ACCLAIM
RECOGNIZING LEADERS ACROSS THE GLOBAL WEALTH MANAGEMENT INDUSTRY
THROUGH THE FAMILY WEALTH REPORT AWARDS PROGRAMME

EXCLUSIVE
WINNERS OF THE
FAMILY WEALTH REPORT
AWARDS 2022
Why Wealth Managers are the Ultimate Private Market Matchmakers  
(in partnership with Hywin Wealth & VP Bank)  
This report tackles both the supply and demand for private market opportunities in both the Asia-Pacific region and globally, a topic which will continue to be hugely important for the wealth management industry as H/UHNWs seek enhanced returns and diversification in a challenging investment environment and billions of “dry powder” await deployment.

External Asset Managers in Asia - New Directions for Rapidly-Expanding Sector  
(in partnership with UBS)  
Our second annual report examining the growth of Asia’s EAM sector, covering both the powerhouses of Singapore and Hong Kong, and emerging markets like Thailand and the Philippines. This study looks at the growth prospects for independent advisors in the round as they seek to tap the region’s booming wealth and growing client acceptance of the EAM model.

Family Office Focus: Efficiency in Accounting and Investment Analysis  
(in partnership with FundCount)  
A deep dive into the key technological and operational challenges facing family offices in their accounting and investment analysis activities. Based on surveys and interviews among family offices managing over 572 billion in assets, this is an invaluable benchmarking tool for the sector which presents fascinating insights into future developments from a range of industry experts.

Applying Artificial Intelligence in Wealth Management - Compelling Use Cases Across the Client Life Cycle  
(in partnership with Finantix & EY)  
This comprehensive report identifies elements of the Institution and advisor’s workloads that are ripe for AI amelioration, and points the way for firms seeking to maximise the competitive advantages offered by new technologies. AI experts and senior industry executives enrich each chapter, answering crucial questions on risk, KYC/AML, compliance, portfolio management and more.

Virtuous Circles: Sustainable Family Governance Models in an Evolving Environment  
(in partnership with Jersey Finance)  
Essential reading for UHNWs and their advisors, this report unites the findings of a global survey of practitioners and the views of a panel of experts drawn from leading industry executives enrich each chapter, answering crucial questions on risk, KYC/AML, compliance, portfolio management and more.

Winning Women in Asia-Pacific  
(in partnership with VP Bank & Hywin Wealth)  
Asia-Pacific’s wealthy women represent a highly attractive target client group. Yet, they remain an underserved one in many senses in spite of their growing financial power and pronounced need for professional advice. Our second report examining women’s specific needs presents truly actionable insights drawn from interviews with H/UHNWs and their advisors right across the region.

Technology & Operations Trends in Wealth Management 2021  
(in partnership with SSGC Advent)  
This succinct yet wide-ranging report shines a light on both macro and micro trends, beginning with industry growth sentiment and ending on operating model evolution, taking in every key area of development in between. It brings together datapoints and candid comments senior executives at leading consultancies across the world’s major wealth markets to create an invaluable peer benchmarking tool.

Technology Traps Wealth Managers Must Avoid 2022  
(in partnership with EY)  
With EY providing the overview, this report draws on the front-line experience of many of the technology sector’s biggest names, in recognition of the fact that they are the ones going in to solve wealth managers’ most pressing problems and have typically seen the ramifications of firms’ choices play out numerous times – not to mention in various contexts globally.
FOREWORD

Tom Burroughes, Group Editor, Family Wealth Report

The Family Wealth Report Awards 2022 raise a salute to the people who continue to drive forward an industry in often challenging times. Advising and counseling high net worth and ultra-high net worth clients on their financial and related affairs is important – but the impact this sector can have is not always fully appreciated. To protect wealth means that those who create it in the first place are more likely to continue doing so, and build jobs, products and services.

Central to the awards program is the judging process, and we take particular care in getting this right. Panels of judges are composed of senior figures in family offices businesses, banks, law firms, technology businesses, consultancies and specialists organizations of all kinds. They scrutinize entrants’ submissions to draw up the list of winners. Judges bring their varied knowledge and experience to the table. A crucial point is that judges don’t get to vote on firms in their own immediate sector – this protects the integrity of the process and potentially sensitive information. A list if the judges is shown on this news service’s website. We welcome ideas about how the program can continue to evolve and adjust categories.

We know how well winners and commended firms and individuals value these awards - they can make a splash in marketing and branding. Winners can also remind colleagues and business owners how they are making a difference - this is good for team morale and for keeping peers on their toes.

Reputation counts for much in today’s business world and these awards recognize the sheer hard work that goes on. At Family Wealth Report, the editorial team also gain a great insight into what is driving the industry.

OVERVIEW OF THE NORTH AMERICAN WEALTH MANAGEMENT SECTOR

The North America region accounted for more than half of 1.7 million new global HNW individuals and worldwide HNWI wealth growth ($6.4 trillion), Capgemini said in its latest report. Equities spurred growth, with North American HNW individuals putting 32 per cent of their total investments to equities from a 29 per cent global average. On the ultra-HNW side, wealth was up by 14 per cent in 2021. A rebound in markets later in 2020, continuing during 2021, clearly added to numbers. A question now is will market falls in 2022 dent the numbers.

Tens of trillions of dollars are in play as the Silent and Baby Boom generations pass on. As advisors focus on trying to retain family clients and attract younger ones, this puts a premium on great client experience, technology and state-of-the-art prospecting tools. And there’s the enthusiasm for environmental, social and governance (ESG) investment. Doing this well costs money. As a result, scale matters and it is helping drive M&A in sectors such as Registered Investment Advisors. While less busy, there’s also been some consolidation in the multi-family office space. One standout example from 2021 was when Tiedemann Group, the US wealth management group and London-based multi-family office Alvarium Investments, inked a merger deal. The big players such as Bank of America, Morgan Stanley, Wells Fargo, Goldman Sachs, JP Morgan and Citi Private Bank are as busy as ever. Brand still counts. The US family office market, meanwhile, remains by far the largest and most mature in the world.

Within investment, the desire to get more access to private markets, such as private equity and venture capital, is a big theme, drawing in businesses such as iCapital and CAIS.

This industry is more diverse. There’s a way to go and must be more substantial than a box-ticking exercise.
WINNER: Alkymi

WINNER: Ascent Private Capital Management of U.S. Bank
JUDGING PANEL

The 2022 Family Wealth Report Awards programme was focused around three main category groupings: experts (individuals and teams), products and services for wealth managers and clients, and institutions of all sizes and types in the North American market.

Independence, integrity and genuine insight are the watchwords of the judging process with the judging panels made up of some of the industry’s top trusted advisors and bankers.

