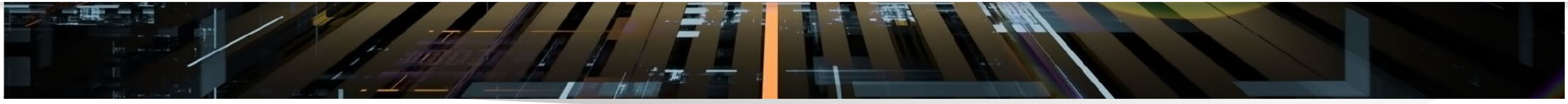
Confidence and Clarity

Integrated Solutions

Insight and Foresight



WEBINAR

Maximizing Value for High-Net-Worth Clients: *Insights into Outsourced Family Office*

QUICK TIPS

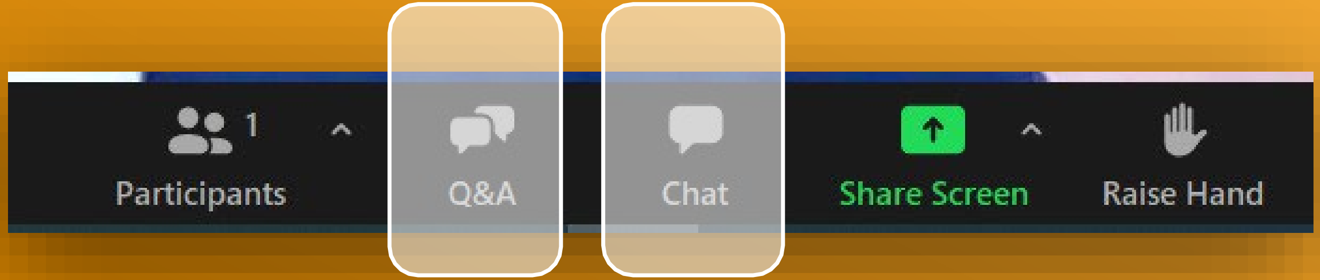
Zoom Webinars

Ask Questions in Q&A Box

- Click the Q&A button to open the window
- Type your response in the text field
- Click Send

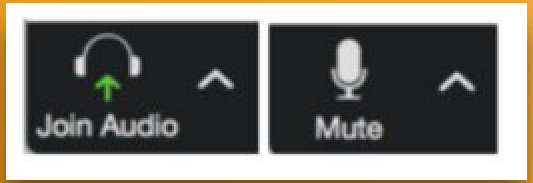
Chat

- Click the Chat button to open the chat panel
- Type your message in the Text box at the bottom of the panel
- Press Enter to send your message



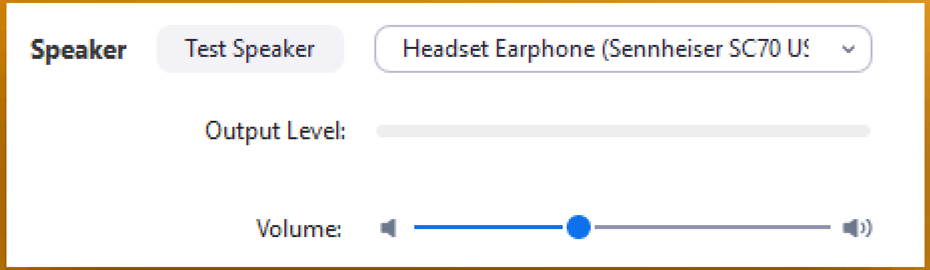
QUICK TIPS

Adjust Audio Speakers



Audio Options

- Click Audio Options - this will open your audio settings
- Click Test Speaker to play a test tone
- If you cannot hear it, select a different speaker from the menu
- Try adjusting the Volume



WELCOME

Today's Presenters

John Karls

Practice Leader

Armanino Advisory LLC

Gail Peisach

Partner

Armanino Advisory LLC

Agenda

- **Benefits** of outsourcing family office services for high-net-worth clients
- **Key factors to consider** when selecting an outsourced family office service provider
- Potential **tax and estate planning implications**
- Q & A

OVERVIEW

What is an outsourced family office?

WHAT SETS US APART

Why Armanino Family Office Services?

