

# *Family Wealth Management* ©

**Objective:** We are in the midst of a period in which trillions of dollars are being transferred from one generation to the next. Some families will transfer their wealth effectively, while others will not. This course will provide an excellent overview of family wealth management. It will address factors to consider for increasing, preserving, and transferring wealth.

## **Learning objectives:**

- Explain the importance of educating all family members and getting them involved
- Assess the non-monetary factors that should be considered
- Identify the key factors to consider in allocating assets among different asset classes
- State how to increase a family's wealth
- Evaluate how to preserve and protect a family's wealth
- Critique numerous techniques for transferring a family's wealth
- Explain the advantages and disadvantages of wealth transfer techniques
- Consider whether the family business should be transferred or sold
- Highlight the relevant estate, gift, income, and generation-skipping tax provisions
- List the advantages and disadvantages of using a family office
- Point out the pitfalls to avoid

**CPE:** 8 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** FWMA