AMANDA ANDERSON  
Chief Administrative Officer  
Ascent Private Capital Management of US Bank

RICHARD CHEN  
Managing Partner  
Richard L. Chen PLLC

DOUGLAS FRITZ  
Founder and President  
F2 Strategy

PATTI BOYLE  
Entrepreneur  
Educator  
Consultant

VIKRAM CHUG  
Chief Operating Officer  
Robertson Stephens

ANNA GARCIA  
General Partner  
Runway Venture Partners

BUZZ BRAY  
Principal  
Bray Executive Search

THERESA CLARKSON  
Solutions Architect  
InfoGrate

RONNA GYLLENHAAL  
Head of Global Family Office and Institutional Marketing  
BNY Mellon Wealth Management

TOM BURROUGHES  
Group Editor  
ClearView Financial Media, publisher of Family Wealth Report

MICHAEL COLE  
Managing Partner  
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AMY HART CLYNE  
Chief Knowledge & Learning Officer  
Pitcairn

JOE CALABRESE  
COO Wealth Management  
Key Private Bank

CAROLE CRAWFORD  
Managing Director, Americas Region  
CFA Institute

CAROL R. KAUFMAN  
Founder and CEO  
Pinventory®

JON CARROLL  
Managing Director, Family Office Advisory Services  
EY

LISA FEATHERNIG  
National Director of Wealth Planning  
Comerica Bank

GEMMA LEDDY  
Partner-in-Charge  
PKF O’Connor Davies Family Office
A shortlist was identified from the hundreds of entries received for these awards and a discussion took place with the judges to agree the winner of each category. The judging took place in two parts: the first identified a shortlist from the hundreds of entries we received. This was followed by a meeting to agree the winner of each category.
The judges were divided into 3 panels, dependent on their industry specialism. Trusted advisors were responsible for judging the MFO/private banking categories, MFO’s/Private Bankers judged the trusted advisor categories with a third panel of technology experts judging the tech categories. This enabled us to ensure that commercially sensitive information was kept confidential and conflicts of interest were avoided.
Client expectations have evolved. Have your data processes?

Unlock the full potential of your data with Alkymi. From client onboarding to investment reporting – leverage Alkymi’s AI-powered solution to automatically collect, extract, normalize, and transfer business-critical data from any document and email. Arm yourself with clean data and more time to exceed your customers’ expectations.

Leading financial services firms trust Alkymi with their workflow automation. Get a demo today:

www.alkymi.io/form/demo-request
What do you think gave you the competitive edge this year?

In 2021, our company took a giant leap forward. We have tripled our employee count, rolled out a channel program that boasts world-class partners, and delivered cutting-edge products that have fundamentally transformed how people perceive data and workflow automation. Our commitment to building the most user-friendly product while continuously investing in security has not gone unnoticed: our customer base surged with major companies, such as SimCorp and Interactive Brokers, that are entrusting Alkymi with the automation of their most complex data processes.

Describe how your colleagues made a difference to your organization?

Ask any of our customers what they like about Alkymi, and you’ll likely hear about the team. Everyone across the organization - from engineering and product to marketing and sales - is committed to delivering the best experience to our customers. In that sense, every single employee has contributed towards making Alkymi a great company to work with.

What steps are you taking to stay ahead of competition and in this region?

Our goal is to eliminate data noise across the board and get valuable information into the hands of those who need it as quickly as possible. That’s why we put an enormous emphasis on creating incredibly sophisticated tools that are packaged in a user-friendly, no-code format. For example, we recently released Patterns Studio, a no-code solution that enables business users to automate nearly 80 per cent of data workflows themselves.

Please describe the challenges you needed to surmount to reach your standard.

We have heard from wealth management firms that it was too complex and expensive to automate manual data workflows using machine learning. In many instances, the business case just couldn’t justify a large capital investment in software and consulting. As a result, costly manual and error-prone data processes persisted in most firms. Alkymi addressed this apprehension with software that is easy to deploy, cost effective, and easy to integrate into common enterprise systems such as Salesforce, SimCorp, Microsoft, and many others.

How did your firm react to the pandemic and what lasting changes do you expect from this period? What might not last?

Like most companies, Alkymi quickly adjusted to working fully remote, while rapidly scaling up the team. This experience has enabled us to build agility into our company values, resulting in rapid product development, efficient team collaboration, and fast employee onboarding. Despite these compelling benefits of a fully remote model, we were all eager to spend time in person with our clients and colleagues.

What do you see as the prospects for wealth management in general?

We are excited about the potential to enable a transformed digital customer experience with turnkey software that democratizes access to advanced technologies such as machine learning and data analytics. It introduces game-changing operational efficiencies for the wealth management industry. In key areas such as client onboarding, we are experiencing a sea of change. Alkymi clients are adopting SaaS technology to help transform their own client journeys by creating a digital-first onboarding experience.

What do you hope will be the result of receiving this accolade?

There is a bit of stigma associated with data automation. People fear its complexity, and many who have tried other market solutions may have experienced less-than-impressive results. We’re excited to show everyone that there is a better way to automate and invite them to take our software for a spin by accessing our free trial at: www.alkymi.io/trial.

Harald Collet, CEO & Co-founder at Alkymi, talks to Family Wealth Report’s Group Editor Tom Burroughes on the firm’s progress.
Ascent Private Capital Management® of U.S. Bank provides deep expertise and ongoing collaboration to families. We’ll partner to help you preserve your assets and make an impact where it matters most.

ascent.usbank.com
Ascent Private Capital Management of U.S. Bank is a leading boutique multifamily office that works with families of substantial net worth to preserve, protect and grow their assets. Ascent places the client experience at the center of its service model, integrating traditional wealth management with innovative services like Philanthropic Impact, Legacy & Leadership, and Private Banking.

What do you think gave you the competitive edge this year?

Last year, Ascent introduced two new bespoke platforms for ultra-high net worth clients: the CFO Services reporting platform, and Enwoven, a digital offering that helps clients document their family histories.

The CFO Services platform represents the next generation in comprehensive analytics and reporting. Historically, family office reporting has been “siloed”, with separate reports provided quarterly or annually on functions like investment returns, philanthropic activity, cash management, and estate planning and trusts. This approach made it challenging for family members to get a consolidated view of the state of the enterprise, which could potentially impede effective decision-making.

CFO Services may, for example, help families identify weaknesses in their estate planning vehicles or potential liquidity issues with trusts, philanthropic vehicles, and other holdings. Assets can then be redeployed to address this in a timely manner.

The second platform Ascent rolled out in 2021 was Enwoven, a simple yet robust and user-friendly platform that is both a living archive and a storytelling device.

Describe how your colleagues made a difference to your organization?

Ascent has experts in history, family dynamics, family succession and philanthropy. Karen McNeill has a PhD in history, with a particular expertise in women, wealth, and community building; Emily Bouchard has a master’s in social work and is a well-known expert on prenuptial agreements and blended family dynamics; Tom Thiegs has a PhD in Organizational Leadership and helps leaders and families have healthy discussions about money; and Ashlee Woods has a law degree and helps families navigate the exciting and often complex world of strategic philanthropy.

What steps are you taking to stay ahead of competition and in this region?

A fascinating thing about history is how it aligns with futurist technologies. Ascent is using Enwoven to document the past and track the present.

What might not last?

The key to future engagement with families is finding the right balance between in-person and virtual meetings. Clients like virtual meetings if the subject matter is targeted and can be addressed within a couple of hours, and virtual lunch-and-learns that bring together clients from across Ascent to learn about and engage in a special topic of interest are popular.

Whom do you look to for inspiration and ideas?

Ascent’s interdisciplinary, holistic approach to wealth management keeps us on the cutting edge. Colleagues from each specialty – banking, investments, advanced reporting, tax and estate planning, philanthropy, coaching, and history – keep up with the latest trends and thought leadership. Clients provide inspiration as well. Ascent works with creative and energetic entrepreneurs who are used to thinking outside the box and challenge us to do the same.
Cybercriminals want your clients’ wealth.

