

Private Wealth Management

Exclusively for High Net Worth Individuals and Families

November 2–5, 2010

CHICAGO BOOTH



The University of Chicago Booth School of Business

Private Wealth Management

Exclusively for High Net Worth Individuals and Families

An integrated and strategic approach to wealth management specifically for wealth owners.



Chicago, Illinois

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Exclusively for High Net Worth Individuals and Families

As a wealthy individual, you are working to protect and grow your wealth, enjoy financial security, and build a lasting legacy. Effective investment management is critical, of course, but successful wealth management is an integrated and strategic discipline which also includes tax, estate planning, philanthropy, governance, and family culture. Each family's situation is unique, and no one solution will suffice for all. In this program, you will gain frameworks, tools, and skills so that you can clarify your family and financial goals, design a strategy to preserve and manage your wealth, and oversee financial advisors with greater confidence, accountability, and results.

This rigorous four-day program incorporates case studies, lectures, and small and large group discussions. Some of the most valuable learning in the course takes place in the shared experiences among classmates and peers, so we create a confidential and solicitation-free environment.

Private Wealth Management is designed for U.S. and international individuals and families who have built wealth in this generation, have inherited family wealth, or are contemplating or have recently experienced a liquidity event. Family office executives may attend with principal family members, but the course is closed to all other financial services professionals.

Program Outline

You will learn practical, tested, and actionable frameworks.

- Define your financial and family objectives, and use them to design a wealth management strategy that is consistent with your values and personal circumstances, and delivers on your priorities.
- Select an investment strategy that is realistic, prudent, tax efficient, and actionable given the time and resources you have to commit.
- Learn the differences among the investment, brokerage, and wealth management industries, and their complex relationships and incentive systems. How can you align their interests with yours?
- Decide how to evaluate, select, and oversee the firms and individual advisors who are right for you and your family. Do you make decisions based on trust, service, or performance?
- Build performance evaluation, good reporting, and accountability into your relationships with your advisors.
- Identify issues and options in multigenerational estate planning. How can legal structures and tax management save you millions, protect your privacy, and serve current and future generations?
- Develop and communicate a governance system that helps your family to steward assets wisely and that encourages its members to flourish. After all, human capital is your family's most important asset.
- Integrate philanthropy and public service into your wealth management strategy.

Program Dates and Fees

#10C23002 November 2–5, 2010 (\$7,650)

The program fee includes tuition, lunches, two dinners, and all educational materials. The fee is subject to change and payable in advance upon confirmation of registration.

This course begins at 8 a.m. the first day and ends at 5 p.m. on the fourth day.

Who Should Attend

This course is for wealth owners only. Family office executives may attend with principal family members but no other financial services professionals may attend.

The course will be of greatest interest to those:

- striving to maintain prosperity and a flourishing family through retirement and, for many, across generations.
- contemplating—or recently experiencing—a significant liquidity event, whether through the sale of a company, inheritance, or other major wealth transition.
- committed to engaging their families in more productive dialogue about the challenges and opportunities of wealth.
- seeking added confidence to evaluate and select financial advisors and/or to set strategic direction for a family office.

We have found that multiple members of the same family—husband and wife, parent and offspring, cousin and cousin—derive considerable benefit from taking the course together. The program gives them a foundation for continued productive dialogue well into the future.

To facilitate the interactive nature of the course experience, the program is capped at 50 participants. Please get your application in early to assure your place.

Praise From Participants

“A+ —best wealth management seminar I have ever attended.”

— **David W. Burleigh, Partner, Deters, Benzinger, & LaValle**

“Rare to have access to this quality of participants, academics, and professionals. Great experience not solely based on program content, but total class.”

— **William Brewer, CEO, Cornell Forge**

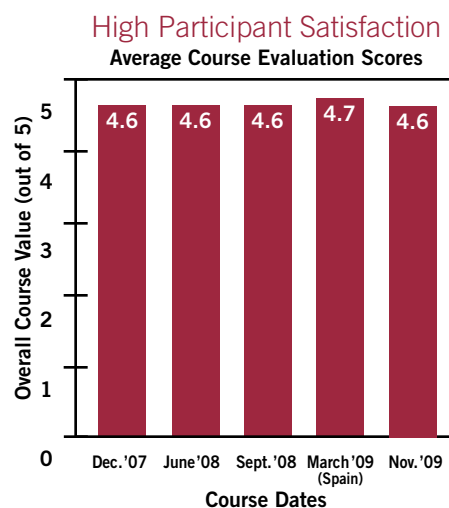
“The course provided the perfect launch platform for setting my financial objectives and beginning the exercise of deciding on investment strategies and confronting the overall wealth management challenge.”

— **Guillaume Cuvelier**

“The course was incredibly interesting and thought-provoking. The true ‘transparency’ of shared information by faculty and participants was especially refreshing.”

