

Family Dynamics: Wealth Planning Through the Generations

Webinar



The Wealth Transfer Isn't Coming... It's Here.



Families who are successful in leveraging wealth to provide personal fulfilment and improve family relations focus on more than just asset protection and tax reduction.

***68 Trillion dollars
is going to transfer
in families in
the next 25 years***

We've developed a six-point framework, based on our work with families that have been successful leveraging their wealth to create personal fulfillment and stronger family bonds.



Connect



Cultivate



Communicate



Condition



Care



Conserve

1. Connect

Families that have been successful in working through the unique challenges that wealth creates specifically and intentionally create a venue to connect with one another about that wealth.

Ways to Establish Connection



Establish rules for conversation and discussion



Minimize the invitation list, especially early



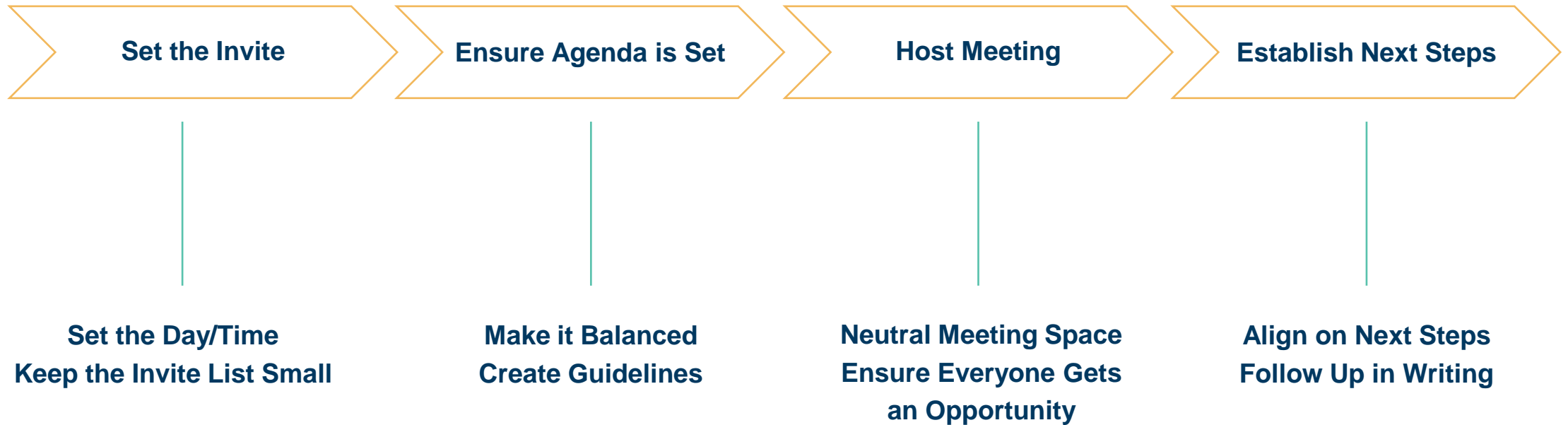
Require input from everyone



Be available for generational input offline

The Meeting Process

These meetings may be difficult to structure at first. Utilizing an objective advisor to help coordinate the process, set the agenda and perhaps host the initial gathering can help get over the practical and emotional hurdles that may arise. At BWM, we have experience in hosting these family conclaves and have created multiple agendas to drive successful discussions.



2. Cultivate

Families that prioritize the context and support necessary to cultivate the growth and maturity of each successive generation see better outcomes

What drives financial & familial success?

The Big Questions to Ask

What has created success for the family in past generations?

What has been learned by the senior generation?

How is today's environment different and yet the same?

Once You Have the Answers

- Define those values explicitly, and then evaluate and rank them in order of importance.
- Use those principles to craft a Mission Statement for the family.

The Family Mission Statement



Define Core Values

Write Them Out

Craft into Statement

3. Communicate

Families that have been successful in preserving affluence for generations communicate openly about the wealth and their plans for that wealth.

The Commutation Flow



Discuss the plan for the family's wealth



Set expectations for family members



Incentivize and provide for education

Having an objective advisor handle some of these discussions can alleviate the duty for the senior generation allowing them to provide their input regarding the intentions during this discussion rather than doing all the educating.

4. Condition

While some families do make essentially outright distributions to family members, this has become far less common because of the desire to protect the family member from themselves and to protect the family wealth from others.

The Condition Checklist



Start with Education



Identify Opportunities



Create Restrictions



Stick to Your Rules

5. Care

Successful families with significant wealth almost all have a structured philanthropic process that encourages family member involvement.