They’ll stop at nothing to get it.

Cybersecurity & online privacy protection for your high-net-worth and ultra-high-net-worth clientele.

BlackCloak.io
What do you think gave you the competitive edge this year?

Our team. The entire BlackCloak team is not only passionate about protecting the personal digital lives of our members, but also deeply-committed to doing so in a way that delights our clients and brings peace of mind to these uniquely at-risk individuals and families. We would not have won this award for ‘Best Cybersecurity’, or any award for that matter, without the teams’ individual and collective efforts and accomplishments.

Describe how your colleagues made a difference to your organization?

Cybersecurity is one of the fastest growing yet most competitive industries in the world. To attain success under these circumstances requires the dedication of a highly-motivated team that is as ambitious and hungry as they are smart and sound in judgment. Our team has mastered this balance and this enabled us to protect our clients’ cybersecurity and online privacy in ways that far exceed their expectations.

What steps are you taking to stay ahead of competition and in this region?

While North America is a competitive cybersecurity market, no other company specializes in cybersecurity and privacy protection for the families that comprise Family Office and wealth management clients. As we continue to grow, we will continue to innovate our technology and iterate how we provide the best client service.

Please describe the challenges you needed to surmount to reach your standard.

Our team has mastered the ability to protect our clients’ assets, identity. In doing so, we have earned the trust of our clients, as well as our family office and wealth management partners. This has been one of our most important achievements to date.

How did your firm react to the pandemic?

The pandemic accelerated many opportunities for BlackCloak. As work shifted from in-office to permanently hybrid or remote, our members were increasingly targets of cyberattack and other digital threats to both their work and personal lives. When these highly at-risk individuals turned to their family office advisor or wealth manager for help and support, they sent them to us.

What do you see as the prospects for wealth management in general?

Wealth management is all about reducing risk and ensuring overall financial health. And we know that wherever there is wealth, there are also cybercriminals looking to confiscate it. This is increasingly the case as traditional targets - large companies - continue to protect their digital assets from cyberattack. It’s now much easier, yet potentially equally as lucrative, for a cybercriminal, to target a vulnerable HNWI/UHNWI and family, than it is to try and breach enterprise defenses.

Whom do you look to for inspiration and ideas?

I have always been inspired by Teddy Roosevelt and his “The Man in the Arena” speech, which decries the men [and women] cynical of those who are trying to make the world a better place. “It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the [men and women who are] actually in the arena….”

What do you hope will be the result of receiving this accolade?

We want everyone to know that any cybersecurity protections afforded to them by work cannot transfer into their personal lives, and that consumer solutions were not built for people of their risk profile. That’s why BlackCloak exists.
At FundCount, we do more than just track numbers. Our powerful accounting and investment analysis software delivers accuracy, operational efficiency and insight to family office professionals worldwide. All on a single unified platform.

- Account for virtually all investment types and account structures
- Gain insight into nested entities
- Download and consolidate data from custodians automatically
- Minimize operational risk with automated workflow, reconciliation and compliance tools
- Create customized reports in minutes, not days or weeks

For more information, visit www.fundcount.com or call +1 (617) 586-3365
KEEPING IT ALL TOGETHER FOR CLIENTS AT FUNDCOUNT

Ashley Whittaker, President Global Sales at FundCount, talks to Tom Burroughes, Group Editor of Family Wealth Report, on the firm’s success this year.

What do you think gave you the competitive edge this year?

FundCount is the only truly unified accounting platform in the market. Our General Ledger, Portfolio Management Suite, and Partnership/Ownership Suite all use the same transaction-level data set in the same source code and database.

This has allowed us to continue developing a rich functional set that serves simple and complex structures and organizations.

Describe how your colleagues made a difference to your organization?

The FundCount team has used this solid product base to focus on meeting client needs and delivering them through the complex process inherent in implementing any new system.

How did your firm react to the pandemic and what lasting changes do you expect from this period? What might not last?

We managed this despite the pandemic, growing 71 per cent in 2021, because over 20 years, we have perfected our global distributed remote operating procedures.

This meant that we did not miss a heartbeat as the pandemic emerged, allowing us to retain focus on our clients rather than resolve operational procedures and standards.

Indeed, the fact that many of our implementations sped up due to clients being somewhat less distracted by travel and alike was testimony to those robust operational procedures and standards.

We have learned from the experience that partnering ever more closely with our clients significantly enhances our mutual performance in delivering on-time, on-budget implementations.

What do you hope will be the result of receiving this accolade?

Accolades such as this demonstrate the leadership FundCount seeks to maintain and enhance in this critical market vertical which only continues to present more incredible opportunities.

We want to thank the judges but more particularly our clients, who have placed their trust in FundCount.

“FUNDCOUNT IS THE ONLY TRULY UNIFIED ACCOUNTING PLATFORM IN THE MARKET. OUR GENERAL LEDGER, PORTFOLIO MANAGEMENT SUITE, AND PARTNERSHIP/OwnERSHIP SUITE ALL USE THE SAME TRANSACTION-LEVEL DATA SET IN THE SAME SOURCE CODE AND DATABASE. THIS HAS ALLOWED US TO CONTINUE DEVELOPING A RICH FUNCTIONAL SET THAT SERVES SIMPLE AND COMPLEX STRUCTURES AND ORGANIZATIONS.”
FAMILY WEALTH REPORT - ALWAYS AT THE CENTRE OF YOUR 360° VIEW ON THE WEALTH MANAGEMENT LANDSCAPE

*Family Wealth Report* is the leading source of news and analysis for over 12,000 wealth management professionals in the US and Canada. Over 14 years it has amassed a readership derived from the largest and most prestigious North American Firms providing advice to HNW and UHNW clients.
Glenmede is truly grateful to be recognized by the 2022 Family Wealth Report Award judges as the winner in two categories: ‘Women in Wealth Management’ and ‘Sustainable and Impact Investing, Advisory’.

Glenmede has been serving individuals and families, family offices and private foundations for more than 65 years. Our heritage as a family founded, privately owned firm is what inspires us to treat clients like family and continually reach for the highest standard of excellence in advice, solutions, and services for clients. Further, our values – stewardship, agility and excellence with integrity - guide our actions and reinforce our commitment to serving clients as fiduciaries.

We are especially proud of the Family Wealth Report awards because they reflect distinct aspects of Glenmede’s heritage and our Private Wealth mission: to empower clients in their confident pursuit of purpose, passions, and legacy through integrated wealth management.

Women have been an honored part of our culture since our founding. Two of the founding siblings were women. For many years we have benefitted from consistent representation at the Board, Executive and Senior Management levels of the firm and we are actively developing talented female leaders across our organization. We are proud to be one of the few financial services companies with a female Board Chair. The depth and breadth of our experience with women in wealth management informs our continuing commitment to diversity, our business offerings and culture, and the resulting benefits for clients.

That said, we aspire to be even better - through leadership development, active sponsorship of key industry groups dedicated to women in finance and investing, and a more expanded focus on diversity and inclusion.

Similarly, Glenmede was an early adopter of the premise behind Sustainable and Impact (S&I) Investing – namely, that doing well for shareholders can be accomplished by doing good for clients, employees, communities, society, and the world at large. Sustainable and Impacting Investing is not a product offering. It’s not a marketing pitch. It’s a philosophy that requires strategy, execution, measurement, reporting, research, development, training, access to experts and ongoing education for clients and employees.

