

# 2015 SPECIAL INTEREST SPOTLIGHT SESSIONS PRESENTS:

## AFTERNOON SESSION: OPTION 1\*

### Family Governance and Strategic Philanthropy: Can you beat the 'Midas Curse' of Failing Family Business Succession?

Presented by:



Business Families  
SPECIAL INTEREST GROUP

Philanthropy Advisors  
SPECIAL INTEREST GROUP

\*This conference forms part of a day of special interest sessions comprising four options.

Thursday  
10 December 2015

The Grange Hotel Tower  
Bridge, 45 Prescot Street,  
London E1 8GP, UK

There's an old saying in business that if you fail to plan, you plan to fail. Nowhere is this more true than for family businesses. And yet, despite the many benefits of having a succession plan in place, many companies simply neglect to develop one, giving fruition to failure.

### Event Focus

When statistics and research predicate that only 30% of family businesses survive to the second generation, 10% successfully to the third and only 1% beyond the fifth generation, it is evident that the process of transitioning the business from one generation to the next demands serious attention. With six in ten of all businesses being family owned and accounting for an estimated 70-90 per cent of annual GDP globally in the UK, the contribution they make to employment and the economy is huge.

Family businesses that have been successful throughout generations all have strong values, solid family governance and are often active in philanthropy. Despite the proven benefits of these features and having a clear succession plan in place, no more than 16% of family firms globally have such plans.

With a vast amount of family businesses requiring succession planning to overcome tragedy, with new generations thinking differently about what they want, the business opportunity for advisors is endless - but so too are the pressures of getting advice right....

### Why attend?

A high energy, practical session that will see lively debate and discussion about the limits of estate planning and when advisors should be focusing on helping their clients build a lasting legacy.

Legal, governance and philanthropy experts will be sharing their deep experience of working with business families and what they have learned about the secrets of long-term family success. Delegates will leave with practical tools to help them engage with families across generations and in complex situations.

#### Panelists will discuss and debate questions around:

- The 'Midas Curse'; Greek myth or reality?
- Why families neglect to develop a succession plan; the complexity of decisions and emotive issues
- Transitioning to the next generation: Values vs. valuables
- Family constitutions - insurance against family disharmony?
- "To Give, or Not To Give"? Why family philanthropy doesn't always work
- The worth of a family constitution; Product vs. process? Contract or transaction?
- The shift away from traditional, one-dimensional advisory relationships and estate planning, to a broader focus on Lasting Legacy Planning
- The changing nature of motivations driving client philanthropic decisions across generations
- Succession planning as part of an active 'working' strategy
- The value of money - tools for teaching children values and responsibility
- Beyond the constitution/philanthropy debate: Other models

Kindly sponsored by:



### Agenda

12.30pm - 1.30pm
<b>Arrival, Registration and Networking Buffet Lunch</b>
1.30pm - 1.35pm
<b>Welcome</b>
Chris Lintott TEP, Partner-Private Client, Penningtons Manches LLP
1.35pm - 1.50pm
<b>Keynote</b>
Speaker TBA
1.50pm - 2.45pm
<b>Frameworks for Family Harmony and Next Generation Succession</b>
Panel Discussion
<b>Moderator:</b> Speaker TBA
<b>Panellists:</b> <ul style="list-style-type: none"> <li>• Rebecca Eastmond TEP, Managing Director - The Philanthropy Centre, JP Morgan Private Bank</li> <li>• Dr Ineke Koele TEP, Attorney and Tax Adviser, Koele Tax &amp; Legal Perspecta</li> <li>• Further speaker TBA</li> </ul>
2.45pm - 3.00pm
<b>Questions &amp; Answers</b>
Opportunity for audience questions
3.00pm - 3.30pm
<b>Refreshment break</b>
3.30pm - 4.25pm
<b>Evolution of the Trusted Advisor Role</b>
Panel Discussion
<b>Moderator:</b> Paul Stibbard TEP, Executive Vice Chairman, Rothschild Trust
<b>Panellists:</b> <ul style="list-style-type: none"> <li>• Paul Knox TEP, Managing Director - Knightsbridge and Head of Wealth Advisory EMEA, JP Morgan Private Bank</li> <li>• Jake Hayman, CEO, Ten Years' Time and The Social Investment Consultancy</li> <li>• Ian Marsh TEP, Specialist in Family Dynamics and Communication, familydr</li> <li>• Catherine Tillotson, Managing Partner, Scorpio Partnership</li> </ul>
4.25pm - 4.40pm
<b>Questions &amp; Answers</b>
Opportunity for audience questions
4.40pm - 4.55pm
<b>How Can the Special Interest Group Better Serve You Locally?</b>
SIG Governance Announcement
4.55pm - 5.00pm
<b>Closing Remarks</b>
Chris Lintott TEP, Partner-Private Client, Penningtons Manches LLP
5.00pm
<b>Conference Close</b>

#### Delegate Fees:

	First session	Second session*
STEP SIG Member:	£80	£60
STEP Member:	£100	£75
Non-member:	£120	£90
Special discounted rate for  Philanthropy Impact Members for this session	£80	£90

\*Stay the whole day and receive 25% off your second session, plus free attendance to a networking lunch!

Event code: 5428