



Building a better working world

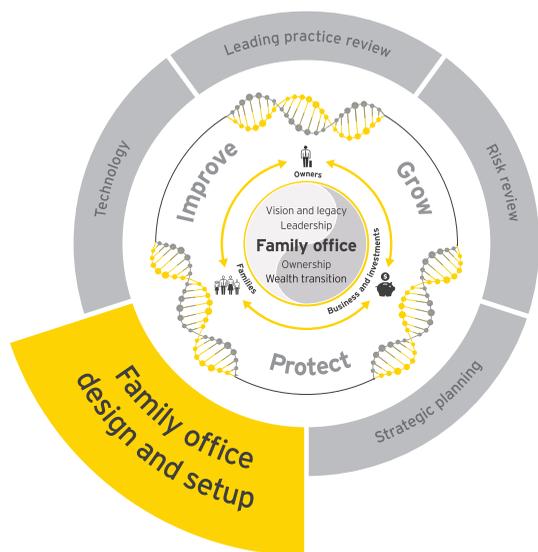
Protect your legacy?

Break new ground?

Family office design and setup



The better the question. The better the answer. The better the world works.



Today's plans for your family office can mean the difference between surviving and thriving in the future.

Why set up a family office?

1. Your family and business are growing, and your business staff are distracted by supporting family needs.
2. You have a liquidity event, such as selling the business.

There are many reasons why setting up a family office might make sense. Below are the advantages and concerns most frequently identified:

Advantages

- ▶ Maintain family cohesion
- ▶ Maximize privacy and control over assets
- ▶ Manage family risks
- ▶ Support family entities and investments
- ▶ Service family houses and other holdings

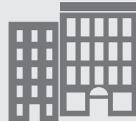
Concerns

- ▶ Cost of family office setup and operations
- ▶ Complexity of market, legal and tax infrastructures
- ▶ Difficulties in identifying and managing staff
- ▶ Obtaining leading advice across a wide range of topics



Founder's office

This often consists of an assistant or a few staff members who pay bills, make travel plans and handle the financial needs of the founder.



Embedded family office

A shareholder services group, it may handle the family's personal financial affairs as well as corporate duties.



Compliance or tax office

A CPA-led office, it oversees investments and takes care of record-keeping, insurance and tax returns.



Investment management office

In addition to accounting services, it manages private equity investments, hedge funds and more, and may seek to manage money for outside families as well.



Full-service office or private trust company¹

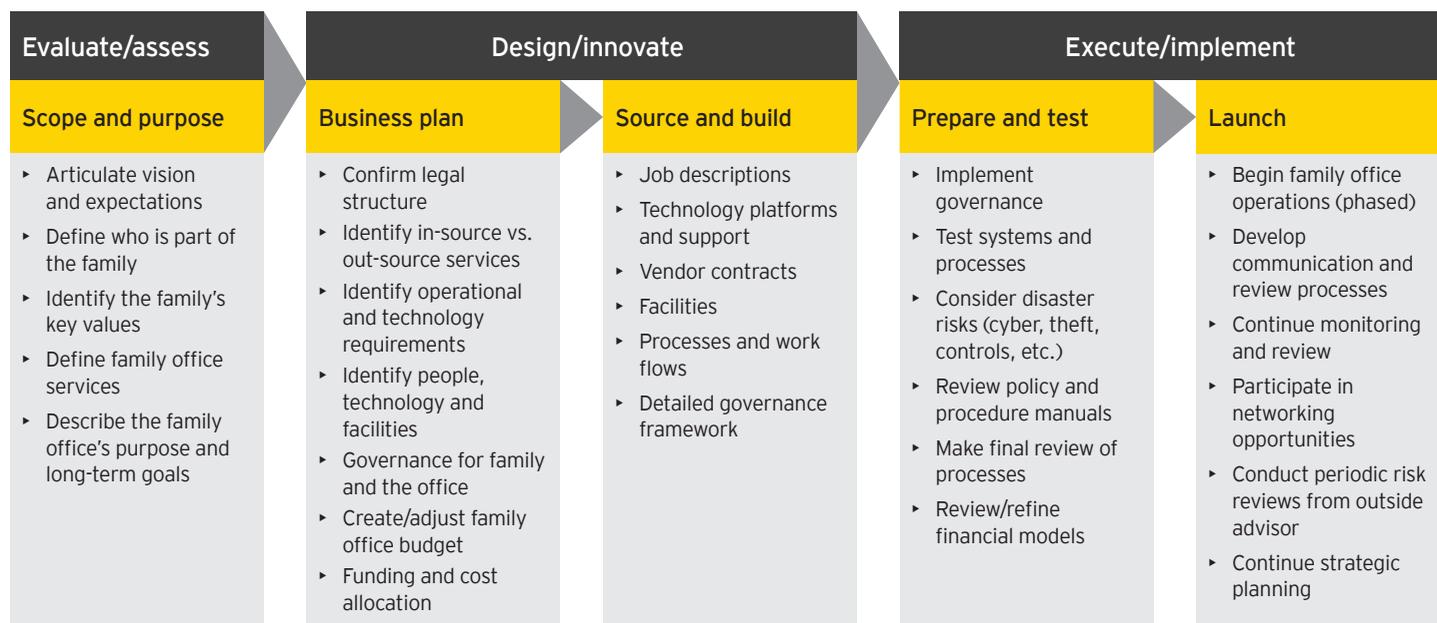
For the most complex scenarios, this is a full-service office that manages all aspects of service: family education, tax, investment, governance and accounting, usually across multiple generations.