Glenmede’s team of experts have worked tirelessly to advocate for the merits and debunk the myths associated with Sustainable and Impact Investing. We have created a framework for integrating S&I into existing portfolios as well as developing portfolios that are fully allocated to S&I solutions. Over the past two years alone, we have collaborated with 9 publishing partners, participated in 61 speaking engagements, served as active members of 6 industry working groups, and contributed to 7 sponsorships/memberships in the sustainable and impact space.

Lastly, we maintain Impactivate, an online platform that offers free educational content, original interviews, and debates around sustainable and impact investing with a focus on content for family wealth clients. We published more than 100 articles during 2021, and though our efforts to-date are noteworthy, we recognize and remain enthusiastic about all that lies ahead.

We are honored and humbled to be recognized by the Family Wealth Report as the winner in each of these categories, and are inspired to achieve even higher levels of excellence in the delivery of advice, solutions, and service to clients. We will proudly include this recognition in our external communications in an effort to support the Family Wealth Report and the broader industry in reaching for even higher standards of care and excellence.

Tom Burroughes, Family Wealth Report Group Editor, talks to Thom Melcher, Regional Director, Glenmede, on its success and strategy for the future.

STEWARDSHIP, AGILITY AND INTEGRITY – THE WINNING GLENMEDE FORMULA

“GLENMEDE’S HERITAGE AND PRIVATE WEALTH MISSION: TO EMPOWER CLIENTS IN THEIR CONFIDENT PURSUIT OF PURPOSE, PASSIONS, AND LEGACY THROUGH INTEGRATED WEALTH MANAGEMENT.”
Our clients are extraordinary.

We’re proud to provide personal insurance solutions for some of the world’s leading families, family offices, and individuals who trust us to help them protect their assets, wealth, and lifestyles.

Learn more at mmapcs.com.
A FINGER ON THE PULSE OF PRIVATE CLIENT INDUSTRY REAPS REWARDS

Pete Walther, President, Marsh McLennan Agency Private Client Services, talks to Tom Burroughes, Family Wealth Report Group Editor.

Marsh McLennan Agency Private Client Services (MMA PCS) is the largest independent insurance brokerage in the US focused on the high net worth market.

As a pioneer in family office risk management advisory services and continued leader in the personal insurance industry, MMA PCS has built a reputation for bringing innovative solutions to the marketplace.

Decades later, we remain the leading insurance broker to offer family office and high net worth clients unique insurance solutions and services. From multi-generational planning and comprehensive home and auto policies to the most exotic coverages, we help clients find the best possible insurance solutions available.

Our professional advisors help clients mitigate complex risk exposures that come from having significant portfolios of assets as well as potentially life changing exposure to liabilities. A thorough account review process, tailored solutions, user-interface analytics, and a dedicated claims advocacy team set us apart from the competition.

MMA PCS is uniquely positioned to provide clients with valuable benchmarking data, industry insights, insurance trend perspectives, purpose-built education programs, and valuable thought leadership.

What do you think gave you the competitive edge this year?

Our study was conducted during the height of the pandemic when family offices and their family members were attempting to navigate vast uncertainties they had never faced before. Taking a pulse at that time allowed us to understand what was on their minds and provide insights back to them specific to trends among similar families. The fact that we have been serving family offices for more than 40 years affords us a very unique perspective.

Our clients are successful people and demand a broader market perspective. Through deep analysis of family office insurance program data, knowledge of emerging risks and industry trends and first-person client perspectives, MMA PCS can deliver insights that position our clients and their advisors to make more fully informed decisions when it comes to avoiding, managing, retaining and transferring risk, all within the context of their ecosystem.

To make sure our study had the intended impact of educating as many families and advisors as possible, MMA PCS published the study through a broad, integrated marketing campaign reaching more clients, advisors, financial advisory firms, and leading family office organizations than ever before.

What do you hope will be the result of receiving this accolade?

The success of the study has shown us that family office clients value our insights to make educated risk management decisions and better protect their property, wealth, lifestyles, and legacies. Our goal is to continue to provide thought leadership of this magnitude for the benefit of our clients and their advisors. We hope they continue to come to us seeking guidance and advice and view us as a valuable partner in personal risk management.

Describe how your colleagues made a difference to your organization?

Our colleagues are the heart of our business. They continuously go above and beyond to make extraordinary possible for clients, business partners, and their peers. They sincerely care about their clients and that is evident in the longevity of many of our relationships. Our certified family office colleagues create risk management programs that protect clients, and they are there for them in the moments that matter, advocating on their behalf in the placement of programs and in the event of a loss. That is what clients expect from their risk advisor and it is what makes a difference in the lives of our clients and to our organization.

“OUR PROFESSIONAL ADVISORS HELP CLIENTS MITIGATE COMPLEX RISK EXPOSURES THAT COME FROM HAVING SIGNIFICANT PORTFOLIOS OF ASSETS AS WELL AS POTENTIALLY LIFE CHANGING EXPOSURE TO LIABILITIES.”
We make a positive, meaningful, and lasting difference in the lives of the families we serve.

We provide Family office services of unparalleled quality to ultra-high net worth families and private foundations in Canada.

www.ourfamilyoffice.ca
OUR FAMILY OFFICE BLENDS INVESTMENT, PLANNING EXPERTISE

Tim Cestnick, Co-Founder and CEO at Our Family Office, talks to Family Wealth Report Group Editor Tom Burroughes about its accomplishments.

What sets you apart from your peers this year and why?

We created Our Family Office not only to be different, but to make a difference. We are different than our peers in many respects, the two most notable being:

• We are owned, in part, by many of our clients. The interests of our firm are very aligned with our clients thanks to our shareholder makeup; and
• We were born out of equal parts portfolio management and advanced planning. Our expertise in both these areas are very significant, which has led to much better and seamless planning and capital management for clients.

How have your colleagues contributed towards the success of your organization?

Successful businesses are not generally built on one or two people. The strong foundation of our business is our staff. They deserve this award, and they are the real reason that we have won. Our staff are comprised of a highly knowledgeable, multi-disciplinary team that truly understands how to integrate the planning around various areas of our clients’ financial and personal lives. This is no easy task.

What are you going to do to stay on the front foot in a fast-growing but also challenging region such as this?

We will continue to execute on our plan to onboard a limited number of families that share our values. In terms of staying ahead in our market, we continue to demonstrate how differently we invest clients’ capital and can show the difference this has made to risk-adjusted returns for our clients. We also continue to share leading-edge tax and estate ideas that are becoming even more important in a post-COVID world where taxes are due to increase.

What have been the challenges you have had to overcome?

Although the principals of the firm had a following prior to our launch, we still needed to develop a track record of successful portfolio management as a firm, which we have now accomplished.

Whom do you look to for inspiration and ideas?

We wanted to bring best practices to Canada, as we felt Canadian ultra-high net worth families deserved these services. Before we created Our Family Office Inc., we spent 2 ½ years writing a business plan and interviewing over 40 multi-family offices in the US. We also looked to the most successful families in this country, and abroad, with whom we have relationships, to how they deal with investment, tax, estate and family governance and continuity issues. Finally, we have a deep network of professionals with whom we collaborate to bring ideas to clients - and many of them have inspired creative thinking.

