FAMILY WEALTH REPORT 8th ANNUAL AWARDS 2021

CATEGORIES & CRITERIA

FAMILY OFFICE CATEGORIES

MULTI-FAMILY OFFICE (NEW ENTRANT)
Awarded to: MFOs that have been in business for less than 3 years.

MULTI-FAMILY OFFICE (UP TO AND INCLUDING $2.5 BILLION AuM/AuA)
Awarded to: MFOs with up to and including $2.5 billion AuM/AuA.

MULTI-FAMILY OFFICE ($2.5 BILLION TO $5 BILLION AuM/AuA)
Awarded to: MFOs with between $2.5 billion and $5 billion AuM/AuA.

MULTI-FAMILY OFFICE ($5 BILLION TO $15 BILLION AuM/AuA)
Awarded to: MFOs with between $5 billion and $15 billion AuM/AuA.

MULTI-FAMILY OFFICE ($15 BILLION AuM/AuA AND ABOVE)
Awarded to: MFOs with above $15 billion AuM/AuA.

MULTI-FAMILY OFFICE (CLIENT INITIATIVE)
Awarded to: New initiatives for clients from MFOs of any size or reach.

SUPPORT FOR INNOVATION
Awarded to: A family office with significant US footprint giving financial or other business support or collaboration to an innovative venture based anywhere in the world.

BANKING CATEGORIES

INTERNATIONAL PRIVATE BANK
Awarded to: Private banks that demonstrate excellence in areas of banking services for global HNW and UHNW individuals and families.

NATIONAL OR REGIONAL PRIVATE BANK
Awarded to: Banks that deliver a differentiated and high level of service to HNW and UHNW clients on a national and regional level.

CREDIT SOLUTION
Awarded to: Banks that offer innovative and flexible lending arrangements.

INVESTMENT & ASSET MANAGEMENT CATEGORIES

PRIVATE CLIENT INVESTMENT PLATFORM
Awarded to: Investment platforms specializing in servicing the investment needs of the HNW community.

RESPONSIBLE INVESTING/ESG/IMPACT INVESTING
Awarded to: Asset/fund managers or wealth managers that cover responsible investing/ESG/Impact investing programs, strategies or funds.

ALTERNATIVE ASSET MANAGER
Awarded to: Collective investment managers with an alternative investments range suitable for the HNW and UHNW community.

OUTSOURCED CIO
Awarded to: Firms that offer fiduciary investment management to HNW clients on a fully discretionary basis.

ASSET MANAGEMENT FIRM SERVING FAMILY OFFICES AND PRIVATE BANKS
Awarded to: Asset managers with a significant proportion of private client assets and a dedicated offering.

CONSULTANTS TO PRIVATE CLIENTS CATEGORIES

PHILANTHROPY ADVICE
Awarded to: Consultants to family offices or families, who provide advice on philanthropic activities and support in implementation.

FAMILY OFFICE MANAGEMENT CONSULTANCY
Awarded to: Providers of professional services to help family offices spanning strategy, operations, risk, technology, regulatory and risk as well as forensics and valuations.

FAMILY WEALTH COUNSELLING
Awarded to: Advisors or firms providing counselling services to families of significant wealth or their owned enterprises; helping them navigate the complex issues around generational transition, governance and leadership succession.

SOLUTIONS FOR "INTERNATIONAL AMERICANS"
Awarded to: Firms and advisors working with US citizens and residents with cross-border issues.

PRIVATE CLIENT (LEGAL & FIDUCIARY) CATEGORIES

TAX ADVISOR
Awarded to: Consultants to family offices who provide tax advice.

ACCOUNTANCY ADVISOR
Awarded to: Consultants to family offices who provide accountancy advice.

LEGAL TEAM OF THE YEAR
Awarded to: Legal team dedicated to private client issues.

FIDUCIARY OR TRUST SERVICES
Awarded to: Companies and teams providing fiduciary and trust services to the wealth management sector.

WEALTH PLANNING
Awarded to: Organizations that provide wealth planning advice to private clients.

TECHNOLOGY CATEGORIES (VENDORS)

PORTFOLIO MANAGEMENT
Awarded to: Technology solution providers specializing in tools for managing investment portfolios, asset allocation and monitoring against mandates.

CONSOLIDATED REPORTING
Awarded to: Technology solution providers specializing in tools for family offices and wealth managers to report to clients on their investments portfolios and assets.

ACCOUNTING
Awarded to: Technology vendors that excel in providing an accounting solution for family offices and wealth managers.

BILL PAY
Awarded to: Technology providers specializing in bill payment.

