. From foundations to royalties, international travel to multiple residences, business affairs and affairs of the heart, there are numerous issues their Family Office executives must handle. Evan Snapper shares his experience as the ultimate producer and director. Through a series of real life situations, you'll hear how this producer has carefully managed the business and personal lives of his clients. Learn from a master how to keep the client shining at center stage.

Speaker:

Evan Snapper, *Partner-in-Charge, Business Management/Family Office Practice*
ANCHIN BLOCK & ANCHIN LLP

10:15 – 11:00

Executive Roundtable

Rebuilding Trust in Advisor/Family Relationships

- How do you rebuild trust with your advisor – and maintain it?
- Clear, candid communication is a must: What both sides have to do to make it happen
- The financial meltdown and the change it has wrought in advisor/family relationships
- What other investors are demanding, and what the best wealth managers are providing to forge new ties
- Is the grass truly greener? Knowing when it is time to change your wealth advisor – for all the right reasons – and when to stay put

Speakers:

Jim Bethea, *President*, **BETHEA INSURANCE GROUP**
David Richman, *National Director*, **EATON VANCE ADVISOR INSTITUTE**
Keith Whitaker, *Managing Director, Family Dynamics*, **CALIBRE**

Moderator:

Jamie McLaughlin, *Managing Director*, **CONVERGENT WEALTH ADVISORS**

11:00 – 11:45

Due Diligence in a Post-Madoff Era

- What are the signs of fraud?
- What are the critical due diligence things we should be asking for and examining before investing with a manager?
- Who avoided Madoff and what tipped them off? What did Madoff's investors ignore?
- How do you protect your wealth and your family from fraud?

Speakers:

Kevin J. O'Connor, *Partner*, **BRACEWELL & GIULIANI, LLP**
Kermit Claytor, *Founder*, **KINGS MOUNTAIN CAPITAL GROUP**

11:45 – 12:30

Asset Allocation: What's the New World Order?

- Is asset allocation a big hoax? What do we do next?
- Exotic vs. Plain Vanilla: Time tested tools to better evaluate the right mix
- MACRO a critical element in asset allocation
- Current thinking on the role of key asset classes for family offices and high net worth individuals
 - Equities
 - Fixed Income
 - Hedge Funds: much maligned, are they still relevant?
 - Commodities: Gold?
 - Private equity: The role of returns and the role for the family office – passive or active?
 - Real estate: Public or private? US or International?
- How has the asset management industry – alternative and traditional – been fundamentally changed by the events of 2008-2009?

Speakers:

Charles Krusen, *Chief Investment Officer*, **KRUSEN FAMILY OFFICE**
Elliot Dombusch, *Founder, Chief Investment Officer*, **CLEARVIEW PARTNERS LLC**

1:30 – 2:15

Track A: An Exploration of the New Investment Landscape

Top considerations Affecting Every Investment Program in 2010

- Finding the bottom and recovering - signs to watch for
- Asset allocation adjustments in the post bear market world
- Liquidity and inflation considerations
- Dealing with investor fear- how to find your way out of cash
- Risk assessment issues
- Bright spots to watch for-markets that hold near and long term promise
- Investments to target and investments to avoid

Speakers:

Jarvis V. Hollingsworth, *Partner*, **BRACEWELL & GIULIANI, LLP**
Carol Pepper, *President*, **PEPPER INTERNATIONAL**

Track B: Family Office Structure & Best Practices in Financial Planning

Best Practices in Family Office Financial Management & Cost Allocation

- Technology: Is there really a "perfect" solution that will save you time and money?
- In house staff vs. outsourced expertise? New considerations for this age-old question
- Applying benchmarks to improve operations and increase revenue: What you're probably missing in the process

Panelists:

Bryan Bell, *President*, **SYNTH-BANK CONSULTING, LLC**
Ashley Bete, *Managing Director*, **KINETON FAMILY OFFICE**
Chris Snyder, *President*, **PCR**

Moderator:

Jim Campbell, *Managing Director*, **FAMILY OFFICE METRICS, LLC**

Track C: Family Governance & Communication

Getting Organized Part I

A Family Affair: Effective Strategies to Better Define Your Family's Goals and Safeguard Your Legacy