What do you hope will be the result of receiving this accolade?

As this is our second award, last year winning ‘Best New Multi-Family Office in North America’, we hope that this new recognition will continue to open doors for discussion with Canada’s wealthiest families.

How does it help your business in this region?

Canada is a country of significant geography, but a close-knit community in many ways. News of this award will serve to demonstrate to Canadians that we are recognized beyond our borders, which will help in our business development efforts.

The judges unanimously chose Our Family Office Inc. as category winner. The firm offers integrated, holistic, and independent solutions which are unique in the Canadian market. They bring true integration in six core areas of competency: Integrated Planning, Investment Management, Risk Management, Family Continuity, Strategic Philanthropy, and Family Administration, and this really impressed the judges.
BUILT FOR CLIENTS.
POWERED BY INNOVATION.
SMART IN A WAY THAT MATTERS.

Pathstone is an independent, partner-owned investment advisory firm offering modern solutions to modern families.
What do you think gave you the competitive edge this year?

As a true modern family office, Pathstone pursues innovation for the benefit of our clients. Our investment platform continues to grow and strengthen. This year we introduced proprietary investment solutions, increased adoption of our recommendations, and used our scale to negotiate fees and access on our clients’ behalf. We successfully launched the first and second funds in our new Pathstone Private Markets Access (PMA) fund series, including a private equity fund of funds and a private income fund series. The latter of these two funds represents a new asset class for Pathstone as we continue to look for innovative solutions to investment problems.

Please describe the challenges you needed to surmount to reach your standard.

The key challenges Pathstone has faced are like those facing other fast-growing, dynamic organizations:

- Ensuring we have the best talent in the right numbers to support our growth;
- Integrating new teams and clients smoothly into our organization; and
- Identifying and funding strategic growth opportunities.

How did your firm react to the pandemic and what lasting changes do you expect from this period?

Pathstone was able to pivot to virtual meetings and virtual collaboration seamlessly. During the past few years of largely remote working, we gained new clients at a record pace despite not meeting in person and found a way to work as a unified team from 200+ “offices.”

While many team members are now back in the office, we have formalized flexible working as a permanent benefit. We think initial prospect meetings will likely be virtual, and we have learned that clients find virtual meetings convenient, which could keep travel to half of what it once was.

What do you see as the prospects for wealth management in general?

The independent RIA industry is truly in its infancy. The entire RIA market is still a fraction of the size of bulge bracket firms. Demand for independent, conflict-free advice will continue to increase. Over the next five years, we believe consolidation will create five to ten $50-100 billion RIAs that attain the scale, technology, and resources to differentiate their service and compete with the wirehouses.

What steps are you taking to stay ahead of competition and in this region?

Pathstone has grown organically and via targeted, strategic acquisitions. Our strategy has consistently been to invest in smart people and innovative solutions that enhance our comprehensive suite of services. We pay close attention to aligned philosophies and cultural fit. We are not growing Pathstone to get bigger but rather to get better.

Describe how your colleagues made a difference to your organization?

Each of our 200+ team members - including our ~100 employee owners - has contributed to our firm’s accomplishments. We have achieved significant success in the face of extreme adversity. Our Pathstone family was not immune to the heartbreaking stories of hardship, sickness, and loss during the pandemic. Yet, despite this, all our team “showed up” and gave their best efforts to support our firm’s mission.

Our ability to constantly be a generation ahead of our competition, our focus on making Pathstone a career destination, and our focus on an entrepreneurial culture is core to what matters the most to us.

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Whom do you look to for inspiration and ideas?

Our team constantly inspires me to do better. They bring their best ideas to the table and embody our mission to be Smart in a Way that Matters. I also gain inspiration from clients. Our focus on serving complex families often triggers ideas for new services and investment vehicles.

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We are especially skilled in handling the sale of large and complex collections, in every possible field of interest—from paintings and sculpture to furniture and decorations, musical instruments, jewelry, wine, watches, classic cars, antiques, Asian art, books and manuscripts, etc.

Another specialty is in inventorying, valuing and devising sale or gift plans for collections long stored in warehouses or otherwise unknown to the market, including archives and historical troves as well as the estate property of private collectors, prominent artists, Hollywood film stars and Nobel Prize winners.

Visit our website for an overview of the firm’s services, including:

Case studies of major client engagements, notably for leading families such as:

- The Collection of Shirley Weese Young (Chicago)
- The Estate of Evelyn D. Haas (San Francisco)
- The Laurence Rockefeller Trust (New York)
- The Estate of Rosalind Ching Pastor (Chicago)
- The Estate of Grace Vogel Aldworth (Santa Fe)
- The Collection of the Dowager Duchess of Bedford (Monaco)
- The Estate of Evelyn Annenberg Hall (Palm Beach)
- The Estate of Katharine Hepburn (New York)

Biographies of our team in New York, Chicago and (coming) Los Angeles;

An Extensive Library of firm-authored articles, blogs, newsletters and specialized guides on a wide range of art-market topics, which we deem essential to our thought leadership in art advisory.

The firm is compensated in the form of a commission on sales or hourly if a special project. We are paid only by our clients and never by a third party, thus ensuring impartiality and no conflict of interest.

We are always pleased to provide references to prospective clients and are well versed in matters of client privacy and confidentiality.

The firm was founded in New York in 2002 by Ronald Varney, previously Senior Vice President of Trusts and Estates at Sotheby’s, and is active throughout the country and increasingly abroad.

Clients are primarily UHNW families and private collectors, referred almost exclusively by leading family offices, law firms, philanthropic advisors and accountants in the U.S.

The firm has been recognized in 2019-2022 by the Family Wealth Report Awards as the winner in the category “Art & Private Collections” in competition with such firms as Hightower, Bank of America and Citi Private Bank.
FLEXIBILITY HELPS FINE ART ADVISORS STAY AHEAD OF GAME

We talk to Ronald Varney of Ronald Varney Fine Art Advisors on his achievement and views of the business.

What do you think gave you the competitive edge this year?

The art market was roiled by profound change and reinvention throughout 2021. We work primarily with family offices throughout the country, and suddenly they were facing new challenges in knowing how best to help their clients and prospects navigate this “new” art market. Hence we launched a series of illustrated guides on a wide range of art-related topics, including an onboarding guide showing a financial advisor with little knowledge of the art market how to initiate a conversation with a client to ascertain specific needs and concerns.

Describe how your colleagues made a difference to your organisation?

The art market is an alluring realm, full of excitement and opportunity. But it is also unregulated and can be highly confusing to those unfamiliar with its practices and customs. Our team did a superb job throughout the year in keeping our clients continuously informed as to the many changes in the art markets.

What steps are you taking to stay ahead of the competition?

We have always been deeply committed to the written word, to thought leadership in every conceivable aspect of the global art market. We happily share this “content” with our growing constituency of advisors to families. Our team did a superb job throughout the year in keeping our clients continuously informed as to the many changes in the art markets.

What do you see as the prospects for wealth management in general?

The increasing consolidation of wealth management firms during the pandemic has, I think, been extremely beneficial for families, not least for the enhancement of services. For example, many firms have become increasingly aware of the need for addressing an array of “lifestyle management” issues – such as art and private collections. As a result, wealth management firms are becoming more innovative, diversified, creative and open-minded.

