



FOR Conference and Awards Reviewed and Revealed

Shahnaz Mahmud

Managing Editor - Family Office Review

11th Jun 2012



The first annual Family Office Review conference and awards gala celebrated top industry leadership in downtown Chicago's The Peninsula Hotel on June 7, 2012.

Steffi Claiden, FOR's founder and editor in chief, introduced the event, welcoming attendees, before handing over the day's conference to forum chair Joe Reilly, president of Family Office Association.

The following are some highlights from the day's sessions.

Morning keynote speaker Charles Lowenhaupt, chairman and CEO of Lowenhaupt Global Advisors, addressed 'the state of the family office', noting there's both good and bad news. The good news? There's clearly a demand for the well run single family office - and that the business is stronger than ever. The bad, well, the threats from "freedom from wealth have never been greater, he said. Among them: regulation, geopolitical turmoil globally, economic uncertainty, the difficulties of due diligence and the fundamental operational challenges of running a single family office. Lowenhaupt emphasized that the

current family office is 'not unsalvageable', but that more care needs to be placed in areas such as compliance and improved standards; elsewhere, that families need to exercise more caution when it comes to outsourcing. Interestingly, while India and China are perceived as the developing markets, Lowenhaupt sees their model - of creating an umbrella family office (one entity running separate and distinct single families offices instead of creating a multi family office) working well. He called for 'self actualization' as a key driver for success.

Thad Shelly, CEO and managing director at Lazard Wealth Management - who gave the second keynote address, discussed market volatility and how that can impact a portfolio. Shelly pointed to behavioral finance during his talk. He emphasized throughout the talk that the path of returns must be taken into account by investors.

Have you considered energy management? Stewart Gall, CEO of Shirlaws Business Coaching, urged family offices to focus on building skills among its personnel to foster sustainability. He encouraged 'energy management' to take place, allowing baggage to be released collectively; to make room for airing grievances in order for all participants to get back to focusing on the vision for the family office.

Christopher Kennedy Lawford painted a painfully honest portrait of himself as an addict and his path to recovery during his keynote lunch address. "I never intended to become an addict," he said. "Or an advocate." Lawford, who has been clean and sober for 26 years, is the founder and CEO of the Global Recovery Initiative, a non-profit social enterprise grounded in changing social attitudes and policy to remove barriers and create more opportunities for recovery from drug and alcohol-related problems. Lawford has authored a new book: "Recover to



Live: Kick Any Habit, Control Any Addiction."

Later in the afternoon, Karla Valas, managing director of the Complex Asset Group at Fidelity Charitable teamed up with Sam Watson, co-founder, chairman, president and CEO at Cool Springs Life to discuss alternative philanthropy strategies; essentially focusing on charitable giving without writing a check. Watson noted his firm's ability to orchestrate a transaction by which life insurance can be acquired, deeming it to be "an important tool." Valas advised that you really want to keep your liquid assets liquid when you "want to supercharge your philanthropy."

Other speakers throughout the day included John Rompon, managing partner and co-founder at McNally Capital and representatives from the Small Business Investor Alliance (monitored by Kristi Craig, SVP of business development at SBIA); Dirk Junge, CEO and Rebecca Meyer, managing director, from Pitcairn along with FOR's Claiden to provide a sneak preview on their joint research, focused on the soft issues within family offices; and James Kane, president of Personal Insurance of Hub International and Hadley Stern, VP of Fidelity Labs and Fidelity Center for Social Media at Fidelity Investments, discussing the darker side of social media and what families might do to temper threats that arise out of innocent postings. Kane called for social media policies to be implemented by families.