- Formal agreements, family committees, and leadership-position eligibility – what's going on here?
- Family tree vs. family governance: How important is blood when it comes to inclusion in decision making?
- Coming of age: When is the appropriate time to include the youngest generation in decision making?
- Turning vision into reality: How to form a plan and then make it happen

Speakers:

Patricia Angus, *CEO*, **ANGUS ADVISORY GROUP LLC**
James L. Cowles, *CEO*, **CHIFAM LLC**
Bonnie D. Wetter, *Corporate Secretary & Family Manager*, **NEMO CAPITAL LLC**

2:15

Refreshment and networking break

Refreshment and networking break

Refreshment and networking break

2:30 – 3:15

Asset Protection Strategies for Maximum Risk Management

- A new approach to traditional asset protection tools
- The role of healthcare and personal protection
- The role of family governance
- Managing internet social networking exposure
- The role of the family office in asset protection

In a world full of unexpected risk, there is only one authentic way to protect assets. This session will establish a new foundation for asset protection and will reposition the role of traditional asset protection methods to optimally serve families of wealth. The world is different now: the way families protect their assets must also be different. The session will explore the most critical aspects of asset protection and how they should be integrated into a family's overall strategic plan.

Speaker:

Lisa Gray, *Managing Member*, **GRAYMATTER STRATEGIES LLC**

Save Your Money! How to Preserve Your Wealth and Plan Your Estate in the Face of New Tax Initiatives

- How will the new administration's tax plans affect your estate plan?
- Best (and worst) strategies to preserve wealth long-term
- What's the outlook for estate tax?
- Hot-button issues on reporting and accounting for international transactions
- Forward-thinking pre-marital planning

Speakers:

Michael Goen, *Member of the Firm*, **LOWENSTEIN SANDLER PC**
Patricia Soldano, *President, Southern California*, **GENSPRING FAMILY OFFICES**

Getting Organized Part II

Form and Function of the Family Office: What Model and Service Offerings Make the Most Sense for Your Family?

- Creative "bundling" options exist – can you get them at a cost savings?
- Family office financing in a volatile market: Dos and Don'ts
- Latest trends in mergers & acquisitions of MFOs
- From Travel Arrangements to Portfolio Management: What services are other SFOs offering to better support their families?
- How do you evaluate effectiveness? Using the family's feedback to custom-design the office's services
- HR and Home Management: Best practices in managing the family's private staffing challenges

Speakers:

Charles S. Lachman, *Partner*, **CORPORATE FUEL PARTNERS**
Mark F. Polzin, *President*, **RANCH, FARMS, & LAUREL FIDUCIARY CORPORATIONS**
Patrick Shim, *Principal*, **BLUEPINE CORPORATION**

3:15 – 4:00

Panel Discussion: How to Profit from Distressed Investing: Different Strategies for Success

Benefit from the experience of this investor-led panel, which closely examines the risks and rewards of multiple distressed investing strategies. One panelist focuses on buying operating assets of profitable companies in bankruptcy, another buys pools of distressed mortgages from banks, and the third ran a distressed hedge fund with family office backers. From operational requirements to best practices in due diligence, find out the pros and cons of these strategies, and how your family office may set up its own distressed investing capabilities, or outsource to a fund.

Panelists:

Alan Leiderman, *Portfolio Manager*, **DUCAT INVESTMENT GROUP, LP**
Ira J. Perlmuter, *Managing Director*, **T5 EQUITY PARTNERS, LLC**
Nicole Rothschild, *CIO*, **ROTHSCHILD FAMILY OFFICE, NY**
Jeffrey Schachter, *Co-founder & Managing Partner*, **CEDARVIEW CAPITAL MANAGEMENT**

Moderator:

Paul R. Perez, *CPA, Managing Director*, **NORTHERN TRUST**

4:45

Networking Cocktail Reception



Delegate Colloquium: How does your family engage its youth?

Whether it's philanthropic activities, the family business, or committee meetings, family leaders are constantly challenged to find more creative and more effective ways to engage with their teens and young adult family members. How has your family's leadership tackled this problem? Facilitated by Bonnie Wetter, a 22-year veteran leader of a multi-generation, international family's office, this intimate discussion session provides family members and their office executives the opportunity to share their own experiences with this tough issue.

Moderator:

Bonnie D. Wetter, *Corporate Secretary & Family Manager*, **NEMO CAPITAL LLC**

Bank secrecy reform and foreign tax reporting: What's next?

