

November 11-13, 2007  
Four Seasons Hotel Miami  
Miami, FL

*Pilot Summits presents*

# Family Office Summit

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## A Strategic Approach to the Challenges Surrounding Wealth Management

*Gain “off-the-record,” peer-to-peer,  
proprietary insights on mission-critical issues.*



# About

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## Pilot Summits

Pilot Summits serves as the primary resource to further the interests of, and promote best practices within, the family office and family foundation communities. Pilot's primary objective is to foster the highest educational and ethical standards, as well as to provide the business tools that will serve as the foundation upon which decision-makers make their most critical business decisions. The think-tank format of Pilot's unbiased educational summits serves as an opportunity for family thought leaders to grapple with leading-edge issues through facilitated, "off-the-record," peer-to-peer discussions, in a noncommercial setting. Through a series of frank, wide-ranging and provocative discussions of contrasting perspectives, participants develop an understanding of how cutting-edge trends will affect their families' values, vision and legacy. They emerge with practical, relevant and timely solutions that they can implement immediately in order to achieve both their short- and long-term objectives, as well as an outstanding network of peers with whom they may continue to share knowledge and experiences.

# An Overview of the Summit

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As families face the ever-more-daunting challenges of living and managing risk in a more complex, uncertain and ever-changing world of political, social and economic tensions; globalization, emerging technologies and terrorism, they continually review their investment decisions amid a proliferation of increasingly sophisticated choices. But is investment management a mere commodity, or do the decisions made by a family reflect the value system and vision of its members? Are they in keeping with the legacy envisioned by the wealth creator? Should they be? How do the choices made by one generation ensure that its hopes and dreams are bequeathed to successive generations? How does a family harness its assets for a communal purpose in keeping with a value system that is much more powerful and enduring than the return on its investments? How do wealth creators and inheritors pass their values, vision and legacy on to future generations? From a decision about whether and how to invest in a private equity vehicle to its philanthropic choices and the manner in which it structures a trust, a family can influence future generations dramatically.

Through a strategic approach to the challenges surrounding wealth management, families will learn how to manage their investments and their values in such a way that they ensure that their children and their children's children become the best possible stewards and custodians of their values, vision and, ultimately, their legacy.

Join family members, family office executives, fiduciaries and leading industry thinkers at the first annual *Pilot Family Office Summit: A Strategic Approach to the Challenges Surrounding Wealth Management* in thoughtful discourse as you exchange ideas, systematically identify common challenges, create vital connections and gain proprietary insights on critical issues, in order that you may develop strategies that will transform today's challenges into tomorrow's opportunities.



Barbara C. Zinn  
Executive Director  
Pilot Summits

# Pilot Summit Speaker Faculty

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## Summit Host

### Barbara C. Zinn

Executive Director  
Pilot Summits

## Chairpersons

### René A. Werner

Founder and  
Managing Director  
Werner & Associates — International

## Advisory Board

### Robert Burlinson

Chief Investment Officer  
Regis Management Company

### Alexander N. Klikoff

Managing Member  
Fintan Partners, LLC

### Adam McNicol

Partner  
Fintan Partners, LLC

## Featured Speakers

### Karen R. Adler

Strategic Management Consultant  
Former CEO  
Bromor Management LLC (Family  
Office for Andrea and Charles  
Bronfman and the Andrea and  
Charles Bronfman Philanthropies)

### Roy C. Ballentine

President  
Ballentine, Finn & Company, Inc

### Albertini Basola

Executive Director  
Limogni Family Office

### Robert Burlinson

Chief Investment Officer  
Regis Management Company, LLC

### Robert Cain

Portfolio Manager  
Comprehensive Financial  
Management

### Geoffrey Cone

Senior Principal  
Cone & Co.  
Owner and Manager  
New Zealand Trust Corporation Ltd.

### Timothy J. Crowe

Managing Director and  
Chief Executive Officer  
Anchor Point Capital, LLC

### Gregory Curtis

Chairman  
Greycourt & Co., Inc.

