Family Office Exchange®

FOX Fall Forum™

Strengthening the Partnership

November 2-4, 2016
JW Marriott | Chicago

FO/101816

Meet the Newest FOX Staff

First Row: Tammy Scholtes, Director of Program Design; Patience Marmer, Senior Relationship Manager; Ann Dugan, Senior Managing Director of Consulting

Second Row: Manny Torres, Director of Human Capital; Scott Polisky, Research Analyst; Debbie Holstein, Coordinator, Memberships and Councils; Monica Staco, Director of Research

Third Row: Jason Kearns, Digital Marketing Manager; Lucas Gochanour, Director of Education Programs

About this year's FOX Fall Forum

Family members, family office executives, and advisors to families all may have the opportunity to partner with one another at various points in the history of a family. Successful partnerships are essential for family sustainability and evolve from relationships that have been tirelessly developed, and carefully nurtured over time.

This year's FOX Fall Forum focuses on **Strengthening the Partnership**, highlighting issues affecting partnerships and offering techniques to build stronger ones.

Best practices for managing strong family and advisor partnerships, as identified in this year's FOX Thought Leaders Summit will be featured. In addition, because internal relationships must be aligned and functioning properly in order for partnerships with others to be effective, several sessions will address ways to fine-tune the partnerships within the family. Family Seminar topics include the family enterprise model, which is the ultimate partnership concept; partnerships between family members from different cultures; and conflict resolution, which is an important skill for all parties involved.

The Forum will also explore investing in the post-election environment; understanding geopolitical events and the accompanying security risks; designing an owner education curriculum that informs and solidifies partnerships; understanding and addressing the wealth gap; and telling family stories as a way to support family continuity and vision.

And, of course, you'll have the opportunity to expand your network of highly-qualified peers and to participate in several engaging social events.

Agenda At-a-Glance

Day 1: Wednesday, November 2
Families, FO Executives, and FOX Thought Leaders Council

9:30 a.m.	**Registration**
10:30 a.m.	**First Time Attendee Orientation and Networking Session**
12:30 p.m.	**Luncheon**
2:00 p.m.	**Family Seminars** • Bringing the Family Enterprise to Life • Impact Investing Across Asset Classes: From Strategy to Execution • Managing Conflict: Triggers and Self-Tempering
6:00 p.m.	**Rising Generation of Leaders Reception**
7:00 p.m.	**Cocktail Reception and Dinner for Family Members, Office Executives, and FOX Thought Leaders Council Members**

Day 2: Thursday, November 3
All Members

7:30 a.m.	**Breakfast and Registration**
8:30 a.m.	**Welcome**
8:45 a.m.	**Strengthening the Partnership Team Between Families and Advisors**
10:15 a.m.	**The Importance of Private Capital: Insights from a Well-known Investor and Philanthropist**
11:15 a.m.	**Understanding Dynamic Geopolitical Events and Risks**
12:15 p.m.	**Luncheon**
1:30 p.m.	**Family and Advisor Member Peer Dialogue Sessions**
3:00 p.m. and 4:15 p.m.	**Breakout Sessions** • Family & Business History • The Business Owner's Journey • Understanding and Addressing the Wealth Gap: Engaging in Constructive Dialogue • Focus Group on Family Education: What's Working and What's Not • Maximizing the Partnership with Your Investment Consultant • Highlights from the 2016 FOX Compensation and Benefits Survey
7:00 p.m.	**All Member Reception and Dinner**

Day 3: Friday, November 4
All Members

8:00 a.m.	**Breakfast**
9:00 a.m.	**FOX Trends and Insights**
9:45 a.m.	**Engaging with Purpose: Health, Wealth, Wellness**
11:00 a.m.	**A New Legacy: Why and How Leading Families of Wealth Use Impact Investing**
12:00 p.m.	**Trends to Watch: Understanding the Innovation Revolution**
12:45 p.m.	**Closing Remarks and Adjournment**

Featured Presenters

Michael Hayden

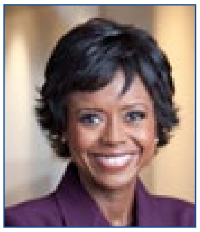
Retired U.S. Air Force General, Principal with The Chertoff Group, former Director of the Central Intelligence Agency and former Director of the National Security Agency

As Director of the Central Intelligence Agency, General Hayden was responsible for overseeing the collection of information concerning the plans, intentions and capabilities of America's adversaries; producing timely analysis for decision makers; and conducting covert operations to thwart terrorists and other enemies of the US.

