

FOX Fall Forum™
October 22-23, 2015

Engaging Families by Strengthening the Client Experience



JW Marriott
Chicago, IL



Finding ways to keep all family members interested and involved in family matters is a key objective of most family offices. This year's **FOX Fall Forum™** provides a broad array of new ideas and skills to enrich the delivery of service and strengthen the family client experience.

There will be in-person meetings of all the FOX Networks with rich content on investing, technology, human resources, private family trust companies, owner education, and rising generation issues. The Forum will feature industry experts and family speakers and provide numerous opportunities to meet and network with people who share your interests and concerns.

Anyone interested in ensuring the future success of their family will want to participate in this Forum. Please join us for an engaging and inspiring member experience.

Guest Speakers

Sean Ammirati

Leading Partner, Birchmere Labs

Bruce K. Benesh

Partner in Charge, Grant Thornton

Andy Campbell

Partner, Novack and Macey, LLP

Jeffrey Carroll

Assistant Vice President, AIG Private Client Group

Pamela Cytron

CEO, Pendo Systems

Max DeZara

Founder & Managing Partner, Akoya Capital

Ann Dugan

Managing Director, Family Advisory Services,
Headwaters | SC

Charles Eggert

Managing Director, Specialty Chemicals Sector
Leader, Akoya Capital

Ken Fransiak

Chairman and CEO, Fransiak/Calama

Rob Gerhard

CEO, Umbono Capital

Andrea Hasten, CPA, J.D., MBA

Senior Vice President, Northern Trust

Marianne Herlihy

Family Office Advisor, Hemenway & Barnes, LLP

Dan Kipp

Founder, Managing Partner, City Capital
Ventures

Charly Kleissner, Ph.D.

Co-Founder, Toniic

Peter Knell

Managing Director, Knell/KCB

Kim Kusilek

CFO, HRK Group, Inc.

Greg McCann

Founder and Consultant, McCann & Associates

Robert M. McLane, Jr.

Senior Director, BNY Mellon

Miles C. Padgett, J.D. & CIMA

Partner, Kozusko Harris Duncan

Steven Ryder

CEO, True North Networks

Bill Seale

President, Shoebox Private Trust Company, LLC

Jordan Slone

Slone Family Office, Chairman, Harbor Group
International

Jonathan Spencer

Director, Capital Markets, Umbono Capital

Allen Tibshrary

Managing Director, City Capital Ventures

Matthew Tobin

Managing Director, South Dakota Trust
Company, LLC

Margalit Tocher

President, Home Healthcare Assistance

Matthew Wesley, J.D., M.Div.

Founder, The Wesley Group

Jonah Wittkamper

Co-Founder and Global Director,
Nexus Global Youth Summit

FOX Speakers

Heather Asher

Senior Relationship Manager, Family Office
Exchange

Teresa Bellock

Editor-in-Chief, Family Office Exchange

Karen Clark

Managing Director, Councils, Family Office
Exchange

Steven Draper

Senior Consultant, Family Office Exchange

Ruth Easterling

Managing Director, Member Services, Family
Office Exchange

Jane Flanagan

Director of Family Research, Family Office
Exchange

Charlie Grace

Managing Director, Family Office Exchange

Sara Hamilton

Founder and CEO, Family Office Exchange

Amy Hart Clyne

Executive Director, Knowledge Center, Family
Office Exchange

Meghan McWalters

International Relationship Manager, Family
Office Exchange

Mariann Mihailidis

Managing Director, Councils, Family Office
Exchange

Alexandre Monnier

President, Family Office Exchange

Kasey Mueller

Director of Human Capital, Family Office
Exchange

Karen Rush

Director of Membership, Family Office Exchange

Linda Shepro

Managing Director, Family Office Exchange

David Toth

Director of Advisor Research, Family Office
Exchange

Jo Wellman

Senior Relationship Manager, Family Office
Exchange

For the most current list of speakers and sessions please visit www.familyoffice.com.

Hotel Accommodations



JW Marriott Chicago

151 West Adams Street
Chicago, IL 60603
Phone: 312.660.8200

How to Make a Reservation:

Call: 877.303.0104
Mention "Family Office Exchange"

Note: Reservations should be made by Friday, September 25, 2015 in order to secure the group rate.