### Daniel Echavarría

Vice Chairman  
Organización Corona,  
Family Council

### Juan Carlos García Canizares

Managing Director  
Quadrant Capital Advisors, Inc.  
(Santo Domingo Family Office)

### Nancy S. Gillespie

Director and Corporate Secretary  
Sayles Finishing Plants, Inc.

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### **Al Samper**

Former Chairman  
Virginia Retirement System

### **Keynote Address**

#### **Mark W. Yusko**

President and  
Chief Investment Officer  
Morgan Creek Capital  
Management, LLC

### **Special Presentation**

#### **James (Jay) E. Hughes, Jr.**

Philosopher and Author

### **Facilitator**

#### **Jennifer East**

Founder and President  
ONIDA Coaching + Consulting Inc.

#### **Peter E. (Tony) Guernsey, Jr.**

President  
Wilmington Trust FSB, New York

#### **Paulo Melo**

Manager  
Tavares de Melo Family Office

#### **Lars C. Rupf**

Chief Executive Officer  
ETSIOR

#### **David L. Henry**

Chief Investment Officer  
Carruth Associates LLC

#### **Daniela Nascimento Fainberg**

Founder and Director  
Generation Institute

#### **David P. Steinmann**

Managing Director  
American Securities, L.P.

#### **Susana Kerschen**

Executive Director  
Larroy Investments

#### **Stanley H. Pantowich**

Managing Director  
TAG Associates, LLC

#### **René A. Werner**

Founder and  
Managing Director  
Werner & Associates — International

#### **Daniel Kingston**

Managing Director  
Vulcan Capital

#### **Micheal M. Pompian**

Director  
Private Wealth  
Consulting Practice  
Hammond Associates

#### **Fereidoon Zhou**

Managing Director  
Center for Strategic Research

#### **Alexander N. Klikoff**

Managing Member  
Fintan Partners, LLC

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Sunday, November 11, 2007

**Special Pre-Summit Program for Families  
and Individual Family Office Executives  
By Invitation Only**

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9:00 am **Registration and Continental Breakfast for Pre-Summit Program Only**

10:00 am **Special Sunday Morning Pre-Summit Program**

**CHALLENGES AND OPPORTUNITIES FACING LATIN AMERICAN FAMILIES**

**Private, Closed-Door, Pre-Summit Program for Family Members and  
Individual Family Office Executives Only**

**Welcome, Opening Remarks and Introduction to Chairperson**

**Barbara C. Zinn, Pilot Summits**

*Global Family Day Chairperson:*

**René A. Werner, Werner & Associates—International**

10:10 am **The New Realities of Latin America: The Impact of Regional Risk  
on Family Strategies**

As oil prices surge throughout the world and the effects of globalization are felt, Latin America is enjoying tremendous growth, while simultaneously experiencing political volatility that could dramatically alter the socioeconomic and regulatory landscape of the region as well as the security and investment strategies of affluent families. With capital markets advancing, an increasing number of IPOs, liquidity in local markets stimulating LBOs, private equity investments on the rise, hedge funds maturing as an asset class and both real estate and securitization booming, the continent is experiencing an unprecedented liberalization of economic policies. Nonetheless, an overabundance of liquidity and a lack of assets may be driving investors to disregard due diligence, with accelerated demand masking significant risks, including event risk, political and security risk, governance and sustainability risk insufficient data on underlying assets and a lack of standardization across asset classes, regulatory risk, information security risk, risks to structural integrity and an illiquid secondary market. With the globalization of markets across asset classes so new, are these risks being accurately priced, and will the promise of growth be enough to sustain investor appetite? Join the speaker in a discussion of these risks, as well as strategies that families can use to assess and reduce both investment and personal risk.

*Speaker:*

**Under confirmation at time of print**

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## CHALLENGES AND OPPORTUNITIES FACING GLOBAL FAMILIES

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11:00 am **Challenges and Opportunities for Latin American Family Investors**

Which new asset classes are primed for a surge in deal flow? Will the Brazilian housing market really take off? How much innovation is left in the Mexican mortgage sector? Is securitization of infrastructure assets a long-term game? What are the key issues driving the market for Latin American investors? In this session, the speaker will discuss the new asset classes that are coming on stream in the region, the convergence of international and local markets, the future of hybrid securities, as well as those factors that will continue to hinder market growth.