— **Kathy Leventhal**

Among our most enthusiastic alumni is a Spanish family, who encouraged the creation of PWM Spain after taking this course. PWM Spain 1.0 was held in Spring 2009; PWM Spain 2.0 was held May 10–13, 2010. Approximately 25 percent of the participants in each course were friends or family of previous course participants.



For More Information Contact:

EXECUTIVE EDUCATION

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Outstanding Chicago Booth Faculty

The University of Chicago Booth School of Business, with the most highly regarded finance faculty of any business school in the world, ranked first in a recent *Journal of Finance* report for the impact of its faculty's research. The program's faculty members are not only world-class researchers, but also singled out by *BusinessWeek* magazine as being among the nation's "best teachers in the world of business." Complementing our faculty are wealth management experts who have practical experience in the complex financial and family issues of wealth. Together, they offer academic excellence, rigorous scholarship, real-world experience, and practical application that provide participants with unparalleled opportunities to expand their horizons.

Steven N. Kaplan

**Co-Faculty Director and Neubauer Family Professor of Entrepreneurship and Finance
The University of Chicago Booth School of Business**

Steven N. Kaplan is the Neubauer Family Professor of Entrepreneurship and Finance at the University of Chicago Booth School of Business, where he has been a member of the faculty since 1988. He is also the faculty director of Chicago Booth's Polsky Entrepreneurship Center. Professor Kaplan teaches advanced MBA and executive courses in entrepreneurial finance and private equity, corporate financial management, corporate governance, and wealth management. He has been one of the top-rated teachers at Chicago Booth in *BusinessWeek*'s bi-annual surveys since 1992. *BusinessWeek* named Professor Kaplan one of the top 12 business school teachers in the country.

Professor Kaplan is a research associate at the National Bureau of Economic Research and is an associate editor of the *Journal of Finance*, the *Journal of Financial Economics*, and several other journals. He serves on the board of directors of Accretive Health, Columbia Acorn Funds, and Morningstar (MORN). He also serves as a director of the Illinois Venture Capital Association and the University of Chicago Laboratory Schools, and as the academic dean of the Kauffman Fellows Program, an educational and mentoring program for new venture capitalists.

Professor Kaplan earned his PhD in business economics from Harvard University and received his bachelor's degree in applied mathematics and economics from Harvard College. At Chicago Booth Executive Education, Professor Kaplan teaches in the Finance for Executives and Private Wealth Management programs.

John C. Heaton

**Co-Faculty Director and Joseph L. Gidwitz Professor of Finance
The University of Chicago Booth School of Business**

John C. Heaton is the Joseph L. Gidwitz Professor of Finance at the University of Chicago Booth School of Business. His research has focused on asset pricing, portfolio allocation, and time series econometrics. His work has been published in *Econometrica*, the *Journal of Finance*, the *Journal of Political Economy*, and the *Journal of Business and Economic Statistics*. Professor Heaton currently is a research associate with the National Bureau of Economic Research.

Professor Heaton has published papers and articles in numerous business and academic journals. He is an associate editor of the *American Economic Review*. He currently serves on the board of directors of the Center for Research in Security Prices (CRISP).

Stuart E. Lucas

**Chairman, Wealth Strategist Partners LLC
Author of "Wealth: Grow It, Protect It, Spend It, and Share It"**

Stuart Lucas is the chairman of Wealth Strategist Partners LLC, a provider of wealth management education and consulting services to individuals and families. Along with Steve Kaplan and John Heaton, he is one of the principal designers of the Private Wealth Management program. The program expands and operationalizes the approach described in his book, "Wealth: Grow It, Protect It, Spend It, and Share It." He is a featured speaker around the world and the author of numerous articles on wealth management.

As a fourth-generation descendent of E. A. Stuart, founder of the Carnation Company, he also co-manages his family's investment office. Previously, he was the senior managing director of the Ultra-High Net Worth Group within Private Client Services at Bank One (now JP Morgan Chase). Earlier in his career, he served as general manager of Wellington Management Company's European operations and as the assistant portfolio manager of a Forbes Honor Roll mutual fund.

Mr. Lucas serves on the boards of National Public Radio (Emeritus), the Stuart Foundation, and the University of Chicago Laboratory Schools, and the investment committees of NPR, Inc. and the Stuart Foundation.

He has a bachelor's degree from Dartmouth College, an MBA from Harvard Business School, and is a Chartered Financial Analyst.

Howard M. Helsinger

Lecturer in Law

The University of Chicago Law School

Howard M. Helsinger is a partner in the Chicago law firm of Sugar & Felsenthal, and a lecturer at the University of Chicago Law School, where he has taught trusts and estates for the past 10 years. He is a member of the American College of Trust and Estate Counsel, a past chair of the Chicago Bar Association Probate Practice Committee, and a frequent lecturer for the Illinois Institute of Continuing Legal Education and other state and national bar associations. He concentrates his practice in estate planning, estate administration, probate, charitable planning, and trust and estate related litigation.

