
Family Offices – When Is the Right time to Start for My Family?

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National Gold Sponsor of



Family Business
Australia

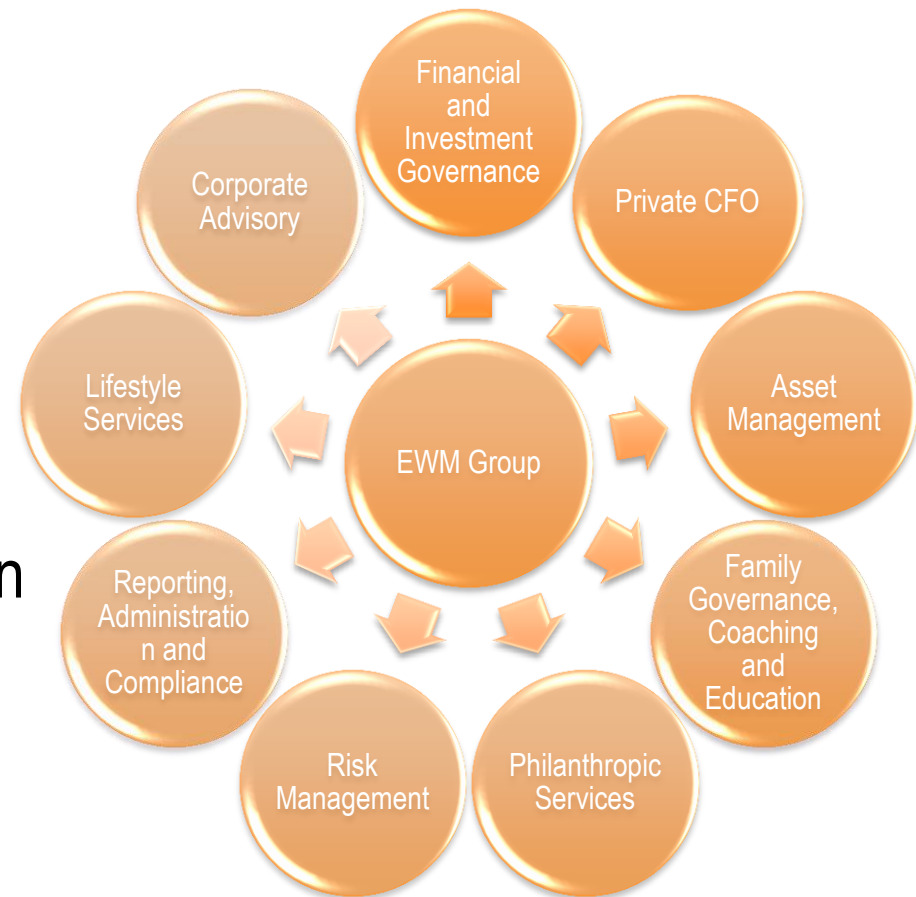
Who is EWM Group?

- ▲ Founded in 2005
- ▲ Privately owned national multi-family office
- ▲ 1st Independent family office in Australia
- ▲ Private Office for our clients
- ▲ Clients nationally and internationally
- ▲ Menu of services to select from
- ▲ Tailored to compliment current structure, resources and advice