*Speaker:*

**Susana Kerschen, Larroy Investments**

11:45 am **Morning Break**

12:15 pm **Panel Discussion: Why Family and Corporate Governance Matter for Latin American Families**

As more and more investors turn to equity investments globally, corporate governance continues to gain importance. In recent years, corporate governance standards have improved significantly in many Latin American countries, including Brazil, Chile and Mexico, which have implemented reforms that have led to greater strength and activism in shareholder protection. Nonetheless, with the Latin American family office model still in its infancy, many families have neither sufficiently defined nor integrated their mission and values into a family governance model that, in turn, is correlated with both tangible and intangible family assets. In this session, panelists will discuss various tools that a family can utilize to create a systematic, objective, practical and clear correlation between family and corporate governance models, how a family board can effectively work with non-family management professionals, the risks inherent to poor governance models, as well as the importance of creating a framework to integrate tangible and intangible family assets with both family and business values.

*Moderator:*

**René A. Werner, Werner & Associates—International**

*Panelists:*

**Daniel Echavarría, Organización Corona, Family Council**

**Juan Carlos García Canizares, Quadrant Capital Advisors, Inc.  
(Santo Domingo Family Office)**

**Paulo Melo, Tavares de Melo Family Office**

1:00 pm **Luncheon**

Sunday, November 11, 2007

**Special Pre-Summit Program for Families  
and Individual Family Office Executives  
By Invitation Only**

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- 2:00 pm     **Special Sunday Afternoon Pre-Summit Program**  
**CHALLENGES AND OPPORTUNITIES FACING GLOBAL FAMILIES**  
**Private, Closed-Door Program for Family Members and Individual Family Office Executives Only**  
**Welcome and Opening Remarks**  
**Barbara C. Zinn, Pilot Summits**  
*Global Family Day Chairperson:*  
**René A. Werner, Werner & Associates—International**
- 2:10 pm     **Panel Discussion: The Globalization of the Family Office:  
Untangling the Complexities**  

As legal and investment structures grow more complex, families face increasingly challenging decisions regarding family office structures that will serve their long-term interests. Do all wealthy families need a family office? How does a family create an infrastructure that will reflect the mission and values of both the wealth creator and successive generations? What will be the impact of that infrastructure on the family’s financial framework and philanthropic involvement? Should a family create its own office or join a multi-family office? How do multi-family office models differ, and what are the ramifications of the various models? In this session, panelists will discuss how they chose to structure their family offices in accordance with family values and circumstances, and how the choice of a family office structure both reflects and ultimately will determine their family legacy.

*Moderator:*  
**Albertini Basola, Limogni Family Office**

*Panelists:*  
**David L. Henry, Carruth Associates LLC**  
**Lars C. Rumpf, ETSIOR**
- 3:00 pm     **The Multijurisdictional Family: Long-Term Implications for Decision-Making**  

As high-net-worth families become increasingly global and mobile, they face the complex tension between continuity and flexibility of family businesses in a globalized world. In addition to the competitive pressures imposed by international markets and the challenges of operating in a wide array of jurisdictions, many family members themselves are “globalizing,” living and sending the next generation to school in foreign cultures and feeling the need to broaden their horizons

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## CHALLENGES AND OPPORTUNITIES FACING GLOBAL FAMILIES

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accordingly, as they attempt to manage more complex challenges. In this informative session, Geoffrey Cone will discuss how to manage cross-border investments, operational risk management for multinational family offices, security and insurance, understanding tax and regulatory requirements across various jurisdictions and options for global families to structure trusts, as well as examine the cultural dimensions of family and business ownership.

*Speaker:*

**Geoffrey Cone, Cone & Co./New Zealand Trust Corporation Ltd.**

3:50 pm **Afternoon Break**

4:20 pm **Engaging the Next Generation in Philanthropy**

How can a family clarify its values, mission and philanthropic identity to inspire and engage future generations in developing their leadership skills in order to create positive social change? In this thoughtful session, we will explore how families can provide the next generation of socially conscious foundation leaders with opportunities to help define issues, engage in strategic planning and “buy into” the family legacy through effective multigenerational communication.