CLIENT COMMUNICATIONS (EXCL. REPORTING)
Awarded to: Technology solution providers specializing in tools (that may or may not

CATEGORIES & CRITERIA

relate to social media) for wealth managers to communicate with clients.

OUTSOURCING/BUSINESS PROCESS OUTSOURCING
Awarded to: Third-party organizations providing outsourced business processes or systems to family offices and wealth managers.

CRM SYSTEM
Awarded to: Providers of client relationship management solution systems for wealth managers.

ONBOARDING
Awarded to: Technology vendors providing solutions to help wealth managers enroll new clients at scale.

COMPLIANCE
Awarded to: Technology providers specializing in solutions and tools to support compliance functions, including AML and KYC.

INNOVATIVE CLIENT SOLUTION
Awarded to: Institutions that have developed innovative products and services for their clients as part of a solutions-focused service model.

TECHNOLOGY CATEGORIES (IN-HOUSE & ADVISORS)

INNOVATIVE CLIENT SOLUTION
Awarded to: Institutions that have developed innovative products and services for their clients as part of a solutions-focused service model.

IMPLEMENTATION OF A TECHNOLOGY SOLUTION/BEST TECH STACK
Awarded to: Banks, wealth managers or family offices that have successfully implemented multi-functional change programs to significantly improve client experience and/or organizational performance.

CUSTOMER FACING DIGITAL PLATFORM
Awarded to: Organizations that show superior client-facing digital capabilities.

INSURANCE CATEGORIES

INSURANCE BROKERAGE PROVIDER
Awarded to: Insurance brokerages or intermediaries that provide specialist products and services to the family wealth community.

INSURANCE UNDERWRITER
Awarded to: Insurance underwriters that provide specialist products and services to the family wealth community.

SPECIALIST WEALTH MANAGEMENT CATEGORIES

CYBER SECURITY
Awarded to: Firms providing services or products aimed at preventing a cyber security breach or handling the aftermath of such an event targeting a wealth management firm, family office, family business or a U/HNW individual. Firms in this category include specialist consultants, technology providers, forensic specialists, insurance providers and law firms.

SECURITY CONSULTING & RISK MANAGEMENT
Awarded to: Organizations that provide security consulting-professional services relating to all aspects of safety and security for family offices and the U/HNW family members they serve. Includes cyber physical human capital staffing and service providers as well as premises kidnap and specialty asset security such as art and collectible digital security and recovery support.

HEALTHCARE SERVICES
Awarded to: Organizations that provide offerings that address the diverse health care needs of a family across different life stages and geographies. Spans long term care, health insurance, elder care, emergency extract and evacuation as well as other services.

CONCIERGE/SPECIALIST SERVICE FIRM
Awarded to: Concierge/specialist service providers for the family wealth community.

PROPERTY & HOUSEHOLD
Awarded to: Firms providing property management services as well as those handling administrative tasks such as bookkeeping, bill paying, staff payroll, etc.

PRIVATE TRAVEL
Awarded to: Consultants, service and product providers specializing in private aviation and yacht ownership, management, brokerage and charters. Also included in this category are travel concierge providers.

ART & PRIVATE COLLECTIONS
Awarded to: Firms providing services around private collections including art, classic cars, wine, stamps, jewellery and others, including sale and purchase, storage and displays, maintenance, restoration, valuation, insurance, finance and transfer to the next generation.

MARKETING OR PR CAMPAIGN
Awarded to: In-house marketing teams within wealth managers (or specialist PR Agencies) that have used online or print channels for promotional campaigns. Please include visuals for this category as part of your submission.

LEADERSHIP CATEGORIES

LEADING INDIVIDUAL (MFO)
Awarded to: Individuals working in the private client world.

LEADING INDIVIDUAL (SERVICE PRODUCT PROVIDER)
Awarded to: Individuals working in the private client world.

WOMEN IN WEALTH MANAGEMENT (INDIVIDUAL OR COMPANY CONTRIBUTION)
Awarded to: Women in private banking or wealth management that are an inspiration both to clients and colleagues.

DIVERSITY IN WEALTH MANAGEMENT (COMPANY)
Awarded to: Family wealth organizations committed to diversity in the workplace.

OUTSTANDING CONTRIBUTION TO WEALTH MANAGEMENT THOUGHT LEADERSHIP (INDIVIDUAL)
Awarded to: Individuals that have made an outstanding contribution to thought leadership in wealth management.

OUTSTANDING CONTRIBUTION TO WEALTH MANAGEMENT THOUGHT LEADERSHIP (COMPANY)
Awarded to: Organizations that have made an outstanding contribution to thought leadership in wealth management.