7:30 am Breakfast and Registration

8:30 am Welcome, Program Overview and FOX Trends Update

Session Host and Speaker: Alexandre Monnier, President, Family Office Exchange

A critical element of Family Office Exchange's work is to identify trends and issues that have immediate and future impact on families of wealth. As such, Alexandre Monnier is pleased to share the trends emerging in the family wealth industry and how these trends will impact families today and well into the future, what families will need to do to prepare for these inevitabilities, and how these trends link to the client experience mindset.

9:15 am Defining and Aligning The Client Experience

Session Host and Speaker: Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange

Amy will be joined by members of the Thought Leaders and Client Experience Councils

Family Office Exchange has been leading the charge to examine essential elements of the client experience and the influence these elements have on today's families as well as families of the future. Key to this assessment is defining what family office executives, advisors with whom families will engage, and of course families themselves need to do to more effectively meet the unique and emerging needs of enterprising families.

10:30 am Break

11:00 am Advisor Breakout Session

Assessing High Impact Trends in the Family Office Industry

Session Hosts: Alexandre Monnier, President, Family Office Exchange; David Toth, Director of Advisor Research, Family Office Exchange; Karen Rush, Director of Membership, Family Office Exchange

- Thought Leaders Council
- MFO Council
- Advisors and Guests

12:30 pm Networking Luncheon

2:00 pm FOX Network Learning Tracks: Session One

FOX Networks provide an effective way for members to stay up-to-date on the issues and skills that apply to key family office disciplines. Each Network focuses on one discipline or member subset, making it easy to tap into the exchange of EDUCATION or ideas via PEER EXCHANGE and advice from fellow FOX members, industry experts, and FOX research.

Track 1 Educating Owners

Family Culture and Embracing Change

Powered by the FOX Owner Education Network



Session Host: Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange

Speakers: Matthew Wesley, J.D., M.Div., Founder, The Wesley Group; Sara Hamilton, Founder and CEO, Family Office Exchange

Family success over generations is often contingent on the health and vibrancy of family culture. Family culture can destroy legacy, decimate planning, and wreak havoc on even the best laid plans of founders, professionals and family leaders. This session will help bring clarity to the confusing dynamics of family culture and, more importantly, provide strategies and techniques used to make adaptive cultural shifts. Matt Wesley and Sara Hamilton will guide this highly interactive session so that participants will leave not only with a better understanding of the landscape, but also with the essence of creating more adaptive cultures.

Track 2 The Rising Generation

Social Media...How Do You Protect Yourself and Your Family?

Powered by the FOX Rising Generation of Leaders Network



Session Hosts: Heather Asher, Senior Relationship Manager, Family Office Exchange; Meghan McWalters, International Relationship Manager, Family Office Exchange

Speakers: Andy Campbell, Partner, Novack and Macey, LLP; Jeffrey Carroll, Assistant Vice President, AIG Private Client Group

More than 58 million Americans use social networking sites several times per day. Social media has created a new sense of reality—a reality that its benefits have outweighed the risks. Liability risks involved with the use of social media include defamation, invasion of privacy and negligence. This session will provide awareness into the risks as well as the solutions to minimize the evolving dangers of social media.

Track 3 Investing Directly

Direct Investing: Industry Sector Dynamics

Powered by the FOX Direct Investing Network



Session Hosts: Linda Shepro, Managing Director, Family Office Exchange; Karen Clark, Managing Director, Councils, Family Office Exchange
The DIN Network invites you to participate in a Three-Part Industry Sector Dynamics discussion.

Part 1: Working the Plan – City Capital Venture's seasoned deal team, Dan Kipp and Allen Tibshirany will explore the critical steps necessary to ensure success in the first 18 months post-investment, including guidance on governance, transparency and reporting.

Part 2: Unlocking opportunities in Natural Resources - Rob Gerhard CEO and Johnathan Spencer, Director, Capital Markets of Umbono Capital will highlight one family's direct investing focus in natural resources and how they see significant opportunity due to both cyclical and structural changes in the sector, in both the US and in emerging markets.

Part 3: Specialty Chemical Sector – Max DeZara and Charles Eggert of Akoya Capital will discuss their 5-Sector approach to direct investing and will highlight timely involvement and nuances of the specialty chemical sector.