Whom do you look to for inspiration and ideas?

I have always been inspired by good writing, whether it be the wartime diaries of James Lees-Milnes as he went about saving houses for the National Trust in England or the poetic essays and interviews in the new Wildsam Field Guides on American cities such as Nashville, Santa Fe and New Orleans. But art and couture exhibitions can also be inspiring. I still get goosebumps recalling the massive Dior exhibition at the Louvre in 2017.

What do you hope will be the result of receiving this accolade?

Meeting new family office advisors here and abroad. Whether they realize it or not, they’ve become the new “centers of influence” in the global art market.

“We HAVE ALWAYS BEEN DEEPLY COMMITTED TO THE WRITTEN WORD, TO THOUGHT LEADERSHIP IN EVERY CONCEIVABLE ASPECT OF THE GLOBAL ART MARKET.”
Tamarind Learning puts a fresh and modern twist on wealth education with courses focused on trusts, taxes, investing, and finance. Including real-life examples, case studies, and bespoke resources, our approach improves learner recall and retention for the next generation of wealth owners. Raise the bar and empower your client through an on-demand virtual environment that fosters learning on their own—asynchronously—or with their peers—in a cohort.

For more information:
info@tamarindlearning.com | tamarindlearning.com
RAISING THE BAR FOR WEALTH EDUCATION

Kirby Rosplock, Chief Learning Officer and Founder at Tamarind Learning, talks to Tom Burroughes, Family Wealth Report Group Editor, on how the firm has made an impact.

Tamarind Learning is a world-class on-demand virtual education platform designed to bridge the education and communication gaps that exist amongst wealthy families. Our mission is to support, educate, and inspire beneficiaries and their families to be exceptional stewards of wealth.

Tamarind Learning’s online platform provides essential education through 26 courses covering the foundations of wealth ownership and stewardship. Inspired by its clients, Tamarind Learning addresses the changing needs of advisors and the wealthy families they serve as they struggle to educate their progeny.

What do you see as the prospects for wealth management in general?

The stakes are high when it comes to preparing the next generation of wealth owners. In fact, wealth education may be the deciding factor for some family members who stay with their advisor as it builds trust and rapport. With an estimated $8.8 trillion of wealth transferring from retiring Boomers to Gen Xers, Millennials, and Gen Z in North America, the need for rigorous financial, fiduciary, investment, and estate planning education that promotes responsible stewardship is in high demand.

Advisors and families cannot put off preparing the next generation for the responsibilities ahead. Approximately 86% of wealth transferred from one generation to the next is passed in trust.

However, most education teaches individuals to be operators instead of being competent wealth stewards or beneficial owners. That’s why working with families to sustain their financial capital in support of the family’s human, social, and intellectual capital is paramount to the future of wealth management.

(1) According to Wealth Transfer Report 2019

What do you think gave you the competitive edge this year?

We built an accessible, intuitive, and multi-sensorial wealth education roadmap with curated, progressive courses that are easy to use, fun, and applied. At Tamarind Learning, we believe that knowledge is a lifelong pursuit and pride ourselves on providing:

- Integrated, comprehensive, and holistic wealth education;
- A professional designation through our Accredited Beneficiary Stewardship (ABS) program;
- Options to learn through focused learning programs;
- Ability to learn on your own (asynchronously) or with your peers (in a cohort);
- Learning that is convenient, flexible, secure, and relevant to today’s reality; and
- A long-term value with continued benefit for those who invest in wealth education for their family.

How did your firm react to the pandemic, and what lasting changes do you expect from this period? What might not last?

The pandemic super-charged the need, interest, and ease of learning remotely. We were building virtual education for families before the pandemic. Why? Because stewards are not simply born, they are cultivated with great care, nurture, and support. We realized that learning needed to evolve to meet enterprising and affluent families where they are. The need for flexible, virtual education for the rising generation is not going away.

Tamarind Learning devised a comprehensive online wealth education platform that delivers financial literacy building blocks and addresses the technical aspects of beneficial ownership. Creating a high learning standard with this comprehensive online approach to stewardship education provides:

The option to acquire a professional designation for beneficiaries:

- Until now, similar professional designations have only been for fiduciary professionals and advisers
- With the successful completion of the ABS professional designation, beneficiaries have a continuous learning program to support them in stewarding their family’s long-term wealth

A novel platform that transforms wealth education from mundane to modern:

- Industry experts with a track record of educating affluent beneficiaries bring fresh ideas to the forefront;
- Newest online education techniques coupled with current, interesting content tailored to adult learners; and
- Inspiring cases, anonymized examples, mixed with actual case law.

FAMILY WEALTH REPORT AWARDS 2022
WINNER
Tamarind Learning

FAMILY WEALTH COUNSELLING 2022
WINNER
Tamarind Partners

ACCLAIM | Family Wealth Report Recognizes Leaders Across the Global Wealth Management Industry
Empowering enterprising families to thrive. Together.

The Family Office at Synovus

Columbus | Atlanta | Montgomery | Nashville

The Family Office at Synovus is a division of Synovus Trust Company, N.A. Trust services for Synovus are provided by Synovus Trust Company, N.A. Investment products and services are not FDIC insured, are not deposits of or other obligations of Synovus Bank, are not guaranteed by Synovus Bank, and involve investment risk, including possible loss of principal invested.
Describe how your colleagues made a difference to your organization?

The Family Office at Synovus’ (TFOS) sole purpose is empowering enterprising families to thrive - together. Everything we do, from managing over $10 billion in assets, to providing fiduciary services, to developing customized wealth transfer strategies, to leading family retreats, and offering next-gen training, is with our core purpose in mind. It’s impossible to overstate how my colleagues make a difference for TFOS and our clients.

Not only are they talented and widely recognized as subject matter experts in their fields, but they’re driven by our values of service, people, excellence, collaboration, integrity, and leadership. One person cannot empower enterprising families to thrive alone. We do it together, as a team. Every day and on every project, team members collaborate, challenge the status quo, devise solutions, and think creatively to ensure we’re exceeding expectations and delivering excellent service to families. I believe our secret sauce is two-fold – we love people, and we always put clients ahead of ourselves.

Please describe the challenges you needed to surmount to reach your standard.

One of the greatest challenges we face in reaching such a high standard of excellence and love for people is identifying and hiring talent. While the world is full of portfolio managers, wealth strategists, and wealth advisors, there are very few who have the unique combination of EQ and IQ required to connect with and serve families the way we do.

As the President and CEO, I believe one of my most important roles is to protect the special culture that we’ve established. Our clients deserve it, so I am committed to never sacrificing cultural fit for subject matter expertise. Instead, it’s incumbent upon me to recruit and develop the best people that share our values, have a passion for serving families, and will help build on our successes. Doing so is why TFOS has achieved record-setting levels of growth in terms of the number of families served, assets under management, and revenue.

Another challenge is that helping families think about, articulate, and define their own goals and purpose, beyond tax planning and investment performance, is not an easy task. In many cases, families haven’t thought about their legacy and the ways their wealth could have an impact on their families and communities for generations. In fact, the questions themselves are often not only overwhelming but elicit the associated fears that the wealth will ruin their kids and grandkids, which can result in procrastination and paralysis. It’s why so many firms never get past the technical solutions. TFOS, on the other hand, gently guides families in balancing the complexity of managing immense wealth with defining the core purpose of the wealth, the why, and then developing the family’s most important asset - their human capital – ultimately ensuring success.