Our Clients & Service

100+ HNW Clients

Avg. Wealth: $50M -$1B+

Fixed Pricing – based on lifestyle, NOT on assets

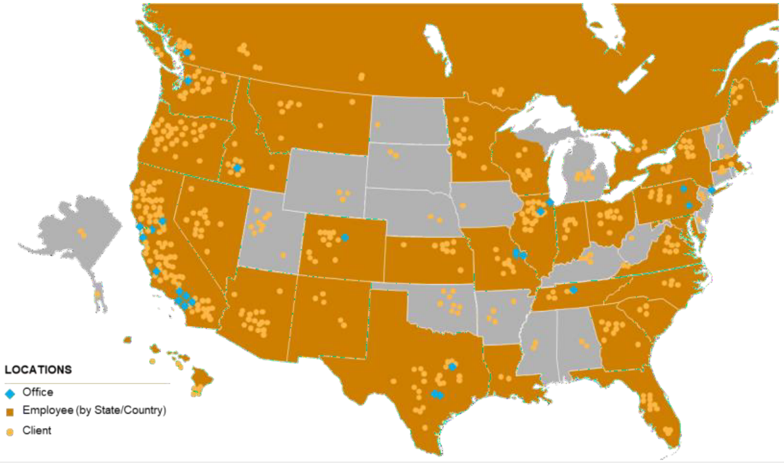
Practice Snapshot

Dedicated Practice with nearly 200 Employees

15 Partners

3-6 Employees for Each Client Team for Increased Timely Responses

Locations



CALIFORNIA
- San Ramon
- San Jose
- San Francisco
- Los Angeles (2)
- Irvine
- El Segundo
- Woodland Hills
- San Luis Obispo
- Torrance

WASHINGTON
- Bellevue

COLORADO
- Denver

IDAHO
- Boise

TENNESSEE
- Nashville

TEXAS
- Austin (2)
- Dallas

ILLINOIS
- Chicago
- Naperville

MISSOURI
- St. Louis
- St. Charles
- St. Peters

PENNSYLVANIA
- Philadelphia
- Scranton

NEW YORK
- New York City

CANADA
- Vancouver

WHAT WE DON'T DO

Investment Management

RECOGNITION & AWARDS

FAMILY OFFICE SERVICES

Consistent Attention

WHAT YOU CAN EXPECT WHEN YOU WORK WITH ARMANINO

DAILY	• Mail processing • Bill pay and bookkeeping • 24/7 availability of your client service team
MONTHLY	• Full financial reporting
QUARTERLY	• Call/Meeting with investment managers • Cash projections • Tax projections • Call/meeting with Client
ANNUALLY	• Summit meeting client and all advisors: • Annual review and goal setting • Annual tax review and planning

ONBOARDING

The First 90 Days

WE LISTEN, ASSESS, ANALYZE & RECOMMEND.WE MAKE THE TRANSITION SEAMLESS.

30 DAYS

- Introductions and Letters of Authorizations to all advisors
- Operational for bill pay and banking transactions
- A review of entity structure and entity formation documents
- A review of estate plan documents
- A review of prior year tax returns for refund opportunities
- A comprehensive insurance audit

45 DAYS

- First reports and every 30 days thereafter.

60 DAYS

- A review of credit
- A review of recurring memberships
- Connectivity to Investments
- Determination of new software needs
- Recommendations for any updates to existing entities and structure

90 DAYS

- Conversion or addition of new software
- Establishment of new entities
- Consultation to cover gaps in estate planning

BESPOKE EXPERIENCES

Benefits to Your Clients

- Cost-effectiveness (versus an in-house family office)
- Access to specialized expertise
- Time savings
- Scalability and flexibility
- Access to technology and resources
- Risk management and compliance
- Objectivity and conflict resolution
- Network and access to opportunities