Track 4 Advancing The Family Trust

Lessons Learned When Forming Private Trust Companies

Powered by the FOX Private Family Trust Company Network



Session Host: Mariann Mihailidis, Managing Director, Councils, Family Office Exchange

Speakers: Kim Kusilek, CFO, HRK Group, Inc.; Bill Seale, President, Shoebox Private Trust Company, LLC

Establishing a Private Family Trust Company (PFTC) is a significant step in a family's evolution from managing its wealth to institutionalizing its family governance, trustee processes and strategic direction as a family enterprise. In this session, the PFTC Network community comes together for a discussion around lessons learned when forming a Private Trust Company. Participants, led by experienced executives, will share the challenges, insights and unexpected benefits gained through the private family trust company structure.

Track 5 Managing Information

TODS Network Idea Exchange - Cybercrime: It's All About You and Steps to Combat It

Powered by the FOX Technology Operations & Data Security Network



Session Host: Steven Draper, Senior Consultant, Family Office Exchange

Speaker: Steven Ryder, CEO, True North Networks

This session will review latest trends in cybercrime and why it's growing exponentially. There is big money in hacking secure financial information, no matter the size of the business for these criminals, the opportunities are limitless. We will review the SAN Critical Security Controls, which are simple good business practices to secure and monitor your network. Additionally, we will review steps we all can take to protect ourselves and our businesses against these endless threats.

Track 6 Developing Professionals

Implementing an Agile Vertical Leadership Framework

Powered by the FOX Human Capital Network



Session Host: Kasey Mueller, Director of Human Capital, Family Office Exchange

Speaker: Greg McCann, Founder and Consultant, McCann & Associates

Our world is becoming more complex and interdependent. Business cycles, planning horizons, and even generations are all getting shorter in a world where everything affects everything. To be a leader today requires the agility to develop how you think, not just increasing what you know. This concept is known as vertical leadership, the number one trend in leadership development today. Participants will be provided with the necessary tools to become more agile leaders and practices to develop these key abilities in their lives as well as in the lives (and families) of the people with whom they engage.

3:45 pm **FOX Network Learning Tracks: Session Two**
Choose from one of the following session options.

Track 1
Educating Owners **Family Education In Action**
Powered by the FOX Owner Education Network



Session Hosts: Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange; Teresa Bellock, Editor-in-Chief, Family Office Exchange

Speakers: FOX members will contribute their insights on family education

Family education is critical to wealth sustainability. In this session, participants will hear directly from families who have successfully implemented family education programs and the challenges and obstacles they have had to overcome to design, develop and deliver quality programming. In addition, family members will share information about the types of programs they are delivering as well as the outcomes of their implemented learning strategies. Families will also share lessons learned and will answer the question, "What do you wish someone had told you before you started this project?"

Track 2
The Rising Generation **The Sandwich Generation and Eldercare Issues**
Powered by the FOX Rising Generation of Leaders Network



Session Host: Heather Asher, Senior Relationship Manager, Family Office Exchange

Speakers: Margalit Tocher, President, Home Healthcare Assistance; Andrea Hasten, CPA, J.D., MBA, Senior Vice President, Northern Trust

With the aging of the Boomer generation comes the challenge of eldercare and its ultimate impact on families and designated caregivers. Often those caregivers are a part of the Sandwich Generation—a generation of people, typically in their 30s to 50s, responsible for both bringing up their own children and caring for their aging parents. Margalit Tocher and Andrea Hasten will trace the challenges and obstacles of the aging generation and provide strategies and guidance for caregiver families. They will provide tools and resources for addressing this critical need.

Track 3
Investing Directly **Direct Investing: Opportunities in the Real Estate Market**
Powered by the FOX Direct Investing Network



Session Hosts: Linda Shepro, Managing Director, Family Office Exchange; Karen Clark, Managing Director, Councils, Family Office Exchange

Panelists: Ken Fransiak, Chairman and CEO, Fransiak/Calamar; Peter Knell, Managing Director, Knell/KCB; Jordan Slone, Slone Family Office, Chairman, Harbor Group International

Families whose core business is real estate will share their experiential knowledge of market conditions, their view on current and future opportunities, specific strategies for a successful real estate portfolio and discuss various structures for effective deployment of capital in this sector.