What drives you each day, and what does this accolade mean to you?

I have a passion for serving families and developing people with excellence. It’s who I am and what I stand for. It’s what I am called to do. My team and I are not driven by honors and accolades. We are driven by empowering enterprising families to thrive. This is what drives us to out-do yesterday. It’s why we don’t tolerate mediocrity. Not when people and legacy hang in the balance. The stakes are too high. That said, I am deeply humbled by the recognition.

Katherine Dunlevie, President and CEO, The Family Office at Synovus, discusses her organization’s prowess and award-winning capabilities.
I've heard it thousands of times:

"WE DON'T HAVE THE MONEY FOR THAT."

You do, though you may not realize it because it's not on your balance sheet.

We've been trained to think that balance sheets are the primary indicator of the ability "to do" or to respond to community and social needs. The truth is, your organization has far more resources and assets than the ones you can review on the balance sheet.

Walker Philanthropic consulting specializes in guiding philanthropic individuals, families, and organizations to identify and strategically leverage the wide variety of intellectual capital assets available for mission-oriented goals. We're a trusted advisor in helping you, your board, your clients, and your partners understand how to identify, manage, and mobilize intangible assets for social impact and mission-focused work.

Michelle Walker  
MA, CAP, WMCP  
Founder & Principal

Walker Philanthropic Consulting  
Pittsburgh, Pennsylvania USA  
www.walkerphilanthropic.com | 412.983.3547  
LinkedIn: MichelleWalkerCAP
HELPING CLIENTS NAVIGATE PHILANTHROPY’S CHALLENGES

Michelle Walker, Founder and Principal Consultant, Walker Philanthropic Consulting, explains her achievement and the work taken to reach this point.

I’m grateful to my industry colleagues for this honor and recognition. I think Walker Philanthropic Consulting stood out this year because of our client satisfaction, obvious commitment to their goals, and seeing their ability to express philanthropic motivations through more than money. So many of our clients come to us stuck on which tax solution they should pick, but the key is that these tax solutions are tools, not the ends themselves. Walker Philanthropic Consulting takes a more holistic approach that helps the client see the possibilities of social good through their whole portfolio of capitals.

Most of us don’t come into the world knowing how to be philanthropic, as much as we may be naturally empathetic, sympathetic, or giving by nature. We are inundated with opportunities to be philanthropic and this can cause stress, confusion, or frustration and leads to avoiding opportunities to fully express themselves or continuing with unsatisfactory practices. WPC supports all phases of a client’s philanthropic journey by:

- **Listening:** forging a deep understanding of what is and isn’t working for the client;
- **Connecting:** through trust building we identify goals and needs; and develop possible philanthropic strategies that incorporate a broad view of the capital at their disposal: financial, human, social, and network; and
- **Learning:** create a customized educational and experiential learning plan
- **Execution:** support the client in their strategy.

That’s where Walker Philanthropic consulting offers a particular area of expertise without requiring a long-term relationship or commitment. Instead, we’ve found that our support deepens client satisfaction with the advisor that made the referral. As one referring wealth manager said recently, “I was impressed, once again, with your knowledge and experience in helping people sort this out!”

The time Walker Philanthropic Consulting spends understanding a client’s pain points, fears, and dislikes have proven to be learning edges that over time leads clients to more open and trust-based forms of philanthropy. Our younger clients are often surprised and delighted by how the deliberate and tailored approach we take together yields unexpected outcomes, such as increased social and network capital, new business opportunities, and a deeper sense of connection to the community.

Walker Philanthropic Consulting sees the philanthropic landscape in the US responding to multiple emerging global threats simultaneously in the near future. Philanthropists, nonprofits, and communities will need innovative tools and supports to enable collaboration that rises to meet those challenges, which, as another client always reminds us, “collaboration can only happen at the speed of trust.” Walker Philanthropic Consulting is working on services and tools to facilitate trust between clients so that they can collectively leverage responses to crises and inter-sectional social challenges.

I’m regularly inspired by how Walker Philanthropic Consulting’s clients have shifted towards more trusting, interactive, and shared learning relationships with the nonprofits that they partner with or support. Our clients that were already exploring trust-based practices took the lead on speeding up their transition to trust-based giving during the COVID-19 pandemic and pushed us to keep up with them!

**“WALKER PHILANTHROPIC CONSULTING TAKES A MORE HOLISTIC APPROACH THAT HELPS THE CLIENT SEE THE POSSIBILITIES OF SOCIAL GOOD THROUGH THEIR WHOLE PORTFOLIO OF CAPITALS.”**
Bray Executive Search is the leading executive recruiting service for wealth management focusing on family clients of significant wealth. We are national recruiters working exclusively in UHNW/HNW family wealth advisory, with offices in Seattle and Philadelphia.

Bray Executive Search is proud to have some of the industry’s most distinguished family wealth management firms as our clients, and have had the privilege to advise some of the top talent in the industry on their career transitions.

Seattle  
206.402.3401  

Philadelphia  
215.525.2225
THE FAMILY WEALTH REPORT AWARDS WINNERS 2022

WINNERS: TECHNOLOGY VENDOR CATEGORIES

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WINNERS: FAMILY OFFICE CATEGORIES

MULTI-FAMILY OFFICE (UP TO AND INCLUDING $2.5 BILLION AUM/AUA)

OUR FAMILY OFFICE

KANDOR GLOBAL ADVISORS

MULTI-FAMILY OFFICE (NEW ENTRANT)

MULTI-FAMILY OFFICE ($5 BILLION TO $15 BILLION AUM/AUA)

WE FAMILY OFFICES

OUTSTANDING CEO

Katherine Dunlevie

The Family Office at Synovus

OUTSTANDING CIO (CHIEF INVESTMENT OFFICER)

Ted Neild

Gresham

MULTI-FAMILY OFFICE ($15 BILLION AUM/AUA AND ABOVE)

PATHSTONE THE MODERN FAMILY OFFICE

RISING STAR UNDER 40

Kaylyn Melia

SOCIUS FAMILY OFFICE

WINNERS: CONSULTANTS TO PRIVATE CLIENTS

FAMILY OFFICE MANAGEMENT CONSULTANCY

PKF OCONNOR DAVIES FAMILY OFFICE

PHILANTHROPY ADVICE

Putnam Consulting Group


FAMILY WEALTH COUNSELLING

TAMARIND PARTNERS

SOLUTIONS FOR “INTERNATIONAL AMERICANS”

citi
WINNER: Glenmede
WINNERS: INVESTMENT AND ASSET MANAGEMENT CATEGORIES

- ALTERNATIVE ASSET MANAGER: citi
- OUTSOURCED CIO: PATHSTONE
- ASSET MANAGEMENT FIRM SERVING FAMILY OFFICES AND PRIVATE BANKS: Brown Advisory
- PRIVATE CLIENT INVESTMENT PLATFORM: CIBC

WINNERS: RESPONSIBLE INVESTING CATEGORIES

- ESG INVESTING (ADVISORY): PATHSTONE
- IMPACT INVESTING (ADVISORY): GLENMEDE
- ESG INVESTING (PRODUCT): Brown Advisory
- IMPACT INVESTING (PRODUCT): GENUS

WINNERS: BANKING CATEGORIES

- FAMILY OFFICE SOLUTION: Key Private Bank | Family Wealth
- NATIONAL AND REGIONAL PRIVATE BANK: BANK OF AMERICA
- INTERNATIONAL PRIVATE BANK: citi
We see opportunities where others see obstacles

Private Equity  Multi-Family Office  Corporate Structuring  Citizenship By Investment

Award winning private equity, multi-family office and corporate structuring firm based in Dubai. Decades of professional financial services experience with an international network of contacts, and a deep understanding of the needs of the modern day high net worth client or international family.