At Chertoff Group, General Hayden uses his broad geographic and political knowledge to brief clients on intelligence matters worldwide – including developments in cybersecurity – that may affect their businesses.

Before becoming Director of the CIA, General Hayden served as the country's first Principal Deputy Director of National Intelligence and was the highest-ranking intelligence officer in the armed forces. Earlier, he served as Commander of the Air Intelligence Agency, Director of the Joint Command and Control Warfare Center, Director of the National Security Agency and Chief of the Central Security Service.

General Hayden graduated from Duquesne University with a bachelor's degree in history in 1967 and a master's degree in modern American history in 1969. He also did postgraduate work at the Defense Intelligence School conducted by the Defense Intelligence Agency. General Hayden is the author of Playing to the Edge: American Intelligence in the Age of Terror. He is currently a Distinguished Visiting Professor at George Mason University and Chairman of the Board of Delta Risk, LLC.



Mellody Hobson

President, Ariel Investments, Board Chair for DreamWorks Animation SKG, Inc.

Mellody Hobson is president of Ariel Investments.Headquartered in Chicago, the firm offers six no-load mutual funds for individual investors and defined contribution plans as well as separately managed accounts for institutions and high net worth individuals. As president, Mellody is responsible for firm-wide management and strategic planning, overseeing all operations outside of research and portfolio management. Additionally, she serves as chairman of the board of trustees for Ariel Investment Trust.

Beyond her work at Ariel, Mellody has become a nationally recognized voice on financial literacy and investor education. She is a regular contributor and analyst on finance, the markets and economic trends for CBS News. She also contributes weekly money tips on the Tom Joyner Morning Show and pens a regular column for Black Enterprise magazine. As a passionate advocate for investor education, she is a spokesperson for the Ariel/Hewitt Study: 401(k) Plans in Living Color and the Ariel Black Investor Survey, both of which examine investing patterns among minorities.

Mellody is chairman of the board for DreamWorks Animation SKG, Inc., as well as director of The Estée Lauder Companies Inc. and Starbucks Corporation. Her community outreach includes serving as chairman of After School Matters, a non-profit that provides Chicago teens with high-quality, out-of-school time programs. She is a board member of The Chicago Public Education Fund, George Lucas Education Foundation, Lucas Museum of Narrative Art, and Sundance Institute, where she has been appointed emeritus trustee. She is also a member of the American Academy of Arts and Sciences and serves on the executive committee of the Investment Company Institute's board of governors. In 2015, Mellody was named to Time magazine's annual list of the one hundred most influential people in the world. Mellody earned her AB from Princeton's Woodrow Wilson School of International Relations and Public Policy. She has also received honorary doctorate degrees from Howard University, St. Mary's College and the University of Southern California.

Julia Balandina Jacquier, PhD, CFA

Founder and Managing Director, JBJ Consult

Julia is a seasoned impact investor and a trusted adviser to some of the largest high net worth families, international banks, and the Swiss and UK Governments. She started her career in 1993 at McKinsey, and subsequently held senior positions at ABB Financial Services and AIG, where she managed the European direct private equity business.

For the last 12 years of her career, she has focused on impact investment. In 2005, Julia pioneered one of the first institutional impact investment funds, which she managed until 2010. She subsequently founded an independent consultancy, and has helped develop and implement a broad range of mission-driven investment programs and funds.

Julia is a member of several Boards and Investment Committees, including at SIFEM (Swiss Development Finance Institution) and Unilever, and is an adjunct professor at St. Gallen University. She is the author of one of the first books on impact investing (published in 2011) and has been a member of various industry taskforces and expert committees.