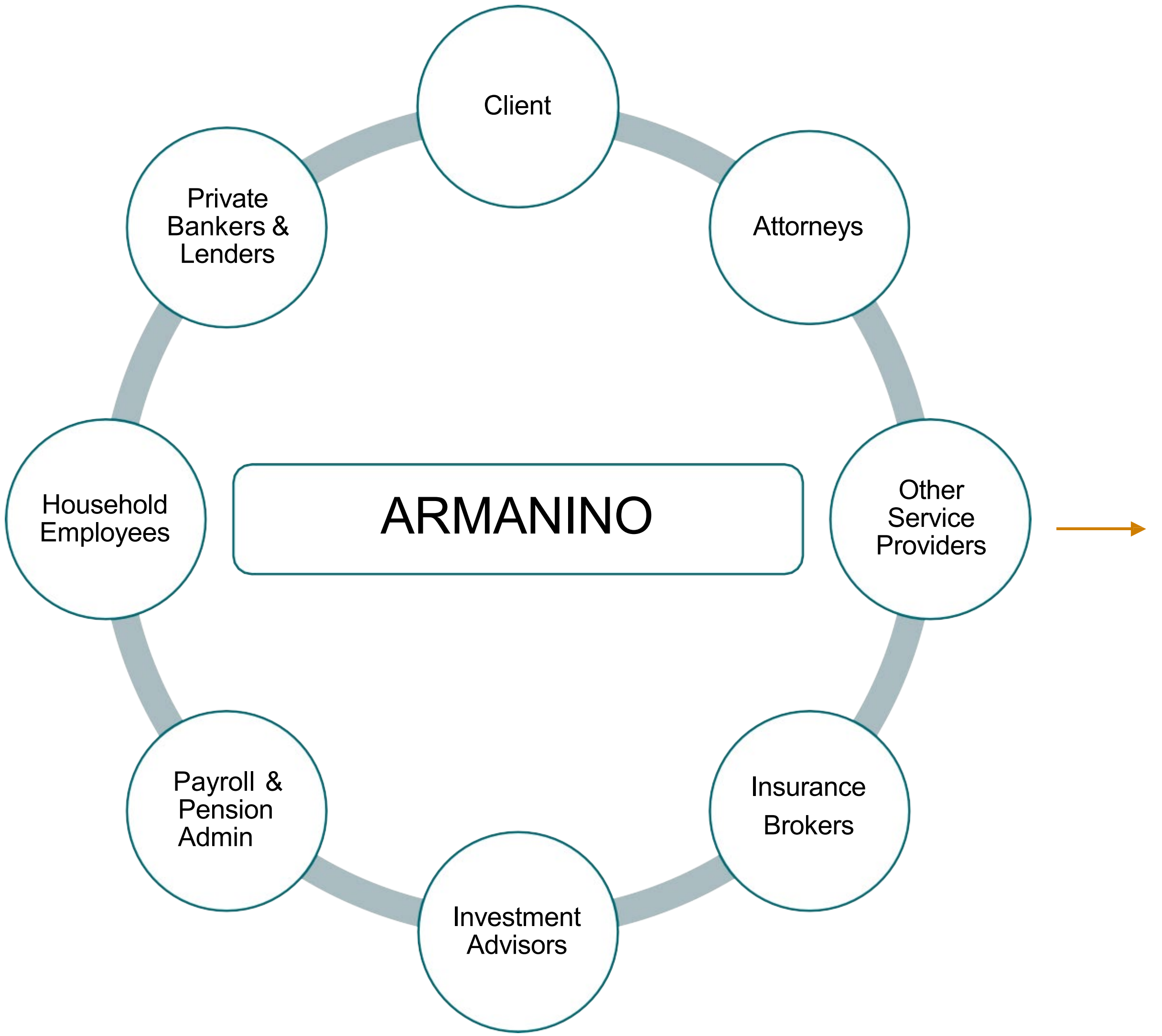
THE BEST FOR YOUR CLIENTS

Benefits to You

- Enhanced client service for your clients
- Focus on YOUR core expertise
- Collaborate and coordinate
- Access to specialized expertise
- Risk management and due diligence – Ensure your clients' interests are well-protected!
- Professional network of service providers
- Streamlined processes and efficiency

FAMILY OFFICE

A Full Service Team



- Realtors
- Auto/Aircraft/Yacht Brokers
- Contractors
- Security Personnel

SO MANY QUESTIONS

Key Considerations

- ✓ Expertise and services offered
- ✓ Reputation and track record
- ✓ Clientele and size
- ✓ Technology and reporting capabilities
- ✓ Free structure and transparency
- ✓ Risk management and compliance
- ✓ Cultural fit and values alignment
- ✓ Client service and communication
- ✓ Security and confidentiality

FAMILY OFFICE

Sensitivity to Privacy Protection

- Management of blind trusts for anonymous holding of homes, aircrafts, and yachts.
- Remote secure mail addresses to manage postal mail away from prying eyes.
- Third party password management to ensure confidentiality of personal information.
- Data encryption for securely sending and receiving documents.
- Segregation of client information from the Family Office practice to the rest of the firm.

CONSIDERATIONS

Tax & Estate Planning

- Tax Efficiency
- Estate planning strategies
- Coordination of legal structures
- International tax considerations
- Compliance and reporting
- Charitable giving and philanthropy
- Wealth transfer strategies
- Legislative and regulatory changes

Q&A

Thank you for attending

Additional Questions?

Reach out to us at

John.Karls@armanino.com

Gail.Peisach@armanino.com