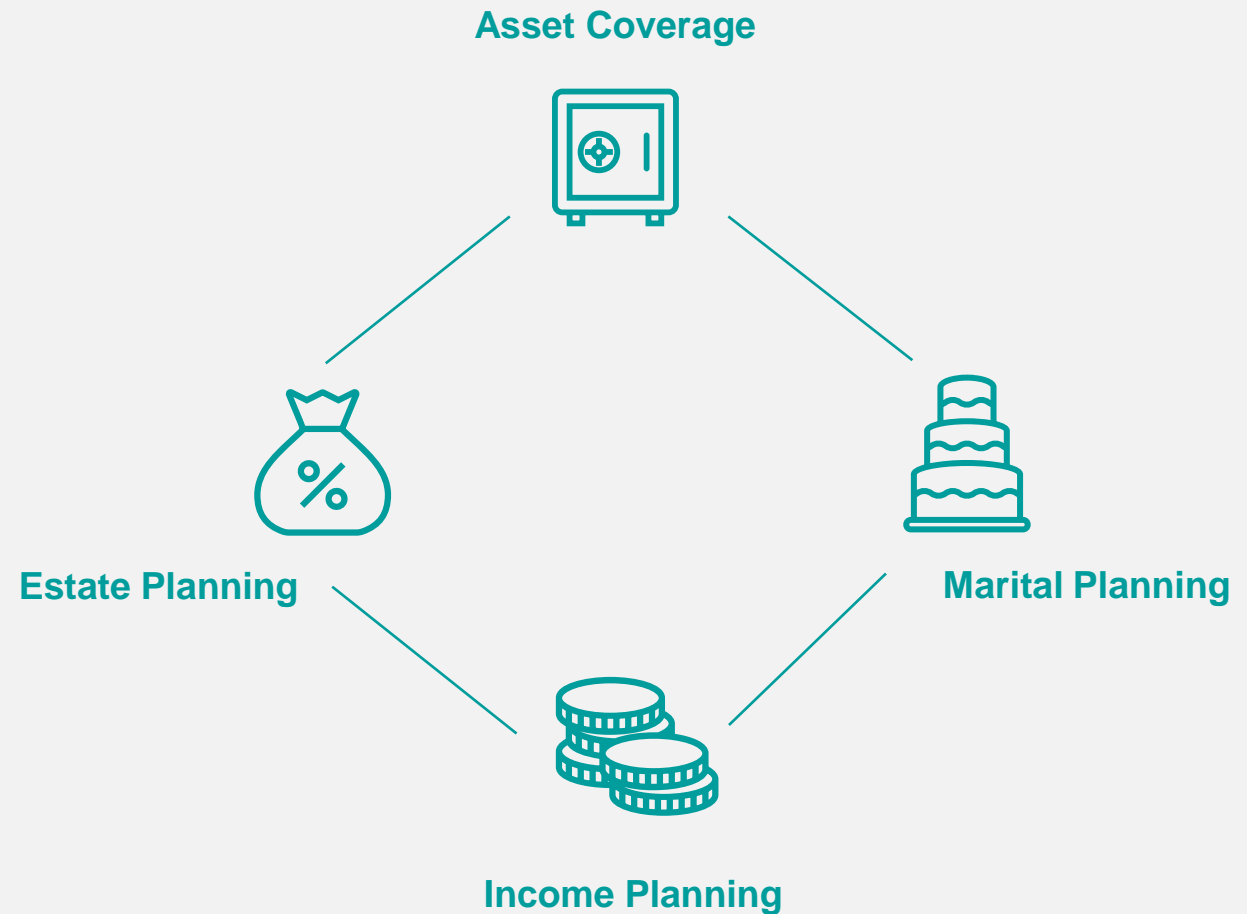
Coordinating the family’s philanthropic decision-making process brings the involved family members together and builds relationships.

Determining The Philanthropic Causes	
Define causes that the family is interested in supporting	Understand what means the most to your family, what organizations you currently support or want to support, and the timeline of supporting those going forward.
Coordinate philanthropic decision-making process	Once the organizations are set, determine what the process will be relating to the decisions being made and the communication channels.
Give structured independence to younger family members	Make decisions collectively but structure your process so those who are interested in donating or giving back have some independence.

6. Conserve

Successful families put the technical structures in place to conserve and protect family wealth. They provide a level of family governance over the investment decision making process.

The Four Pillars of Conserving Wealth



7. Collaborate – BWM Family Dynamics Blueprint

Our blueprint takes families through a process of collaboration that fosters the open communication and value definition that is so crucial, positioning the families we work with to be successful in protecting and growing wealth for generations.



Mapping Out the Next Steps

There's a blueprint for protecting generational wealth and creating strong, happy families. It rests on communication, values and some clear principles. We dive into the details.

Plan out your process strategically:

Connect


Cultivate

Communicate

Conditions

Care

Conserve



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