Huriya Private has offices in UAE, Switzerland, Qatar, Albania & Cyprus. Each office is led by industry experts who have specific local understanding, technical knowledge, and strong professional network in the country.

info@huriyaprivate.com | www.huriyaprivate.com
WINNERS: PRIVATE CLIENT CATEGORIES

ACCOUNTANCY ADVISOR
PKF O Connor Davies

TAX ADVISOR
Anchin

FIDUCIARY OR TRUST SERVICES
Willow Street

WEALTH PLANNING
Tiedemann Advisors

LEGAL TEAM OF THE YEAR
Dentons

WINNERS: INSURANCE CATEGORIES

INSURANCE BROKERAGE PROVIDER
Alliant

INSURANCE UNDERWRITER
Pure Insurance

WINNERS: TECH CATEGORIES (INHOUSE AND ADVISORS)

CUSTOMER FACING DIGITAL PLATFORM
BNY Mellon

IMPLEMENTATION OF A TECHNOLOGY SOLUTION
Merrill, A Bank of America Company

CLIENT DRIVEN INNOVATION (B2C)
Adhesion
WINNER: BlackCloak

WINNER: Tamarind Learning

WINNER: Ronald Varney
WINNERS: WOMEN IN WEALTH CATEGORIES

WOMEN IN WEALTH ADVISORY (INDIVIDUAL)
Sonya Thadhani Mughal
Bailard

WOMEN IN WEALTH INVESTMENT (INDIVIDUAL)
Hale Behzadi
Citi

WOMEN IN WEALTH BANKING (INDIVIDUAL)
Katy Knox
BANK OF AMERICA

WOMEN IN WEALTH MANAGEMENT (COMPANY CONTRIBUTION)
GLENMEDE

WOMEN IN WEALTH TECHNOLOGY (INDIVIDUAL)
Jennifer Wagoner Kirksey
TOLLESON Wealth Management

WINNERS: LEADERSHIP CATEGORIES

DIVERSITY IN WEALTH MANAGEMENT (COMPANY)
ARNEFRICH MASSENA

OUTSTANDING CONTRIBUTION TO WEALTH MANAGEMENT THOUGHT LEADERSHIP (COMPANY)
DENTONS

LEADING INDIVIDUAL (MFO)
Eric B. Propper
CIBC PRIVATE WEALTH MANAGEMENT

OUTSTANDING CONTRIBUTION TO WEALTH MANAGEMENT THOUGHT LEADERSHIP (INDIVIDUAL)
Stephen Prostano
OCONNOR DAVIES FAMILY OFFICE

LEADING INDIVIDUAL (SERVICE PRODUCT PROVIDER)
Linda Mack
MACK
WealthBriefing and its regional sister sites are the leading subscription-based business intelligence services for the wealth management community, with the latest news, analysis and in-depth features from around the globe. Delivered straight to subscribers’ inboxes every day, these services provide need-to-know business intelligence in a convenient and easy-to-read format.

www.wealthbriefing.com

WealthBriefing Asia launched in 2009, is the only wealth management news site focusing exclusively on the Asia-Pacific region.

www.wealthbriefingasia.com

Family Wealth Report - the content as with our other sites comes from both our own dedicated editorial team as well as leading industry professionals, helping subscribers stay on top of all the important developments relating to wealth management, family offices, and the HNW/UHNW sectors in North America.

www.fwreport.com

WEALTH MANAGEMENT & PRIVATE CLIENT EVENTS & AWARDS SERIES

An unrivalled thought-leadership platform, WealthBriefing’s events foster intellectual debate on the challenges and opportunities facing the industry and are designed to be an optimal use of wealth managers’ precious time; they represent an excellent networking opportunity and attendees also accrue valuable CPD hours. WealthBriefing has added to its offering for the global private banking and wealth management communities by running six annual awards programmes for the private investment and private client communities. The awards programmes are focused around three main category groupings: experts (individuals and teams); products and services for wealth managers and clients, and institutions of all sizes and types.

BESPOKE RESEARCH SERVICES

WealthBriefing has unrivalled access to the most senior wealth management professionals across the globe, meaning that our research reports represent guides to future best practice as much as being barometers of current industry trends.
WINNERS: SPECIALIST WEALTH MANAGEMENT CATEGORIES

**ART & PRIVATE COLLECTIONS**
RONALD VARNEY
FINE ART ADVISORS

**MARKETING OR PR CAMPAIGN**
Marsh McLennan Agency

**CONCIERGE/SPECIALIST SERVICE FIRM**
TAMARIND LEARNING

**PROPERTY & HOUSEHOLD**
JDJ

**CYBER SECURITY**
BLACKCLOAK™

**SECURITY CONSULTING & RISK MANAGEMENT**
CONCENTRIC

**HEALTHCARE SERVICES**
BLACK BAG
GLOBALEMERGENCYMEDICS

WINNERS: LIFETIME ACHIEVEMENT CATEGORY

**LIFETIME ACHIEVEMENT**
Joe Calabrese
Key Private Bank
## HIGHLY COMMENDED

<table>
<thead>
<tr>
<th>Category</th>
<th>Company/Individual</th>
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<tr>
<td>MULTI-FAMILY OFFICE (UP TO AND INCLUDING $2.5 BILLION AUM/AUA)</td>
<td>SOCIB *FAMILY OFFICE*</td>
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<tr>
<td>ART &amp; PRIVATE COLLECTIONS</td>
<td>Citi Private Bank</td>
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<tr>
<td>MULTI-FAMILY OFFICE ($5 BILLION TO $15 BILLION AUM/AUA)</td>
<td>KAR Kayne Anderson Rudnick Wealth Advisors</td>
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<td>COMPLIANCE</td>
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<td>RISING STAR UNDER 40</td>
<td>Brian Gaister Pennington Partners &amp; Co.</td>
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<td>CONSOLIDATED REPORTING</td>
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<td>PHILANTHROPY ADVICE</td>
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<td>ONBOARDING</td>
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<td>WEALTH PLANNING</td>
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<tr>
<td>WOMEN IN WEALTH FAMILY OFFICE (INDIVIDUAL)</td>
<td>Amy Hart Clyne Pitcairn.</td>
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<tr>
<td>ESG INVESTING (PRODUCT)</td>
<td>Capital Dynamics</td>
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<td>WOMEN IN WEALTH MANAGEMENT (COMPANY)</td>
<td>Pitcairn</td>
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<tr>
<td>IMPACT INVESTING (ADVISORY)</td>
<td>Arnerich Massena</td>
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*FAMILY OFFICE AWARD 2022*
Independence, integrity and genuine insight are the watchwords of the judging process.