*Moderator:*

**Daniela Nascimento Fainberg, Generation Institute**

5:15 pm **Private, Closed-Door Sessions Conclude**

5:15 pm **Special Welcome Reception for Family Members and Individual Family Office Executives, By Invitation Only  
Hosted by Our Underwriters**

### Evening Events

Pilot will host receptions on Sunday and Monday evenings. Private dinners may be arranged for Saturday and Monday evenings but are prohibited on Sunday evening. If you are hosting a private dinner on Monday evening, kindly ensure that your guests depart from the hotel no earlier than 7:00 pm.

7:00 am **Summit Registration and Continental Breakfast for All Attendees**

8:00 am **Welcome, Opening Remarks and Introduction to Chairpersons**  
**Barbara C. Zinn, Pilot Summits**

8:10 am **Opening Keynote Address: The Geopolitical Landscape and Its Implications for Global Investors**

Families of wealth are receiving mixed signals on a number of critical issues, from where the best investment opportunities lie in the current economic environment to the best ways to protect themselves from ever-evolving security threats. Likewise, conflicts abound with respect to global economies. In the geopolitical arena, opinions vary regarding everything from how best to fight terrorism to whether the rise of China and India represents a threat or an opportunity, whether alternative energy presents merely an investment challenge or a monumental risk, as well as whether estate and investment planning should be significantly re-examined due to imminent changes to tax policy. In this session, the speaker will discuss whether the current geopolitical landscape represents the beginning of a paradigm shift or merely an adjustment to existing politics and policies, as well as legislative and regulatory initiatives that may have a major impact on families of significant wealth.

*Speaker:*

**Under confirmation at time of print**

9:05 am **Special Presentation: Flourishing Families: The Nature of Families of Affinity and the Paradoxes That Disenable Them**

Families who are at zero seeking to reach plus one and to flourish have had very little professional support for their journeys, while those below zero have had an excess. In his presentation, Jay Hughes will emerge from his retirement to focus on the transitions families of affinity face on their seven-generation journeys to avoid the outcome predicted for them by the universal cultural proverb, "shirt sleeves to shirt sleeves in three generations." He will discuss the many paradoxes that lead such families away from flourishing and into the abyss the proverb foretells, and he will offer many insights from his new book *Family - The Compact Among Generations*.

All attendees will receive a complimentary copy of Jay Hughes' new book.

*Speaker:*

**James (Jay) E. Hughes, Jr., Philosopher and Author**

# A STRATEGIC APPROACH TO THE CHALLENGES SURROUNDING WEALTH MANAGEMENT

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10:00 am **Morning Break**

10:30 am **Panel Discussion: Managing Family Capital During Turbulent Times**

How will your family office react to a geopolitical shock like 9/11? How would your family office handle a family shock like death or divorce? If the equity markets suffer a significant correction, how quickly can your family office or advisor react? Does your family office have the proper incentives and decision processes to protect your portfolio? Listen to family office executives, family members and advisors discuss potential scenarios and their plans of action to handle them.

*Moderator:*

**Robert Burlinson, Regis Management Company**

*Panelists:*

**Robert Cain, Comprehensive Financial Management**

**Daniel Kingston, Vulcan Capital**

11:15 am **Keynote Address: Applying an Endowment Strategy to Family Capital: Why Endowments Outperform Other Investors**

Can the endowment model be replicated for a family office? Why should wealthy families and family office executives start adopting more endowment-model-like strategies? How do you distinguish the best endowments for such a strategy? In this fascinating session, Mark Yusko will address how some of the best-performing endowments, which have superior investment structures, committed board members and professional, experienced staff to focus on implementation, can serve as models for family offices. In addition, he will discuss the importance of focusing on strategic asset allocation and rebalancing rather than market timing, as well as of setting benchmarks for the total portfolio within each asset class; how structural problems within a family office can limit investor performance; and how, by adopting the endowment model to broadly diversify your portfolio, you will be in a better position to manage risk while at the same time reducing volatility.