Additional Presenters and Panelists

Andy Anderson
Executive Vice President and Chief Historian, Wells Fargo & Company

Ann L. Begler
Founder and Principal, The Begler Group

Bruce Benesh
Partner-in-Charge, Grant Thornton LLP

KC Connors, CFA, CAIA
Partner, NEPC

Francesco D'Amico
Executive Committee, Quilvest Switzerland Ltd.

Mitch Drossman
National Director of Wealth Planning Strategies, U.S. Trust

Bryan Dunn
CEO, Kinship Trust Company

Jennifer Farrington
President and Chief Executive Officer
Chicago Children's Museum

Temple Fennell
Co-Director, Harvard Kennedy School and Board Member, Keller Enterprises, LLC

Amy Francetic
Senior Vice President, New Ventures and Corporate Affairs, Invenergy

James Gifford, PhD
Senior Fellow, Initiative for Responsible Investment, Harvard Kennedy School

Karen Harding, CFA
Managing Director, CTC|myCFO

Mark Hatch
Hatch Enterprises, Author of *The Maker Movement Manifesto*

Peter Karoff
Founder, The Philanthropic Initiative

Kurt Kovalick
Managing Director, Bank of America Merrill Lynch

Stephen Martiros
Founder & CEO, Financial Building Blocks

Leslie Pine
Managing Partner, The Philanthropic Initiative

Karen Reynolds Sharkey
National Business Owner Strategy Executive, U.S. Trust

Barbara Roberts
Entrepreneur in Residence, Columbia Business School

Julie Shafer
Head of Strategic Philanthropy & Purpose Investments, Family Wealth Advisors, Bank of the West/BNP Paribas Group

Adam F. Streisand, Esq.
Partner and Practice Leader, Private Wealth and Fiduciary Litigation, Sheppard Mullin Richter & Hampton LLP

Daniel C. Tarlas, CFA
Senior Managing Director, Asset Consulting Group LLC

Julie Tracy
Co-Founder and Executive Director
Urban Autism Solutions/JMTF

Jacquelyn VanderBrug
Managing Director, U.S. Trust, Bank of America

Dennis Wright, AEP®, ChFC®, CLU®
Principal and Managing Director, The Wellspring Group

FOX Presenters

Amy Hart Clyne
Executive Director, Knowledge Center, Family Office Exchange

Ann Dugan
Senior Managing Director of Consulting, Family Office Exchange

Jane Flanagan
Managing Director, Family Office Exchange

Charles Grace
Managing Director, Family Office Exchange

Sara Hamilton
Founder & CEO, Family Office Exchange

Alexandre Monnier
President, Family Office Exchange

Karen Rush
Director of Membership, Family Office Exchange

David Toth
Director of Advisor Research, Family Office Exchange

Day 1 Agenda: Wednesday, November 2, 2016

9:30 a.m. Registration

10:30 a.m. First Time Attendee Orientation and Networking Session

Attending a conference with your closest peers is a tremendous networking opportunity, so how do you make the most of it? Networking is a great way to quickly and efficiently get to know your fellow Forum attendees. FOX staff will be on hand to make this a warm welcome to the 2016 Fall Forum.

12:30 p.m. Luncheon

2:00 p.m. Family Seminars

(Please choose one of four.) Family Seminars will be joined by members of the FOX Thought Leaders Council™.

Seminar 1 Bringing the Family Enterprise to Life

Sara Hamilton

Ann Dugan

Presenters: Sara Hamilton, Founder & CEO; Ann Dugan, Senior Managing Director of Consulting, Family Office Exchange

Enterprise families typically require numerous family members to oversee multiple businesses, multiple properties, and multiple trusts. The management of these entities calls for a sophisticated and dynamic enterprise model that incorporates and builds upon the family's guiding principles and future vision. This seminar will explore how to get family members engaged in the enterprise model by looking at how others have approached:

- Developing the best family enterprise model for the family
- Defining and shaping the goals for the enterprise plan
- Developing strategies and action plans for strengthening the family enterprise

Small groups will provide the opportunity to learn and share with others in a confidential setting, as well as to develop personal timelines and action plans.

