NORTHERN TRUST

Wealth Management Solutions

FAMILY EDUCATION AND GOVERNANCE

A family's financial success is often linked to dreams for the future. To achieve these goals, the next generation must be able to maintain financial security while also appreciating the opportunities wealth brings. Are your family members prepared to sustain their shared wealth through the generations?

FAMILY WEALTH IS ABOUT MUCH MORE THAN MONEY

For nearly 70% of affluent families, financial assets are substantially diminished or lost within just three generations, preventing the family's aspirations from becoming reality.

Most wealth transfer plans break down when families lack effective communication and trust, or because family members are not prepared to manage the unique opportunities and challenges they will face.

It is important to empower your loved ones with the insights, values and practical abilities that have helped your family achieve success. We can help you share your wisdom as well as your wealth, perpetuating your family's well-being in the years — and generations — to come.

PREPARING FAMILIES FOR A MEANINGFUL LIFE WITH WEALTH

Wealth is a force that affects the personal development of all family members. It goes beyond lifestyle choices and financial statements to issues of purpose, principles and priorities.

RAISING CHILDREN WITH WEALTH

How do you help your children develop a sense of purpose and financial responsibility and become self-reliant? Learn techniques to help you guide children and adolescents through this process.

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.

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.

CLIENT PROFILE

"Thank you for helping us better understand what it looks like to be financial adults!"

Our clients were concerned about their children's attitude toward family wealth. Accustomed to their parents' financial support throughout college and as they started their families, the children had never accounted for how the money was being used. The parents asked Northern Trust to help them change the status quo.

We helped the parents set up a plan to reduce their financial assistance and establish a transition plan for their children. We educated the children on personal finance skills and helped them create a detailed budget to incorporate everyday spending and saving for future goals.

Ongoing transition and coaching continue, but the children now have a stronger sense of financial independence and empowerment. And the parents have greater confidence in their children's ability to handle future wealth and manage it in a purposeful, value-driven manner.

A DYNAMIC APPROACH TO LEARNING

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

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.

TOOLS AND SERVICES THAT EMPOWER FAMILIES

Everyone learns differently. Some people prefer independent study, while others benefit from formal educational settings.

Our approach accommodates a wide range of ages, knowledge levels and learning styles. Whatever approach your family members prefer, we can place an array of resources at your disposal.

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

MULTIGENERATIONAL 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. Exchange ideas, perspectives and solutions in retreats and custom programs focused on issues such as:

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

CLIENT PROFILE

"I wasn't sure we could be in the same room together and talk about money. We couldn't have learned to communicate well without your help."

With several next-generation family members controlling various aspects of the family's shared assets, tension had developed about long-term management of the family's wealth. Despite good intentions, family meetings were often marred by inflexibility and finger-pointing. The family asked Northern Trust to educate family members about techniques to co-manage the family's wealth.

Northern Trust facilitated a family meeting covering topics including trust fundamentals, the functions of existing entities and trust asset investment. This was followed by an honest family member discussion about how to use problem-solving tools to handle high-stakes conversations that resulted in effective group decisions.

With new education and optimism, the family began holding thoughtful conversations about its shared assets. Weeks later, the family was communicating more easily and had a stronger collective understanding of its entities and concerns.

EXCLUSIVE ACCESS TO ALL THAT NORTHERN TRUST HAS TO OFFER

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

Northern Trust's experience and insights come from our work with more than six generations of families and their advisors. Our skilled professionals take a holistic approach to helping you achieve the peace of mind that comes from knowing your family is working together to secure its future.

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

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