He has a bachelor's degree in English from Haverford College, a PhD in English literature from Princeton University, and a JD from the University of Chicago Law School (1978). Before law school, he taught English Literature at Boston University, and after law school he clerked for two years in the U.S. Court of Appeals for the Seventh Circuit.

Sara Hamilton

Founder and CEO

Family Office Exchange

Sara Hamilton is the founder and CEO of Family Office Exchange (FOX). Recognized for her expertise on wealth owners and their family offices, Ms. Hamilton and FOX serve as strategic advisors to sophisticated investors with assets lasting beyond one generation.

As an innovator in the wealth management industry, she developed a number of unique resources designed specifically to increase knowledge and control for financial families and their advisors. At FOX, she spearheaded the first global online community for financial families, called FOX Exchange, accessible to members through www.familyoffice.com. In 1991, FOX conducted the first state-of-the-industry study which profiled the buying behavior of 100 families with average assets over \$300 million. In 1994, FOX helped launch the first venture capital fund-of-funds designed to access top-tier venture funds, now called FLAG Venture Partners. In 1999, Ms. Hamilton was a founding member of the Family Office Exchange Foundation, which designed and housed curriculum to educate owners about the stewardship of wealth.

As one of the country's leading spokespersons about private wealth management and the family office concept, Ms. Hamilton is the editorial advisor for *Private Wealth Management* and serves on the editorial boards of the *Journal of Private Portfolio Management* and *Trusts and Estates* magazines. She holds an MBA from the University of North Florida and a BA from Vanderbilt University.

Betsy Brill

Founder and President

Strategic Philanthropy, Ltd.

Betsy Brill is the founder and president of Strategic Philanthropy, Ltd., a Chicago-based firm working worldwide with individuals and their advisors, families, corporations, and established foundations to help design, manage, and support giving strategies that relate to social and economic change and build responsive, meaningful, and sustainable philanthropic strategies.

With an MBA in international management from the American Graduate School of International Management (Thunderbird), and a certificate in nonprofit management from Roosevelt University, Ms. Brill has integrated for-profit and nonprofit perspectives into her business focus. She is a frequent speaker, a regular contributor to *The Journal of Practical Estate Planning*, and initiated and co-authored, "Mapping a Path for Evaluation, A Planning Guide," which has become a critical resource for numerous foundations and nonprofits to evaluate the impact of their efforts.

Ms. Brill is one of the founding steering committee members of the Chicago Global Donors Network and a member of the National Network of Grantmakers, Grantmakers Without Borders, Council on Foundations, Philanthropic Advisors Network, Women & Philanthropy, the Chicago Foundation for Women Alumni Council, and the Donors Forum of Chicago.

The University of Chicago Booth School of Business

The University of Chicago has a long history steeped in a tradition of academic excellence and innovation. Chicago is about deep thinking and big ideas. That commitment to discovery has translated into enduring contributions to the world. Its faculty, researchers, students, and graduates boast 85 Nobel laureates.

The ideas and strategies that will shape the business environment tomorrow are being formulated—and taught—at The University of Chicago Booth School of Business today. For more than 100 years, Chicago has been a leader and innovator in the field of business research and education.

Many of Chicago's current innovations are directly related to its close ties with the leaders of some of the world's most respected corporations. This grounding in the real world has helped Chicago Booth maintain its reputation as one of the world's leading centers of business education and research.

Known for enduring contributions to the field of business as researchers and consultants, Chicago Booth's faculty is also noted as some of the world's best business teachers.

Chicago Booth offers seven full and part time programs leading to the MBA degree. In addition, Chicago offers a PhD program, open enrollment executive education seminars, and custom programs tailored to the needs of individual companies. Chicago Booth operates two campuses in Chicago, one in London, and one in Singapore.

Chicago's reputation, commitment to academic research, and high quality faculty offer a prestige that few can match.

Recent Rankings

Recent surveys confirm our commitment to excellence and innovation.

- *BusinessWeek* ranked Chicago's Full-Time MBA Program **first** in its biennial rankings (2008), while the Executive MBA was ranked **second** (2009).
- *The Economist* ranked Chicago's Full-Time MBA Program **fourth** globally (2009).
- *U.S. News & World Report* (2010) rated Chicago Booth **second** in finance, **third** in accounting, and **fifth** overall of full-time programs, **second** among part-time MBA programs, and **third** among executive MBA programs.
- *Financial Times* ranked Chicago's Executive MBA Program **fourth** (2009).