The day ended with Rhona Vogel, founder and CEO of Vogel Consulting, giving her perspective on the upcoming November presidential elections. Bleak in outlook, she underscored that the world will continue to see a level of uncertainty going into the race. Regarding debt as a percentage of GDP, Vogel said is climbing to its highest level since World War II. "The path is unsustainable," she said. She said the US is basically has gridlock. Going into 2013, Vogel pointed to ObamaCare and an increase in tax rates as major issues. "Plan to plan," she advised, with particular emphasis on using the gift and estate tax exemptions available now (\$5 million at present) before they disappear and dynasty planning. Vogel said that despite who gets elected, its unlikely that House of

Representatives and the Senate would agree on anything, further causing productivity in various critical areas to move forward.

On a much happier note, the evening's event was brimming with warmth and cheer. It began with cocktails on the terrace of The Peninsula (music provided by Rockit Sessions), dinner following in the ballroom. FOR's Claiden spoke about the group that had gathered. Bob Jordan, Chicago's WGN anchor and reporter and founder of Family Video Biographies handled much of the night, introducing John Calamos, chairman, CEO and CIO of Calamos Investments, who gave the keynote speech and NFL Hall of Famer Billy Shaw, who spoke on behalf of the newly created NFL Hall of Fame Players Foundation, intended to assist retired footballers.

Jordan also delivered the night's winners of the FOR Awards, North America 2012.

Here are the winners and the nominees.

MFO : Pitcairn

Nominees: Silver Bridge Advisors, Northwood Family Office, Pitcairn and HPM Partners

MFO CEO: Dirk Junge, Pitcairn

Nominees: Steve Prozano-Silver Bridge Advisors, Tom McCullough-Northwood Family Office, Dirk Junge-Pitcairn, Rhona Vogel-Vogel Consulting

MFO CIO: Jean Brunel, GenSpring Family Offices

Nominees: R. Thomas Manning-Silver Bridge Advisors, Harold F. (Rick) Pitcairn-Pitcairn, Jean Brunel-GenSpring Family Offices, Douglas Neimann-Okabena Advisors

SFO: Benida Group

Nominees: Benida Group, Firestone Family Office, Gore Creek Asset Management, Kestrel Asset Management

SFO CEO: James Ruddy, Keswick Management

Nominees: Eric Achepohl-Benida Group, Tim Kelly-Molto Capital, James Ruddy-Keswick Management, Robin



Satyshur-The Family Office

SFO CIO: Terri Chernick, Koffler Family Office

Nominees: Terri Chernick-Koffler Family Office, Dan Palmquist-Globe Corp, John McCarthy-MB Investments

Best Private Client Law Firm: Handler Thayer

Nominees: Handler Thayer, Mayer Brown, Withers Bergman, McGuirewoods

Best Private Client Lawyer: Todd Angkatavanich, Withers Bergman

Nominees: Tim Lappen-Jeffer, Mangels, Butler & Mitchell, David Berek-Handler Thayer, Todd Angkatavanich-Withers Bergman, John Duncan-Kozusko, Harris, Duncan

Best Private Client Accountancy: Rothstein Kass

Nominees: Deloitte, Fund Tax Services, BDO, Rothstein Kass

Best Family Office Technology Provider: ROCKIT Solutions

Nominees: ROCKIT Solutions, Family Office Metrics, Addepar, Summitas

Best Family Office Service Provider: Fidelity Family Office Services

Nominees: Fidelity Family Office Services, Gleneagles Group, Pershing Advisor Solutions, HPM Partners

Best Trust Company: Northern Trust

Nominees: Northern Trust, BNY-Mellon, Wilmington Trust, Whittier Trust

Best Risk Management Service Provider: Summitas

Nominees: Risk Control Strategies, HUB International, CSL Risk Control & Security, Summitas

Best Specialty Human Services Provider: Silver Bridge Advisors (Philanthropy)

Nominees: Black Bag, Family Navigation Strategies, Graymatter Strategies, Silver Bridge Advisors

Industry Leadership Awards:

Sara Hamilton, Family Office Exchange

Tom Livergood, The Family Wealth Alliance

Loraine Tsavaris, Rockefeller Financial

Dirk Junge, Pitcairn

Steve Prozano, Silver Bridge Advisors

Charles Lowenhaupt, Lowenhaupt Advisors