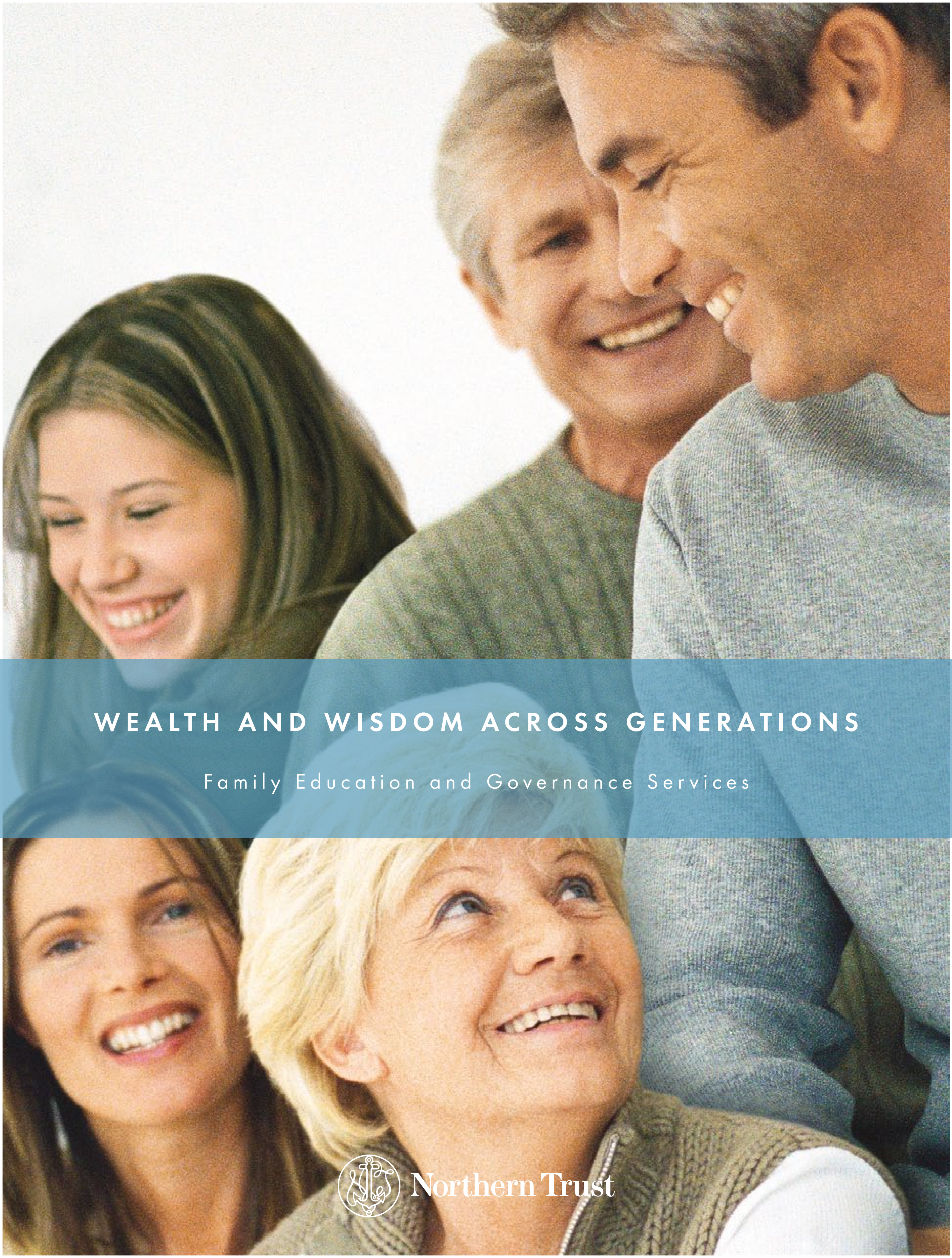

WEALTH AND WISDOM ACROSS GENERATIONS

Family Education and Governance Services

Northern Trust

FAMILY WEALTH IS ABOUT MUCH MORE THAN MONEY.

Are your most precious assets – your family members – prepared to sustain their shared wealth through the generations?

For most families, success is linked to dreams for the future – for your children, grandchildren and others in the family circle. You hope that by providing financial well-being, you can also provide security, help them realize their potential and afford them freedom to explore the world while also building strong family connections.

Yet for more than half of all affluent families, financial assets are substantially diminished or lost within just two generations, preventing these aspirations from becoming reality. Interestingly, estate planning flaws are not usually to blame. Rather, most wealth transfer plans break down because families do not know how to prepare the next generation to manage the unique opportunities and challenges they will face.

At Northern Trust, we understand how important it is to empower your loved ones with the insights, values and practical abilities that have helped your family achieve success.

What you do *now* to share your wisdom as well as your wealth will perpetuate your family's well-being in the years – and the generations – to come.