*Speaker:*

**Mark W. Yusko, Morgan Creek Capital Management, LLC**

12:00 pm **Presentation Reserved for Underwriting Firm**

Pilot is offering an exclusive opportunity to a qualified underwriting firm to support the education of the many families in attendance. If you are interested in finding out if you qualify to become a Pilot underwriter, kindly contact Delia Elbaum on 212-573-6851 or [delbaum@pilotsummits.com](mailto:delbaum@pilotsummits.com).

- 12:30 pm **Luncheon: Lunch with Jay Hughes**
- There will be an empty chair at each table reserved for Jay Hughes, who will move from table to table as he engages in an interactive dialogue with those present. In preparation for his "visit," the delegates at each table will be asked to prepare one question for him to discuss.
- 1:45 pm **Keynote Address: Ten Mistakes of a Ten-Year-Old Family Office**
- Speaker:*  
**Under confirmation at time of print**
- 2:30 pm **Presentation Reserved for Underwriting Firm**
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- 3:00 pm **Afternoon Break**
- 3:30 pm **How Can Your Management and Investment Strategy Reflect Your Family Values and Desired Legacy?**
- Does the next generation view the organization and management of the family office as an accurate reflection of the family values you are trying to pass along? How can you ensure that your investment decisions are consistent with those values? In this thoughtful session, Karen Adler will lead a discussion with families with respect to how they can best approach these difficult challenges.
- Moderator:*  
**Karen R. Adler, Former CEO, Bromor Management LLC (Family Office for Andrea and Charles Bronfman and the Andrea and Charles Bronfman Philanthropies)**
- Panelists:*  
**Nancy S. Gillespie, Sayles Finishing Plants, Inc.**  
**David P. Steinmann, American Securities, L.P. (Rosenwald Family Office)**
- 4:15pm **Presentation Reserved for Underwriting Firm**
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# A STRATEGIC APPROACH TO THE CHALLENGES SURROUNDING WEALTH MANAGEMENT

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- 4:45pm **Structuring Trusts in Accordance with Your Family Values and Vision**  
In this session, panelists will explore various ways in which wealth creators and inheritors can structure a trust in keeping with the values that they wish to pass on to future generations.  
*Moderator:*  
**Peter E. (Tony) Guernsey, Jr., Wilmington Trust FSB, New York**
- 5:30 pm **Afternoon Sessions Conclude**
- 5:30 pm **Special Cocktail Reception for All Attendees**

## Tuesday, November 13, 2007

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- 7:15 am **Private, Closed-Door Breakfast for Families and Individual Family Office Executives Only**  
**Beyond Conflict: Building Relationships Within the Family**  
Disagreements between affluent family members cause stress, jeopardize important relationships and limit a family's ability to function effectively. What can individuals do to take a leadership role in resolving disputes? How do families find new ways to build trust and understanding? In this closed-door breakfast session, leading family legacy coach Jennifer East will engage families in an open and informal discussion about new solutions to traditional challenges, as well as explore innovative means of communication, collaboration and building compassion within families.  
*Facilitator:*  
**Jennifer East, ONIDA Coaching + Consulting Inc.**
- 7:30 am **Continental Breakfast for All Other Attendees**
- 8:15 am **Chairpersons' Recap**
- 8:25 am **Keynote Address: How to Create a Family Legacy**  
How does a family approach an understanding of itself and the role of affluence in its life? How does it convert that understanding into making its affluence meaningful within the family, raising responsible children and giving back to the community? In this session, the speaker will discuss how a family can work together to create a positive future based on its values and vision.  
*Speaker:*  
**Under confirmation at time of print**

call 888.670.8900, or mail to Pilot Summits, PO Box 3685, Boston, MA 02241-3658.

9:15 am **Investing in Internal Versus External Resources: The Roles and Responsibilities of Family Members, Non-Family Members, Consultants and Other Intermediaries**

How does a family distinguish between wealth management providers in an increasingly confusing world? What is state-of-the-art wealth management? What are the options for families with respect to internal versus external resources? What are the key issues that all families of substantial assets should consider as they evaluate the alternatives for effectively managing their wealth? These three special panels will explore the challenges and opportunities associated with investing through intermediaries and whether you should consider outsourcing.