Seminar 2 Impact Investing Across Asset Classes: From Strategy to Execution

Temple Fennell

James Gifford, PhD

Presenters: Temple Fennell, Co-Director, Harvard Kennedy School and Board Member, Keller Enterprises, LLC; James Gifford, PhD, Senior Fellow, Initiative for Responsible Investment, Harvard Kennedy School

Impact investing is gaining significant momentum in the family office community, with families investing the majority of the more than $60 billion allocated to impact fund strategies. This three-hour seminar will provide a high-level overview of the key elements of impact investing for family offices across asset classes. Topics discussed will include: rationale for impact investing, developing a strategy, selecting themes and areas of focus, understanding the product landscape, the different approaches for different asset classes, engaging the right advisors and building a team, executing the strategy, evaluating impact, understanding the returns question, and building support across the family, family office, and foundation staff.

You will walk away with clear on-ramps, a product landscape and a roadmap for engaging in impact investing within a family office.

Seminar 3 is listed on the next page.

Seminar 3 Managing Conflict: Triggers and Self-Tempering

Ann L. Begler

Adam F. Streisand

Presenters: Ann L. Begler, Founder and Principal, The Begler Group; Adam F. Streisand, Esq., Partner and Practice Leader, Private Wealth and Fiduciary Litigation, Sheppard Mullin Richter & Hampton LLP

Adam Streisand will speak from his experience as a respected attorney about family-conflict litigation and how to avoid such legal wrangles by working through differences in perspectives. Adam will reference his extensive client work to identify proactive and preventative strategies and tactics to better understand the root causes.

Ann Begler will build on Adam's foundation and explain the psychological underpinnings that impact individuals in different ways and how they contribute to inevitable family conflict. Conflict is a regular and ever-present part of our everyday lives. Whether it's a mild disagreement between a parent and child, stressful conversations among a group of siblings or a fractious board meeting that goes on for hours, the intensity of being or feeling at odds is something we can't escape. Fortunately, conflict doesn't have to be divisive. When we build a deeper understanding about conflict, heighten our awareness of when conflict is emerging, and build skill to choose how we, as people, can effectively respond, we gain opportunities to shift conflict away from destruction and toward real value - value in the present and value that builds toward a sustainable positive future.

This seminar will involve small group work as well as sharing how one can better understand what they can do to move from conflict to constructive outcomes.

5:00 p.m. Adjournment

6:00 p.m. Rising Generation of Leaders Reception

Hosted by: Heather Abramson, Senior Relationship Manager; Meghan Clarke, International Relationship Manager; Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange

7:00 p.m. Cocktail Reception and Dinner for Family Members, Office Executives, and FOX Thought Leaders Council Members

JW Marriott

7:30 a.m. Breakfast & Registration

8:30 a.m. Welcome

8:45 a.m. Strengthening the Partnership Team Between Families and Advisors


Francesco D'Amico

Bryan Dunn

Amy Hart Clyne

David Toth

Dennis Wright

Presenters: Francesco D'Amico, Executive Committee, Quilvest Switzerland Ltd.; Bryan Dunn, CEO, Kinship Trust Company; Dennis Wright, AEP®, ChFC®, CLU®, Principal and Managing Director, The Wellspring Group; Amy Hart Clyne, Executive Director, Knowledge Center; David Toth, Director of Advisor Research, Family Office Exchange

Strong partnerships between families and their advisors better prepare them to take on complex issues and navigate transitions. Family Office Exchange has undertaken ground-breaking research focused on how these great partnerships are formed. The research chronicles the work of families and advisors who have effectively transformed their numerous and complex relationships into highly productive partnerships. Amy Hart Clyne will lead a panel of family and advisor members that will bring these stories to life along their journey to secure family engagement and unity for generations to come.

9:45 a.m. Networking Break

10:15 a.m. The Importance of Private Capital: Insights from a Well-known Investor and Philanthropist


Mellody Hobson

Sara Hamilton

Presenters: Mellody Hobson, President, Ariel Investments, Board Chair for DreamWorks Animation SKG, Inc.; Sara Hamilton, Founder & CEO, Family Office Exchange

Emotions are at an all-time high this election, but no matter who is voted into office, our investment goals aren't likely to change much. What's important is how we invest and where each of us focus our energies in the coming years. Our keynote conversation this year is with a recognized investor and supporter of social causes, Mellody Hobson, who will share her insights on investing for the long-term and using family resources for philanthropic impact. Her remarkable accomplishments have catapulted her to lead one of the largest money management firms in the United States. She is also nationally known as an advocate for financial literacy and education reform, while also serving on the boards of some of America's most successful and well-known companies.