¹Private trust companies help a family govern, manage and administer the trusts of the family.

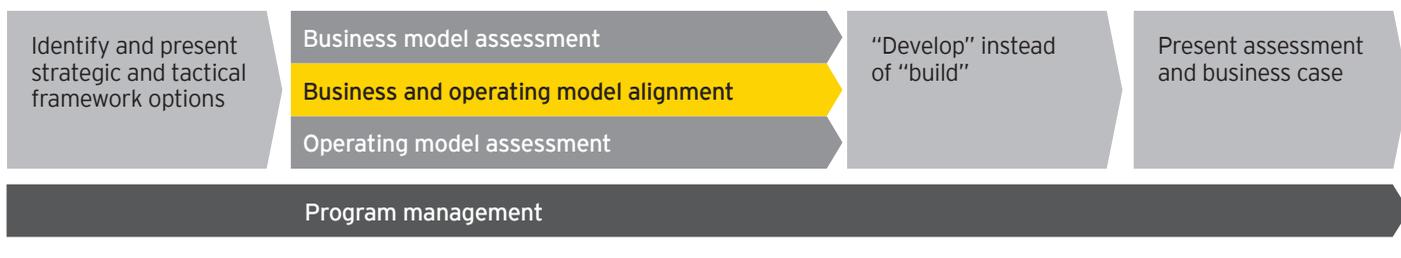
Our approach

We have examined global family offices to understand what makes them successful in the long-term. Our professionals take a holistic view of the family, strategic, operational, regulatory and tax aspects in order to support the family move toward their long-term legacy. Specifically, we support the legacy of building a family office with the following approaches:

- ▶ Develop a services map based on your needs
- ▶ Coordinate with you and your advisors in designing the family office's structure
- ▶ Recommend staffing and roles; cost allocation methodologies; and policies and procedures
- ▶ Provide program management as you evolve



Scoping study approach



Learn how to cultivate sustainable results at ey.com/familyoffice.

To find out how EY Family Office Advisory Services can support you, please contact one of our professionals:

Robert (Bobby) A. Stover, Jr., EY Americas Family Office Leader
Private Client Services | Family Office Advisory Services
 Ernst & Young LLP
 bobby.stover@ey.com | +1 214 969 8321

Fred Gluckman, Partner
Private Client Services | Family Office Advisory Services
 Ernst & Young LLP
 fred.gluckman@ey.com | +1 213 240 7514

Jon Carroll, Executive Director
Private Client Services | Family Office Advisory Services
 Ernst & Young LLP
 jonathan.carroll@ey.com | +1 561 955 8240

John Castrucci, Executive Director
Private Client Services | Family Office Advisory Services
 Ernst & Young LLP
 john.castrucci@ey.com | +1 201 551 4626

Paul McKibbin, Executive Director
Private Client Services | Family Office Advisory Services
 Ernst & Young LLP
 paul.mckibbin@ey.com | +1 215 448 5420

EY | Assurance | Tax | Transactions | Advisory

About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

EY refers to the global organization, and may refer to one or more, of the member firms of Ernst & Young Global Limited, each of which is a separate legal entity. Ernst & Young Global Limited, a UK company limited by guarantee, does not provide services to clients. Information about how EY collects and uses personal data and a description of the rights individuals have under data protection legislation are available via ey.com/privacy. For more information about our organization, please visit ey.com.

Ernst & Young LLP is a client-serving member firm of Ernst & Young Global Limited operating in the US.

© 2020 Ernst & Young LLP.
 All Rights Reserved.

SCORE No. 04800-181US
 CSG No. 2002-3393775
 ED None

This material has been prepared for general informational purposes only and is not intended to be relied upon as accounting, tax or other professional advice. Please refer to your advisors for specific advice.

ey.com