- What are the new foreign financial account reporting requirements and how is this information being utilized?
- What are the penalties for inadequate reporting?
- What enforcement activities are being undertaken and what might the future bring?
- What voluntary disclosure initiatives are available?
- What are the FinCEN reporting requirements and what current initiatives are being undertaken?

Speaker:

Laurence Feibel, *CPA, Partner*, **ANCHIN, BLOCK & ANCHIN LLP**

Sex, Drugs and Rock 'n' Roll: Protecting the Good Name of Your Family in the YouTube Age

- Does reputation (still) matter?
- Why the financially fortunate are a special target
- The role of media, celebrity cult and the proliferation of the Internet
- The Catch-22 of kids in the YouTube, Facebook and Twitter generation
- How to anticipate and deflect potential reputation landmines . . .
- . . . and recover from them if they explode
- Treating your reputation as a Capital Asset

Speaker:

Michelle Jordan, *Founder*, **JORDAN LLC, STRATEGIC COMMUNICATIONS**

Optimizing Intergenerational Communication: It's Not About the Money

Do you tweet? Have a Facebook page? Do you date in groups? IM constantly? Do you resist cell phones? Do you wonder how to use a computer? Do you long for a simple photo album? We all know that there can be vast differences in lifestyles between generations, more so than ever. Is it shifting values, disillusionment or just technology? Are we all connected to everyone but in touch with no one? What can we do? How do we as trusted advisors in the family office setting guide the dialog about the successful transfer of wealth and values among generations? Attend this session and take away way tools that increase one's capacity to serve as a catalyst to successful communication within families to enable them to preserve their legacy through multiple generations.

Speakers:

Merry E. Abeel, *President*, **KMS**
John G. McGlynn, *Institutional Investment Advisor*, **PACIFIC PORTFOLIO CONSULTING, LLC**

September 24-25
2009

To Register:
Call 800-280-8440 or visit us at www.frallc.com





The 8th Annual Family Office Symposium

To learn more about sponsorship opportunities,
please contact Christy Tester at 704-341-2446 or
ctester@frallc.com.



DAY TWO: Friday, September 25, 2009

8:00 – 8:45 Closed Session:

Pre-symposium Mimosa Breakfast – Exclusively for Family Offices

This private session is exclusively for foundations, family members & family office management members. Share your reactions to the presenters and topics covered during the first day of the Symposium, and hear from other attendees during this intimate, closed-door session. Don't miss this quality networking session and opportunity to begin the last day of the Symposium with great conversation over a hot cup of coffee!

8:45 – 9:00

Chairs' Welcome & Day One Re-Cap

Co-Chairs:

John A. Brunjes, *Partner*, **BRACEWELL & GIULIANI, LLP**
Paul R. Perez, *CFA, Managing Director*, **NORTHERN TRUST**

9:00 – 9:30 Keynote Presentation

We're All Irrational Now... and Other Insights from Behavioral Finance

- Old Paradigm: Traditional academic finance theory (and what's wrong with it)
- New Paradigm: What behavioral finance tells us
- Getting out of the classroom: Applying behavioral finance theories in real life

Speaker:

Elizabeth P. Anderson, *Principal*, **BEEKMAN WEALTH ADVISORY, LLC**

9:30 – 10:00

Utilizing Managed Futures to Enhance Returns and Reduce Risk.

In past investment landscapes, many alternative asset classes were often deemed "too risky" or unnecessary for mainstream investors. In today's investment world however, some of these alternative asset classes are becoming an essential part of any astute investor's portfolio. Managed futures have proven themselves to be one of these most valuable classes. Managed futures offer a family's portfolio the opportunity to reduce downside exposure to stock market sell-offs and political uncertainty. As an extremely regulated industry, managed futures protect against the fraud and ponzi scheme scenarios that were front page news in 2008. With all of the challenges that exist in today's investment landscape, managed futures do have an important role to play in every family's portfolio –and now, more than ever, sophisticated investors must do their homework so they can make the smart decisions in asset allocation.