Ariel Investments President Mellody Hobson joins FOX Founder Sara Hamilton in a fireside chat, discussing her patient investment philosophy and the many ways families can collaborate to make the world a better place in the coming decades.

11:15 a.m. Understanding Dynamic Geopolitical Events and Risks


Michael Hayden

Presenter: Michael Hayden, Retired U.S. Air Force General, Principal with The Chertoff Group, former Director of the Central Intelligence Agency and former Director of the National Security Agency

In order to effectively reduce their risk profiles, families of wealth must understand how they may be impacted by geopolitical events. General Hayden is uniquely positioned to bring the level of sophisticated insights families and their advisors need to build a comprehensive view of global risk. In this session, General Hayden will explore the tectonic shifts affecting the world today and how they are changing. He will give special attention to worldwide intelligence and cybersecurity, exploring how cybersecurity has evolved, what guidance is needed, and the implications expected from the new political landscape.

NOTE: Time will be reserved at the end of this session to address individual questions. Attendees are encouraged to come prepared to take advantage of this rare opportunity to tap into General Hayden's deep knowledge and vast experience.

Day 2 Agenda: Thursday, November 3, 2016

12:15 p.m. Luncheon

1:30 p.m. Family Peer Dialogue Sessions

- Wealth Owners
- Executives of Business-Centric Families
- Executives of Small Family Offices (1-5 Employees)
- Executives of Medium Family Offices (6-15 Employees)
- Executives of Large Family Offices (16+ Employees)

Advisor Member Dialogue Session

- Assessing High Impact Trends in the Family Office Industry

Facilitators: Alexandre Monnier, President; Karen Rush, Director of Membership; David Toth, Director of Advisor Research, Family Office Exchange

2:45 p.m. Networking Break

3:00 p.m. Breakout Sessions – Track 1

All sessions in this time block will be repeated at 4:15 p.m.

Breakout 1 Family & Business History: A Gift to Future Generations of Your Family

Andy Anderson

Presenter: Andy Anderson, Executive Vice President and Chief Historian, Wells Fargo & Company

Andy Anderson and his team at Wells Fargo have found that wealthy families are interested in the details of their family histories, not so much to boast about their great business success or to impress their descendants, but to demonstrate that family wealth came with profound dedication, an immense amount of hard work, and often great sacrifice. In this session, Andy will share how weaving together the family story can spur emotional and psychological connections, inspire future generations, and lessen the "shirtsleeves to shirtsleeves in three generations" effect. He will explain how he uncovers family histories by tracing DNA and cultural roots and packages them together as gifts for future generations to treasure.

Breakout 2 The Business Owner's Journey: Experiences Shared and Lessons Learned

Karen Reynolds Sharkey

Mitch Drossman

Kurt Kovalick

Barbara Roberts

Moderator: Karen Reynolds Sharkey, National Business Owner Strategy Executive, U.S. Trust
Panelists: Mitch Drossman, National Director of Wealth Planning Strategies, U.S. Trust; Kurt Kovalick, Managing Director, Bank of America Merrill Lynch; Barbara Roberts, Entrepreneur in Residence, Columbia Business School

Giving up company ownership can be the largest and most important step in a business owner's career and many successful entrepreneurs are not well prepared to take it. In this break-out, the panel will delve into former business owners' journeys, providing insights and strategies for the challenges business owners face when deciding what the next step is for their business, whether that means selling the company or transferring it to the next generation.

This panel will feature the recently released Columbia Business School and U.S. Trust commissioned white paper: The Owner's Journey. In addition, panelists will discuss the various personal planning techniques to consider when embarking on a sale of your business, how to prepare for it, along with potential pitfalls.

Breakouts 3 through 6 are listed on the next page.