Custom Executive Education Programs

Chicago Booth creates custom Executive Education programs that capitalize on the "Chicago Approach," which is the very best disciplined approach to conceptual knowledge and academic theory with practical, real world application delivered by faculty of one of the world's top business schools. These components of Chicago's programs are all keys to driving your corporate competitive advantage through effective human capital investments. Through deep thinking and high impact results, Chicago Booth writes the rules that business follows. Partnering with us today will drive your business success tomorrow!

Accommodations

The University of Chicago Booth School of Business has reserved a limited block of rooms at the InterContinental Chicago hotel. Single or double rooms are available at a discounted rate. Contact the InterContinental Reservations Department by telephone at **801.401.5226** or **1.800.235.4670** (toll-free) or by fax at **312.321.8725**.

Participants must contact the hotel directly to reserve accommodations. Four weeks prior to the program's start date, or once the block is filled, the hotel cannot guarantee accommodations. Participants should identify themselves as registrants in Executive Education programs at the University of Chicago Booth School of Business.

The Setting

Classes are held at the Gleacher Center of the University of Chicago Booth School of Business, 450 North Cityfront Plaza Drive, situated along the Chicago River (one block east of Michigan Avenue), in the heart of the downtown area known as "The Magnificent Mile." The Center is within walking distance of some of Chicago's most exciting retail and entertainment areas.

The Gleacher Center, which also houses Chicago Booth's top-ranked executive MBA and evening MBA programs, provides state-of-the-art classrooms that complement the exceptional quality of the program's content and faculty.



INSTRUCTIONS

Please fax, e-mail or mail this form to:

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Fax: 312.464.8731
E-mail: exec.ed@ChicagoBooth.edu
www.chicagoexec.net

Cancellations and transfers are accepted without charge if written notification is received at least 30 days prior to the program's starting date. Cancellations received after that time will be charged 25 percent of the total program fee. No-shows are liable for full tuition.

Chicago Booth reserves the right to cancel any program.

Transfer requests received within 30 days of the program start will be subject to a \$200 transfer fee to cover administrative costs. Any late transfers followed by a cancellation will be charged 25 percent of the program fee. Transferees will have a period of one year from the date of their transfer request to attend a subsequent program offering. After a one-year period, tuition fees will be forfeited. Transferees will be required to pay fee increases, should any take place.

Substitutions of registrants in a session may be made, without penalty, any time prior to the program's commencement.

Photo rights

The University of Chicago reserves the right to use photos taken during seminar activities for promotional purposes.

Confidentiality and Non-Solicitation
All participants must agree to and sign a confidentiality and non-solicitation agreement to protect the privacy of the participants.

APPLICATION FOR ADMISSION

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Code: 10C23002 AG Date: November 2-5, 2010

Fee: \$7,650 (The fee includes tuition, books and instructional materials, lunches, and coffee breaks. Fee is subject to change and payable in advance.)

I am unable to attend. Please provide information regarding future sessions of this program.

Personal Information

Name Mr. Ms. Dr. _____
FIRST MIDDLE LAST

Preferred name for name tag _____

Business phone (_____) _____ Business fax (_____) _____

Preferred e-mail _____

Home phone (_____) _____ Mobile phone (_____) _____

Most recent degree? High School BS BA MS MA MBA
 PhD JD LLD MD Year Earned _____

School/University _____

Please provide a brief biographical sketch. Please include information about your family and the source of your wealth. You may attach a separate sheet.

How would you describe your current financial and family objectives? _____

Would you be interested in sharing your biographical sketch and financial objectives with your classmates? And reading theirs? Yes No

Payment Information

Check enclosed payable to Chicago Booth Executive Education.

Check to follow. Please invoice.

Charge to my:

Card No. _____ Exp. Date _____

Business Information

Position/Title _____

Employing company _____

Mailing address _____

City _____ State _____ Zip _____

Type of firm (manufacturing, service, retail, etc.) _____

Course Objectives

Describe your goals in attending the PWM program. What are your highest priority wealth management issues, concerns, or objectives?

Profile

Are you the beneficial owner of financial assets over \$10 million? (stocks, bonds, private equity, hedge funds, investments, real estate, etc.)

Yes No

Please indicate your family's approximate net worth. \$10m–\$50m \$50m–\$250m \$250m–\$1b >\$1b

Is your primary interest in wealth management during your lifetime? with a multigenerational timeframe?

What generation are you relative to the original wealth creator? 1st 2nd 3rd 4th more

How many family members are involved with, or beneficiaries of, your wealth management activities?

Involved: _____ Beneficiaries: _____

What type of company or enterprise created the family's wealth? _____

How did you hear about this program?

I received a brochure in the mail Wealth Strategist Partners A past participant recommended this course

Family Office Exchange (FOX) Online search A Chicago alum recommended this course

Membership organization: _____ Other: _____



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For more information concerning Chicago Booth's Executive Education courses:

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