Track 4
Advancing The Family Trust **The Art and Complexity of Trust Distributions - Your Committee, Your Policy and Your Practice**
Powered by the FOX Private Family Trust Company Network



Session Host: Ruth Easterling, Managing Director, Member Services, Family Office Exchange

Speakers: Matthew Tobin, Managing Director, South Dakota Trust Company, LLC; and Miles C. Padgett, J.D. & CIMA, Partner, Kozusko Harris Duncan

Distributions have many implications for the Private Family Trust Company (PFTC). The responsibilities of the PFTC in preserving the corpus and being true to the role of the trustee must also align with the changing needs of the family. This peer dialogue will center on a case study examining the art and complexity of family distributions and provide tools, strategies, lessons learned and insight into preparing for the intricacies inherent in distributions.

Track 5
Managing Information **Navigating The Integration Challenge**
Powered by the FOX Technology Operations & Data Security Network



Session Host: Steve Draper, Senior Consultant, Family Office Exchange

Speaker: Pamela Cytron, CEO, Pendo Systems

In a session dedicated to discussing global investment transparency and data governance, Pamela Cytron, CEO Pendo Systems, a global financial technology company, and Steven Draper will lead a discussion on automating the challenges of managing portfolios, exposure and inventory. Included in the discussion will be managing the back office and how to leverage valuable data in the capital markets industry, universal position inventory and counter-party risk.

Track 6
Developing Professionals **Highlights from the 2015 FOX Compensation and Benefits Survey**
Powered by the FOX Human Capital Network



Session Host: Kasey Mueller, Director of Human Capital, Family Office Exchange

Speakers: Jane Flanagan, Director of Family Research, Family Office Exchange; Bruce K. Benesh, Partner in Charge, Grant Thornton

Over 100 families shared their compensation data and practices as part of the 2015 FOX Compensation Benchmarking Survey. The report, distributed in late September, includes a comprehensive analysis of individual compensation categorized by size of staff. Included in the survey results is an analysis of incentive compensation—methodology and annual targets for short-term incentives, types and structure of long-term incentive compensation, current compensation practices, benefits and perquisites and PTO. Please join principal researcher, Jane Flanagan, as she shares data and the impact it might have on creating and maintaining a competitive edge in recruiting and retaining talent. Time will be allotted for dialogue related to any HR concern, beyond compensation, that you wish to discuss with the network community.

7:00 pm All Member Dinner at the Museum of Broadcast Communications

The stated mission of The Museum of Broadcast Communications is "to collect, preserve, and present historic and contemporary radio and television content as well as to educate, inform and entertain through the museum's archives of public programs, screenings, exhibits, publications and online access to resources." Family Office Exchange is pleased to offer a nostalgic look into the museum's communications archives as the backdrop for an evening of networking and entertainment.



Museum of Broadcast Communications, 360 N State St, Chicago, IL 60654

7:30 am Breakfast

9:00 am Opening Remarks – Strategies to Enhance Owner Engagement

Speaker: Sara Hamilton, Founder and CEO, Family Office Exchange

9:20 am Developing an Entrepreneurial Spirit in the Family

Session Host: Karen Clark, Managing Director, Councils, Family Office Exchange

Speakers: Ann Dugan, Managing Director, Family Advisory Services, Headwaters | SC; Sean Ammirati, Leading Partner, Birchmere Labs

Entrepreneurs assemble resources, create innovations, develop finance strategies and apply business acumen in an effort to create economic goods and services. The ultimate question is, “How do you instill these attributes in your rising generation?” Ann Dugan, who founded the University of Pittsburgh’s Institute for Entrepreneurial Excellence, will lead an exploration on how to create an entrepreneurial spirit in the rising generation. Ann will guide participants on not only what goes into creating and fostering that spirit, but how one can take action to support and implement entrepreneurial endeavors. Utilizing megatrends and the opportunities they provide for a prepared entrepreneurial family, Ann will provide a step-by-step guide to building and sustaining an entrepreneurial family culture.

10:30 am Break

11:00 am Finding Your Life Purpose

Session Host: Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange

Speaker: Jonah Wittkamper, Co-Founder and Global Director, Nexus Global Youth Summit

In an effort to promote a culture of greater giving and well-being for all, Nexus Global Youth shines light on the experience and impact of having wealth and what can be done to support and inspire the next generation of philanthropic leaders. Given the unique nature of the generation and their experiences, Nexus research proposes that, instead of focusing on the technicalities of philanthropy, focusing on the relationships and emotional development behind philanthropy is the most effective and beneficial approach to promote generosity. Using modern research and relevant perspectives, this session will provide an overview of what we know about this next—generation of wealth holders, what we know about the nature of giving, and what we can do to further support and cultivate a generation where all will thrive.