**Part I: The World of Advice**

What are the best practices for working with a team of advisors? How can you get your money's worth out of your team of advisors? How should you go about searching for financial planners, money managers, accountants, attorneys and other specialty advisors? This session will include a discussion about real and potential conflicts of interest, as well as helpful hints about what to look for and what to avoid as you search for the right advisors for your family.

*Speaker:*

**Roy C. Ballentine, Ballentine, Finn & Company, Inc.**

10:00 am **Part II: Weighing Strategic and Practical Considerations for Effective Wealth Management**

Today's families of affluence face myriad choices, including the scope of the advice to seek in the construction and management of a family portfolio, as well as how to create an integrated wealth management plan in accordance with family values. In this fascinating session, Stan Pantowich will lead a discussion with a group of prominent families who will share their experience and practical information regarding how to select and monitor a wealth manager or consultant while avoiding conflicts of interest, what to look for and what to avoid as you search for the right advisors for your family, as well as the strategic and practical considerations for families to take into account when making decisions regarding the potential role of intermediaries in these processes.

*Moderator:*

**Stanley H. Pantowich, TAG Associates, LLC**

10:45 am **Morning break**

# A STRATEGIC APPROACH TO THE CHALLENGES SURROUNDING WEALTH MANAGEMENT

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11:15 am **Presentation Reserved for Underwriting Firm**

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11:45 am **Private Equity, Time Horizons and the Family Investor**

With the tremendous dispersion of returns between the top quartile of private equity managers and the bottom quartile, gaining access to the best private equity firms has become more important than ever. How do family offices gain access to the best managers, and, if they can't gain access to the best, is it better not to invest in private equity at all? Will the convergence of hedge funds and private equity firms unravel in the next recession? In this session, the speaker will discuss the reasons for the growth of high-net-worth private equity investments, asset allocation strategies and wealth transfer structures for private equity, as well as ascertaining realistic expectations as risks increase.

*Speaker:*

**Under confirmation at time of print**

12:15 pm **Presentation Reserved for Underwriting Firm**

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12:45 pm **Luncheon**

1:45 pm **China, India and Other Emerging Market Strategies**

China and India are arguably the two fastest-growing economies in the world today and have become highly visible investment destinations across asset classes. Nonetheless, these markets are relatively new, and investors need to take precautions as they access these opportunities. What are the best ways for families to invest in emerging markets? What is the state of corporate governance practices in these economies, and how does a family perform due diligence from afar? In this fascinating session, the speaker will explore some of the issues that a family investor should be aware of before investing in emerging markets and the asset classes of choice for family investors.

*Speaker:*

**Fereidoon Zhou, Center for Strategic Research**

2:30 pm **Panel Discussion: Best Practices in Hedge Fund Due Diligence**

The universe of hedge fund strategies is broad and diverse, with most due diligence focusing on collecting quantitative data. Is qualitative analysis a more useful tool? In this session, panelists will discuss best practices for performing hedge fund due diligence as it relates to strategy, the investment process and market opportunity; a firm's organization and human capital; fee structures and terms; the alignment of interests between family offices and investment managers, quantitative analysis, identifying and clarifying key risks; evaluating and understanding the role of third-party vendors; as well as the roles of judgment, experience and intuition.

*Panelists:*

**Gregory Curtis, Greycourt & Co., Inc.**  
**Alexander N. Kikoff, Fintan Partners, LLC**

3:15 pm **Designing an Effective Governance System for Family Offices**

The governance of a family office will be influenced by the family's long-term vision and should be designed to help the family achieve its long-term goals. What should such a structure look like? What types of entities should be formed? Who should participate in these governance entities, and what is the right participation mix? How can governance systems facilitate conflict resolution? How does a family decide on the governance system that will best mesh with its values over time? How should the governance system evolve as the family and business change? What role should the next generation play in the governance structure? In this informative session, René Werner will discuss the most imperative issues for families to consider with respect to governance structure.