Speaker:

Patrick Lafferty, *President*, **CAPITAL TRADING GROUP**

10:00 to 10:15 Networking and Refreshment Break

10:15 – 11:00

Managed Account Platforms – How an Open Architecture can put Investors Back in Control

Kenneth Phillips changed the world of managed accounts for high net-worth individuals in the 1980s and '90s when he founded PMC, which under his leadership grew to become the industry's largest provider of segregated managed account services. Twenty years later, this industry visionary is now making his mark on the hedge fund industry, with the recent launch of HedgeMark. Learn how this exceptionally robust managed account platform, with truly open and flexible architecture, finally puts sophisticated investors in control of their hedge fund portfolios.

Speaker:

Kenneth S. Phillips, *CEO & Principal*, **HedgeMark Advisors, LLC**

11:00 – 11:45

Track A: An Exploration of the New Investment Landscape

Rolling Downhill: Latest Updates from Washington and What it Means for Affluent Families

- Hot button issues and legislative updates: What the Obama administration's latest activities portend for your investments
- What's the outlook? Hedge fund regulatory initiatives
- Key pieces of legislation: Whose agenda will most likely get pushed through – and what will that mean for your family?
- The World is but a Stage: How the U.S. is redefining its role (and why it matters)

Speaker:

John A. Brunjes, *Partner*, **BRACEWELL & GIULIANI, LLP**

Track B: Family Office Structure & Best Practices in Financial Planning

Delegate Colloquium

The colloquium is an opportunity for delegates to discuss their experiences and lessons learned from this challenging and dynamic landscape. This session is facilitated by select faculty members and will cover the hottest topics in an informal discussion session.

Moderator:

If your firm is interested in moderating this session, please contact
ctester@frallc.com

"Diverse speakers and interesting attendees"

"Excellent selection of topics, treatment of topics,
speakers and networking"

Track C: Family Governance & Communication Tried and True Methods to Successfully Transition Leadership Responsibilities to the Next Generation

- How do you create incentives for the next generation? Strategies to encourage your children to maintain perspective – despite their wealth
- Mentor-training: Reviving the old model of leadership transition
- Can/should you be your brother's keeper? Sharing responsibilities amongst siblings

Panelists:

Daniel Curran, *Managing Partner*, **CURRAN FAMILY LIMITED PARTNERSHIP**
Bradley Fisher, *CEO*, **SPRING CREEK ADVISORS**
Jim Bethea, *President*, **BETHEA INSURANCE GROUP**

Moderator:

Keir Johnson J.D., *President*, **KBA MANAGEMENT INC, CFO, AH ZEPPA FAMILY FOUNDATION**

11:45 – 12:45 Networking Luncheon

Contact Christy Tester for opportunities to sponsor a Networking Luncheon: ctester@frallc.com

12:45 – 1:30

Investing in Hedge Funds & Alternatives: What You Need to Know When Redefining Their Role in Your Family's Portfolio

- Is the relationship worth pursuing now that the sex-appeal is gone?
- Is the endowment model really right for your family? The pros and cons
- Do your homework before you ask for a separately managed account: What you need to know first
- Does your Hedge fund hedge or is it an expensive bull market leveraged long fund?

Philanthropy: How to Continue Making the Most Impact With More Limited Resources

- Renegotiating pledges and gifts: Which mouths do you feed?
- Liability of foundation trustees in a post-Madoff environment
- Retooling charitable organizations: How can you manage both the "mission" and the organization effectively?
- Thinking outside the deposit box: Other creative ways you can support and contribute to worthwhile causes and organizations

On the Home Front: Effective Techniques to Manage Private Staff and Residential/Personal Affairs

- Best practices in recruiting, managing, and retaining private staff
- What every family should know about HR policy and procedures
- Expert tips on housekeepers, nannies, chefs, personal assistants, estate managers, etc.
- How to establish a long-term, "trouble-free" household staff team

- Are you doing real due diligence?
- Proper needs and uses of hedge funds. Are they still worth the price?