Breakout 3 — Understanding and Addressing the Wealth Gap: Engaging in Constructive Dialogue

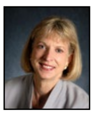

Peter Karoff


Leslie Pine

Moderator: Amy Hart Clyne, Executive Director, Knowledge Center, Family Office Exchange
Presenters: Peter Karoff, Founder, and Leslie Pine, Managing Partner, The Philanthropic Initiative

The dynamics surrounding issues of wealth – including income inequality, economic mobility, and the tension between public and private personas – are often tricky to manage, especially in the current toxic sociopolitical climate. While there is no "right" answer, discussions with peers can be an important starting point for those grappling with these issues. Peter Karoff and Leslie Pine will reflect on recent discussions with families and others on what it means to be wealthy in our society today, including implications for the next generation. The session will engage participants in constructive dialogue about the wealth divide, public vs. private persona, and roles of philanthropy.

Breakout 4 — Focus Group on Family Education: What's Working and What's Not


Sara Hamilton


Stephen Martiros

Presenters: Sara Hamilton, Founder & CEO, Family Office Exchange; Stephen Martiros, Founder & CEO, Financial Building Blocks

Sara Hamilton and Steve Martiros will lead an interactive session on how family offices are supporting Family Education programs. We will draw from the experiences of the attendees to discuss what has been working in family education, and perhaps more relevant, what has not been working. We will share some possible approaches and ask for feedback on what you think are the most important topics for financial literacy for rising generations. Topics to be discussed are subject matter topics, methods of learning, time commitment, and age groups.

Breakout 5 — Maximizing the Partnership with Your Investment Consultant


Charles Grace


KC Connors


Karen Harding


Daniel C. Tarlas

Moderator: Charles Grace, Managing Director, Family Office Exchange
Panelists: KC Connors, CFA, CAIA, Partner, NEPC; Karen Harding, CFA, Managing Director, CTC|myCFO; Daniel C. Tarlas, CFA, Senior Managing Director, Asset Consulting Group LLC

How do you get on the right track during the investment consultant due diligence process and thereafter to optimize the advisor and client relationship? Aligning the advisory relationship with a family's objectives is critical to success and as much an art as a science. Certain families don't realize they have the ability to design and customize a relationship that best suits them. Much of the tone can be set at the outset when simulating the client experience before a family even signs a service contract. There are also techniques to reset the client and advisor relationship though candid dialogue between the parties. This session will explore issues around discretion and investment decision-making, reporting formats, structuring of the service team, and pricing, among others. Concrete steps and examples will be explored.

Breakout 6 — Highlights from the 2016 FOX Compensation and Benefits Survey


Bruce Benesh


Jane Flanagan

Presenters: Bruce Benesh, Partner-in-Charge, Grant Thornton; Jane Flanagan, Managing Director, Family Office Exchange

Offering a competitive compensation plan is essential to attracting and retaining the top talent that can ensure the family office's success. However, compensation is also consistently the biggest line item in every family office budget. This makes designing compensation plans that are competitive and effective especially imperative. Jane Flanagan and Bruce Benesh will share findings from this year's FOX Compensation & Benefits Survey, providing an update on trends in family office compensation along with the peer perspective necessary to benchmark, design, and plan for maximum return on investment.

4:00 p.m. Networking Break

4:15 p.m. Breakout Sessions – Track 2

All sessions from the 3:00 p.m. time block will be repeated at 4:15 p.m.

Breakout 1: **Family & Business History: A Gift to Your Family's Future Generations**

Breakout 2: **The Business Owner's Journey: Experiences Shared and Lessons Learned**

Breakout 3: **Understanding and Addressing the Wealth Gap: Engaging in Constructive Dialogue**

Breakout 4: **Focus Group on Family Education: What's Working and What's Not**

Breakout 5: **Maximizing the Partnership with Your Investment Consultant**

Breakout 6: **Highlights from the 2016 FOX Compensation and Benefits Survey**

5:15 p.m. Adjournment

7:00 p.m. All Member Reception and Dinner at Venue SIX10

This year's All Member Dinner will take place at the modern, sleek **Venue SIX10**, an environmentally sustainable building along Chicago's famed Michigan Avenue featuring a state-of-the-art design and amenities. Attendees will enjoy unparalleled views on the ninth floor of everything from Lake Michigan to Soldier Field to Millennium Park.