PREPARING FAMILIES FOR A MEANINGFUL LIFE WITH WEALTH

Wealth is a force that impacts the personal development of all family members. It goes beyond lifestyle choices or financial statements to issues of purpose, principles and priorities. Northern Trust's Family Education and Governance Services helps families like yours learn to manage and integrate wealth in ways that are informed, intentional, personally meaningful and effective. We bring families together with our experts to address the common concerns and personal challenges those with affluence face, such as:

Raising children with wealth

How do you help your children develop a sense of purpose and financial responsibility and become self-reliant? Learn techniques for parenting children and adolescents that can help guide you.

Multigenerational planning and decision making

What will happen to your family's assets when a new generation takes the reins? Understand how to define your family's values, vision and mission, and clarify roles and responsibilities so the family can make effective decisions together.

Building and protecting the family's wealth together

How do you monitor the family's investments effectively? What about the future of the family business? Gain valuable insights into preparing the next generation to lead and manage.

Generational wealth transitions

Will your estate plan support the family's values and priorities? How can you help your beneficiaries manage wealth and grow the family's assets? Learn more about liquidity events, family philanthropy and revisiting and revitalizing the family's plans with each generation.

"YOUR INSIGHT AND INFORMATION GAVE THE YOUNGER GENERATION CONFIDENCE TO MOVE FORWARD."

Our client, a successful entrepreneur with a large family, wanted to help his nieces and nephews become more financially savvy. He also wanted to pass along the family's value of planning for the long term.

Northern Trust designed and provided a series of workshops for the younger family members, focused on personal financial literacy, goal setting and key investing concepts. Additionally, the cousins were mentored by our financial experts throughout the year.

With their new knowledge and skills, the cousins established a socially responsible investment fund to manage together – with the proceeds going to a charity of their choosing.

Client scenarios are for illustrative purposes only and may not be typical. They do not necessarily represent experiences of other clients, nor do they indicate future performance. Individual results may vary.

Tools and services that empower families

Programs reflect our long-standing experience with multigenerational families and are tailored to each family's unique objectives, sensitivities and motivations.

Everyone learns differently. Some people prefer independent study, while others benefit from more formal educational settings. Our approach accommodates a wide range of ages, knowledge levels and learning styles. Whatever your family members prefer, we can place an array of resources at your disposal.

- Educational seminars, programs and interactive workshops
- Personalized advice and consultation
- Networking opportunities with peers and world-class experts
- Family resource library with white papers, articles and video and podcast presentations

"CONFLICTS WERE TEARING US APART. THANK YOU FOR BRINGING US TOGETHER."

A client family in its fourth generation of wealth found itself increasingly at odds regarding financial and philanthropic decisions. The five adult children and their parents were in conflict about the family's shared assets and the co-investment of assets they had already received. Past family meetings had not resolved their differences.

Northern Trust facilitated a yearlong process that enabled family members to clarify their individual interests and common values, build communication and collaboration skills, and create a "family constitution" to help guide their decision making. As a result, the family discovered new ways to work together going forward.

ONE OF THE WORLD'S LEADING FINANCIAL INSTITUTIONS

Northern Trust is a global leader in delivering innovative investment management, wealth and estate planning, private banking and family office services to affluent individuals and families.

For more than 120 years, we have evolved with the changing needs of our clients and our world. Today, we are one of the nation's strongest, most secure financial institutions.

We take great pride in the honors and accolades we have received from some of the most respected financial publications around the globe, such as:

- **Best Private Bank in North America** – *Financial Times Group*
- **One of the World's Most Admired Companies** – *Fortune*
- **Best Private Bank in North America for Trust and Family Office Services** – *Euromoney Magazine*
- **One of the Nation's Largest Wealth Managers** – *Barron's*
- **Serving Over 20% of Forbes 400 Most Affluent Americans** – *Forbes*

Mutigenerational programs clarify, communicate and perpetuate family values

Northern Trust's family governance and family meeting design and facilitation services are delivered with the highest levels of expertise, integrity and privacy. Retreats and custom programs are designed to encourage an exchange of ideas, perspectives and solutions on such important issues as:

- Wealth planning for the next generation
- Identifying family values and guiding principles
- Family spending issues
- Personal financial literacy
- Investment due diligence and oversight
- The trustee/beneficiary relationship
- Supporting entrepreneurship in the family
- Succession planning for closely held businesses
- Complex responsibilities of the "sandwich" generation
- Best practices of successful multigenerational families

Exclusive access to all that Northern Trust has to offer

By offering proactive guidance and a fresh perspective, we can help you anticipate your needs and provide custom solutions that fit your life, allowing you to reach your goals and perpetuate your family's success.

Northern Trust's experience and insights have been gained by working with more than six generations of families and their advisors. Our skilled professionals take an integrated, holistic approach to helping you achieve the peace of mind that comes from knowing your family is working together to realize lasting growth.

We look forward to partnering with you and your family.

Sustain your family's well-being now – and into the future.

To learn more contact your Northern Trust representative or visit northerntrust.com/generations

northerntrust.com/generations

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