Speakers:

Edward J. Stavetski, *Senior Consultant*, **ASSET STRATEGY CONSULTANTS**
 Daniel Curran, *Managing Partner*, **CURRAN FAMILY LIMITED PARTNERSHIP**

Microfinance: When Giving Can Be An Investment

- State of the industry: Microfinance's compelling financial and social returns
- Learn the latest tools for benchmarking social and financial bottom lines
- Hear from insiders on latest transactions and trends
- Assess the growing universe of microfinance investment options

Speakers:

Justin Dew, *Senior Managing Director, Strategic Development*, **WELTON INVESTMENT CORPORATION**
 Lynn S. Martin, *Director, Investor Relations*, **BLUEORCHARD FINANCE USA, INC**
 Michael Rauenhorst, *Trustee*, **RAUENHORST FAMILY FOUNDATION**

Speakers:

Keir Johnson J.D., *President*, **KBA MANAGEMENT INC, CFO, AH ZEPPA FAMILY FOUNDATION**

Sue Parks, *Co founder*, **WOMEN'S PHILANTHROPY FUND**

Navigating the Global Art Market: Opportunities & Pitfalls for Buyers & Sellers in Today's Economy

Now more than ever, you need to know the value of your portfolio. But families taking stock of their assets often only include financial investments, and overlook the crucial role of art and rare collections in estate planning and liquidity strategies. Learn the dos and don'ts from this practically-oriented how-to and case study presentation:

- Ensure your art, antiques and collectibles are properly identified and valued
- Confidently navigate the art market: How auction houses and private dealers operate
- Smart steps to maximize the value of art in an estate or trust
- How to begin collecting: Overlooked collecting areas

Speaker:

Ronald Varney, *Principal*, **RONALD VARNEY FINE ART AGENTS**

Speaker:

Natasha Pearl, *CEO & Founder*, **ASTON PEARL**

"Good topics, good turnout"

Women & Wealth: What is Keeping Women of Wealth Awake at Night?

Significant wealth offers tremendous opportunity, but with opportunity comes complexity, responsibility and challenges: investing, taxes, wills, trusts, children, philanthropy, in-laws, spending and far more – issues that can often keep the affluent awake at night. More specifically, what are the foremost concerns that are keeping women awake at night in this current economic reality? During this interactive session, Kirby Rosplock, PhD, will share insights learned from a series of studies she has completed around wealth and the values, behaviors, decision-making of affluent men and women. She will facilitate rich, round-table discussions with participants to identify the top wealth management issues facing women today.

Moderator:

Kirby Rosplock, PhD, *Director of Research & Development*, **GENSPRING FAMILY OFFICES**

2:15 - 2:30 Networking Break**2:30 - 3:15****Megatrends – How Will the Family Office Industry Be Transformed?**

The rules of the game are changing, and the playing field of wealth management will never be the same – what forces are behind this transformation, and what business models will prevail? The broker-dealer model has long dominated this space, but will it adjust well enough to new client demands to even survive? Family members, family office executives and wealth managers more generally are all searching, not only for the best talent, but for a heightened sense of ethics and honor – which business models will attract and retain these sought-after individuals? The swinging political pendulum also promises to make its mark on the industry, with new regulatory forces shaping the industry anew – how will the service delivery models evolve in response to the call for greater oversight? Industry luminaries Jamie McLaughlin of Convergent Wealth Advisors and Michael Zeuner of Genspring Family Offices discuss the forces reshaping the face of the family office industry, and emerging megatrends.

Speakers:

Michael Zeuner, *Senior Executive Partner*, **GENSPRING FAMILY OFFICES**
 Jamie McLaughlin, *Managing Director*, **CONVERGENT WEALTH ADVISORS**

3:15 – 4:00**View from the Corner Office: Family Office Executives Share Their Vision of the Future**

What are other Family Offices executives expecting in 2010, and what are they doing to prepare? This panel will engage the audience in an in-depth exploration of the challenges immediately ahead, new avenues for growth and a continued discussion of the ongoing evolution of wealth management, and what it means to families.

Panelists:

Robert Dean, *CFA, President*, **HARMONY CAPITAL, LLC**
 Leonard DiPietra, *Principal*, **PETRA PARTNERS, LLC**
 Bradley Fisher, *CEO*, **SPRING CREEK ADVISORS**

Moderator:

Michelle Jordan, *Founder*, **JORDAN LLC, STRATEGIC COMMUNICATIONS**

4:00

Conference adjourns

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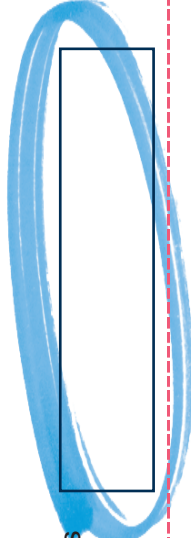
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