12:00 pm Closing Luncheon - Impact Investing, an Accelerator for Economic Return

Session Host: David Toth, Director of Advisor Research, Family Office Exchange

Moderator: Charly Kleissner, Ph.D., Co-Founder, Toniic

Family Members Panel: Ian Simmons, Co-Founder and Principal, Blue-Haven Initiative; Gijs Voskamp, Founder, Ocean Capital Holdings

The movement of money into investments that create environmental and social change is gaining momentum, yet the perception that impact investing goes hand in hand with sub-market financial returns has hampered the wider adoption of this promising approach to investing in positive change.

Charly Kleissner co-founded Toniic and the 100% IMPACT Investing Network, global networks of action-oriented impact investors, focused on providing practical education and best practices to ultra-wealthy individuals, family offices, and foundation and endowment principals. Charly will share an overview and analysis of the current state of the impact investing ecosystem, will demystify the impact investing jargon and will explain the successes, challenges, and opportunities in the industry. Two impact investing couples who have taken innovative and effective approaches to impact investing will make the case that impact investing can—in many cases—be an accelerator for economic return.

2:00 pm Forum Adjourns

Three ways to register:

1. Register online at www.familyoffice.com
2. Scan and email to events@familyoffice.com
3. Fax this form to our Events Team at 312.327.1212

Name (First/Last) _____

Name as you would like it to appear on your badge _____

Firm Name _____

Title/Position _____

Street Address _____

City _____ State/Province _____

Country _____ Zip/Postal Code _____

Phone _____ Fax _____

E-mail _____

Special Dietary/Accessibility Needs _____

- I am a first-time attendee

Session Materials

- I will download the materials (Extra binders will not be available.)
- I would like a printed binder with session materials

Registration Fee

FOX Advisor Members:

- Registration Fee Included in FOX membership.
- Paid attendee: \$2,750

Accommodations

- I will make a reservation at the JW Marriott for FOX Fall Forum
- I will not stay at the JW Marriott for FOX Fall Forum
- I am not sure, my plans are not finalized yet

Payment Method

- Payment by check is enclosed.
- Please charge the following credit card:
- VISA MasterCard American Express

Cardholder Name _____

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Hotel Information

JW Marriott Chicago | 151 West Adams - Chicago, IL 60603
 FOX has reserved rooms at the JW Marriott at a rate of \$306 per night plus applicable taxes. To obtain the special rate, contact reservations at **866.270.6430** and mention Family Office Exchange. Please note that Forum attendees are responsible for making their own hotel reservations by September 25 to ensure the group rate.

Event Refund Policy

For event registrations, refunds of payment or return of event credits will be offered if the cancellation is made in writing to Family Office Exchange at events@familyoffice.com five or more business days prior to the start of the event.

You may earn up to 5 CPE credits for attending this Forum.

Agenda subject to change.

Please select the sessions you plan to attend:

Thursday, October 22

- I will attend the Breakfast.
- I will attend the Advisor Member Breakout Session. (TLC, MFO, Advisors)
- I will attend the Networking Luncheon.

(Choose one session at each time slot from the track list below.)

Track 1: Educating Owners

- 2:00 pm** Family Culture and Embracing Change
- 3:45 pm** Family Education in Action

Track 2: The Rising Generation

- 2:00 pm** Social Media-How Do You Protect Yourself and Your Family?
- 3:45 pm** The Sandwich Generation and Eldercare Issues

Track 3: Investing Directly

- 2:00 pm** Direct Investing: Industry Sector Dynamics
- 3:45 pm** Opportunities in the Real Estate Market

Track 4: Advancing The Family Trust

- 2:00 pm** Lessons Learned When Forming Private Trust Companies
- 3:45 pm** The Art and Complexity of Trust Distributions

Track 5: Managing Information

- 2:00 pm** TODS Network Idea Exchange: Cybercrime
- 3:45 pm** Navigating The Integration Challenge

Track 6: Developing Professionals

- 2:00 pm** Implementing an Agile Vertical Leadership Framework
- 3:45 pm** Highlights from 2015 FOX Compensation and Benefits Survey

- I will attend the All Member Dinner at the Museum of Broadcast Communications.

Friday, October 23

- I will attend the Breakfast.
- I will attend the Closing Luncheon Session: Impact Investing, an Accelerator for Economic Return