*Speaker:*

**René A. Werner, Werner & Associates—International**

4:00 pm **Portfolio Design and Construction for Families of Affluence**

A well-designed and constructed portfolio meets the needs of its investor. This sounds simple enough, but what exactly does it mean for affluent families? How do various generations of a family define their needs? What steps are important and what factors should be considered in designing a portfolio? Can too much diversification be a bad thing? What does risk mean to your family? In this session, Timothy Crowe will address these important issues as he shares his ideas and experiences in portfolio design and construction.

*Speaker:*

**Timothy J. Crowe, Anchor Point Capital, LLC**

4:30 pm **Summit Concludes**

## An Exclusive Opportunity for Qualified Underwriting Firms

Pilot Summits is offering an exclusive opportunity to a limited number of qualified underwriting firms to support the education of the high-net-worth families at the summit. If your firm is approved to underwrite the summit you will:

- Be viewed as a thought-leader by the families in attendance as you share your firm's expertise from the podium.
- Profile your company as a premier supporter of families.
- Participate in private, "invitation-only" networking opportunities.
- Get your message across in the most effective and sophisticated manner to an audience of qualified decision-makers.
- Enjoy many other opportunities to positively effect change in the family office community.

To see if you qualify as an underwriter, please contact Delia Elbaum at 212.573-6851 or [DElbaum@pilotsummits.com](mailto:DElbaum@pilotsummits.com).

### Media Partners



### Hotel Accommodations

Four Seasons Hotel Miami  
1435 Brickell Ave  
Miami, Florida 33131

Pilot has secured a room block at the Four Seasons Hotel Miami at a discounted rate for summit attendees. Availability is limited. To make your reservation and obtain the special rate, kindly contact the hotel directly on 305.358.3535 and reference "Pilot Summits." Demand for the group rate is expected to be strong, so we advise that you make your reservation early.

### Attire

Business casual

### CPE Credits



Pilot Summits is currently in the application process with NASBA for membership in the National Registry of CPE Sponsors. For additional information regarding the awarding of CPE credits, kindly e-mail [register@pilotsummits.com](mailto:register@pilotsummits.com).

### Audiovisual Recording Prohibited

Recording any aspect of the summit, be it via audio, video or any other means, is strictly prohibited.

### Cancellation Policy

If you need to make any changes or have any questions, please feel free to contact us via e-mail at [register@pilotsummits.com](mailto:register@pilotsummits.com). Cancellations must be in writing and must be received by Pilot Summits at least ten business days prior to the start of the event. Upon receipt of a timely cancellation notice, Pilot Summits will issue a credit voucher for the full amount of your payment, which may be applied towards registration fees at any future Pilot Summits event held within 12 months after issuance (the "Expiration Date"). All credit vouchers shall automatically expire on the Expiration Date and shall thereupon become void. In lieu of issuance of a credit voucher, at your request, Pilot Summits will issue a refund less a \$395 processing fee per registration. Registrants are advised that no credit vouchers or refunds will be issued for cancellations received less than ten business days prior to the start of the event, including cancellations due to weather or other causes beyond the registrant's control. Pilot Summits therefore recommends that registrants allow for unexpected delays in making travel plans. Substitutions are welcome at any time. If for any reason Pilot Summits decides to cancel this conference, Pilot Summits accepts no responsibility for covering airfare, hotel or other costs incurred by registrants, including delegates, sponsors, speakers and guests.

### Contact Information

#### For further information about Pilot Summits:

Barbara C. Zinn, Executive Director, [bzinn@pilotsummits.com](mailto:bzinn@pilotsummits.com)

#### Underwriting Opportunities:

Delia Elbaum, Business Development Manager, 212-573-6851 or [delbaum@pilotsummits.com](mailto:delbaum@pilotsummits.com)

#### Media Partnerships:

Lindsay Tis, Senior Marketing Manager, [ltis@pilotsummits.com](mailto:ltis@pilotsummits.com)

# Registration

## Pilot Family Office Summit

### A Strategic Approach to the Challenges Surrounding Wealth Management

To register, visit [www.pilotsummits.com](http://www.pilotsummits.com), e-mail [register@pilotsummits.com](mailto:register@pilotsummits.com), fax 941.365.2507, call 888.670.8900, or mail the registration form to Pilot Summits, PO Box 3685, Boston, MA 02241-3658. Please reference code **UP002** when registering.