High Touch – Independent Service model

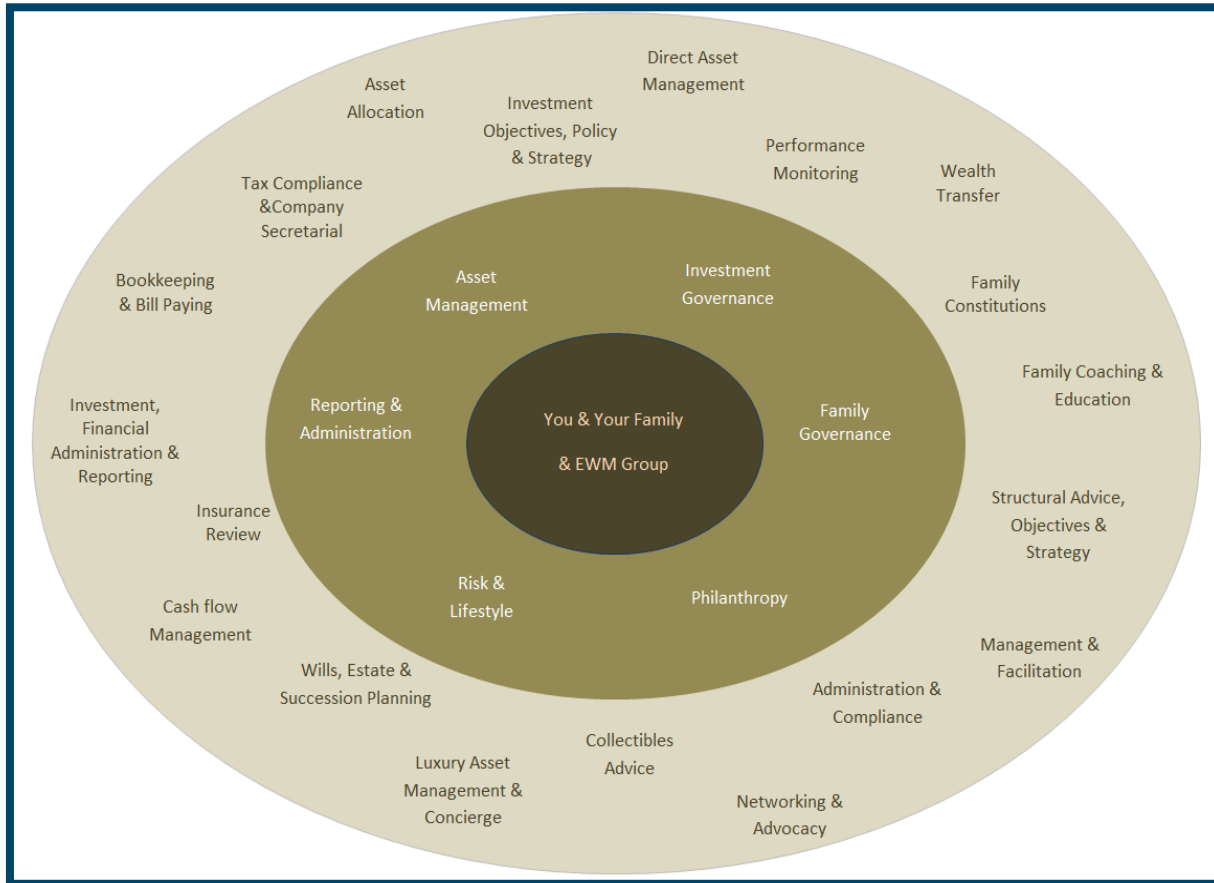
- ▲ “Quarterback” – Facilitator role
- ▲ Independent – Manager of Managers
- ▲ Small number of clients – high touch – full alignment
- ▲ Work in unison with existing advisory team – Advisor Liaison
- ▲ Access Best of Breed service providers and opportunities
- ▲ Private Office for our clients



Topics

- ▲ Family Offices
- ▲ Considerations in Establishing a FO
- ▲ Financial Services
- ▲ Non-Financial Services
- ▲ Objectives / Priorities
- ▲ Next Steps / Further Information
- ▲ Questions

What is a Family Office?



A Family Office provides a centralised management and facilitation of your financial, family and social capital

If You Have Seen One Family Office.....You Have Seen One Family Office.....

- Single Family Office
 - Multi Family Office
 - Virtual Family Office
 - One Advisor vs Team
-
- When is the Right Time to Start for My Family?
 - Now
 - Don't Wait – Don't Stop

Considerations

- Level of Compromise
- Cost to establish / operate
- Use of existing resources within the business / team
- Objectives
 - Financial
 - CFO,
 - Reporting,
 - Bookkeeping/Bill Payments,
 - Investments etc
 - Non-Financial:
 - Education,
 - Family Governance (communication; facilitation; meetings, retreats, constitutions/charter),
 - Philanthropy
- Roles / Services required

Financial Elements

- ▲ CFO,
- ▲ Reporting (Management Accounts vs Investment)
- ▲ Bookkeeping/Bill Payments and Tax Compliance
- ▲ Investments / Asset Management

- ▲ In Source vs Outsource
- ▲ Oversight and management – who?
 - Family v Non Family
- ▲ Existing Resources vs New Resources

Non-Financial Elements

▲ Education,

- Technical
- Dynamics / Preparation
- Generational Considerations

▲ Family Governance

- Communication;
 - Different Generations / Structures
- Facilitation – Independence?
- Meetings and Retreats,
- Constitutions/Charter – establish, review, process

▲ Philanthropy

Considerations / Discussion

- ▲ What is the objective of the family office
- ▲ What are the priorities?
- ▲ Financial v Non-Financial v both
- ▲ Can these be insourced? Y or N
- ▲ Who to facilitate? Role for Family vs non family employee v partner with MFO

Education – On-line FBA Series – Family Members

- ▲ Establishing a Legacy – Family Office Wealth Management
- ▲ 4 module program
- ▲ Presentations, Case studies and Interactive discussions
- ▲ Information, tools and resources
- ▲ enhance and manage family's financial, non-financial, tangible and intangible assets.
- ▲ <https://www.familybusiness.org.au/events/event/establishing-a-legacy-family-office-wealth-management-online-education-series>

Education – On-line FBA Series – Advisor Members

- ▲ Focussed on Next Generation Advisor
- ▲ “Enhancing your position as a trusted advisor”
- ▲ 3 module series – May 2020
- ▲ Immediately add value to your client relationships
- ▲ 10 new opportunities for you to follow and grow your business.
- ▲ Tailor communications for different generations to add value to entire multi-generational family clients.
- ▲ Change your conversations from a technical one to a family one and break out of that perception box your clients have you in.
- ▲ <https://www.familybusiness.org.au/events/event/next-generation-advisor-workshops-enhancing-your-position-as-a-trusted-advisor>

Questions?

Thank You!



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