	Early Registration Through September 21, 2007	Regular Registration After September 21, 2007
Family Member/Individual Family Office Executive	<input type="checkbox"/> \$795	<input type="checkbox"/> \$995
Multiclient Family Office Executive/Advisor/Consultant/Fund-of-Funds/Manager-of-Managers	<input type="checkbox"/> \$2295	<input type="checkbox"/> \$2595
Service Provider: Hedge Fund/Private Equity/Real Estate/Commodities/Investment Manager/Broker-Dealer/Fund Administrator	<input type="checkbox"/> \$2895	<input type="checkbox"/> \$3295

Personal Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Initial: \_\_\_\_\_ Last Name: \_\_\_\_\_

Institutional Title: \_\_\_\_\_ Badge Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

E-mail Address: \_\_\_\_\_ Direct Telephone/Extension: \_\_\_\_\_

Fax: \_\_\_\_\_ General Telephone/Extension: \_\_\_\_\_

Assistant's Name: \_\_\_\_\_ Assistant's E-mail Address: \_\_\_\_\_

Special Dietary Requirements: \_\_\_\_\_

Asset Size, Assets Under Management or Assets Under Advisement: \_\_\_\_\_

Do you provide any investment products or services?  Yes  No

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**I represent the following type of firm:**

- Individual Family Office
- Hedge Fund
- Broker-Dealer
- Multiclient Family Office
- Private Equity
- Fund Administrator
- Advisory/Consulting
- Real Estate
- Other (Please specify) \_\_\_\_\_
- Fund-of-Funds
- Commodities
- Manager-of-Managers
- Investment Manager

**How did you hear about this event?**

- Pilot Brochure
- Pilot E-mail
- Pilot Fax
- Journal Article
- Event Listing
- Colleague
- Advertisement
- Search Engine

**Please keep me informed about future Pilot Summit events via e-mail**  Yes  No

**Please keep me informed about future Pilot Summit events via fax**  Yes  No

**Payments:**

*Payment must be received by September 21, 2007, in order to take advantage of our discounted rates. Payment is due within 30 days of registration. If registering within 30 days of the event, payment is due immediately.*

Payment can be made by check, Visa, MasterCard, American Express, Diners Club or Discover Card. **Please make checks payable to "Pilot Summits" and write the name of the summit attendee(s) on the face of the check as well as code UP002.**

**Cancellation Policy:**

If you need to make any changes or have any questions, please feel free to contact us via e-mail at register@pilotsummits.com. Cancellations must be in writing and must be received by Pilot Summits at least ten business days prior to the start of the event. Upon receipt of a timely cancellation notice, Pilot Summits will issue a credit voucher for the full amount of your payment, which may be applied towards registration fees at any future Pilot Summits event held within 12 months after issuance (the "Expiration Date"). All credit vouchers shall automatically expire on the Expiration Date and shall there upon become void. In lieu of issuance of a credit voucher, at your request, Pilot Summits will issue a refund less a \$395 processing fee per registration. Registrants are advised that no credit vouchers or refunds will be issued for cancellations received less than ten business days prior to the start of the event, including cancellations due to weather or other causes beyond the registrant's control. Pilot Summits therefore recommends that registrants allow for unexpected delays in making travel plans. Substitutions are welcome at any time. If for any reason Pilot Summits decides to cancel this conference, Pilot Summits accepts no responsibility for covering airfare, hotel or other costs incurred by registrants, including delegates, sponsors, speakers and guests.

**Method of Payment:**

- I have enclosed my payment.
- I will register now and pay within 30 days of registration for the event.
- Please charge my credit card:  Visa  MasterCard  American Express  Diners Club  Discover Card

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

call 888.670.8900, or mail to Pilot Summits, PO Box 3685, Boston, MA 02241-3658.



**Pilot Summits**  
**708 Third Avenue, 4th Floor**  
**New York, NY 10017-4103**

[www.pilotsummits.com](http://www.pilotsummits.com)

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