Venue SIX10 - 9th Floor
610 S Michigan Ave
Chicago, IL 60605

Venue SIX10
Spertus Institute

Erica Rose Photography

8:00 a.m. Breakfast

9:00 a.m. FOX Trends and Insights


Alexandre Monnier

Presenters: Alexandre Monnier, President, Family Office Exchange

A critical element of Family Office Exchange's work is to identify trends and issues that have immediate and future impact on families of wealth. As such, Alexandre is pleased to share the trends emerging in the family wealth industry and how these trends will impact families today and well into the future, what families will need to do to prepare for these inevitabilities, and how these trends link to the family/advisor partnership mindset.

9:45 a.m. Engaging with Purpose: Health, Wealth, Wellness


Julie Shafer


Jennifer Farrington


Amy Francetic


Julie Tracy

Moderator: Julie Shafer, Head of Strategic Philanthropy & Purpose Investments, Family Wealth Advisors, Bank of the West/BNP Paribas Group
Panelists: Jennifer Farrington, President and Chief Executive Officer, Chicago Children's Museum; Amy Francetic, Senior Vice President, New Ventures and Corporate Affairs, Invenergy; Julie Tracy, Co-Founder and Executive Director, Urban Autism Solutions/JMTF

Many of us struggle to identify the ways in which we can affect change in the world. It is obvious and easy to some, yet daunting to others. This panel will explore insights to enlighten, educate, inspire and motivate the audience in the quest for living an engaged and purposeful life by sharing their own experiences-philanthropic action prompted by a health crisis, investing using a socially responsible approach, and through community involvement. This conversation will explore the directions, challenges and opportunities faced when taking on purposeful philanthropic actions and building socially responsible businesses.

10:45 a.m. Networking Break

11:00 a.m. A New Legacy: Why and How Leading Families of Wealth Use Impact Investing

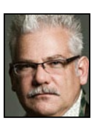

Julia Balandina Jacquier, PhD, CFA


Jacquelyn VanderBrug

Presenter: Julia Balandina Jacquier, PhD, CFA, Founder and Managing Director, JBJ Consult
Moderator: Jacquelyn VanderBrug, Managing Director, U.S. Trust, Bank of America

A growing number of wealth owners around the world are actively involved in impact investing, supporting innovative, commercially viable solutions that drive transformation into a more just and sustainable society. In her new study, *Catalyzing Wealth For Change*, A Guide to Impact Investing for ultra-high net worth individuals, family offices, foundations and businesses, Dr. Balandina Jacquier explains the field, and provides the insights needed to make informed, confident decisions. Study sponsor and Impact Investing expert, Jacquelyn VanderBrug, will moderate the session and offer advice to move participants from inquiry to action.

12:00 p.m. Trends to Watch: Understanding the Innovation Revolution


Mark Hatch

Presenter: Mark Hatch, Hatch Enterprises, Author of The Maker Movement Manifesto

There are a number of trends enabling innovators in ways and at speeds never before experienced. Today's creators are enabled to develop innovative products, manufacture them, and get them to market at an unprecedented pace. What is known as the "Maker Movement" is empowering thousands of innovative revolutionaries throughout the country. Mark Hatch, author of *The Maker Movement Manifesto*, will share how advanced manufacturing, crowd-funding, the collaborative economy, and on-line markets as well as the trend towards artificial intelligence and virtual and augmented reality are paving the way for individuals to create, innovate, and generate wealth for themselves and their investors. Mark will chronicle the revolution and how these innovators are impacting positive societal change with nothing more than their own creativity and hard work.

12:45 p.m. Closing Remarks and Adjournment

Presenter: Alexandre Monnier, President, Family Office Exchange

Accommodations

JW Marriott Chicago
151 West Adams Street
Chicago, IL 60603
Phone: 312.660.8200

FOX has reserved a limited number of rooms at the JW Marriot Chicago with a rate of $315/night plus applicable taxes (currently 16.4%). To obtain this discounted rate, contact reservations directly at 312.660.8200 or toll-free at 1.877.303.0104 and mention "FOX" or the "Fall Forum," or complete your reservation online at:

https://aws.passkey.com/event/15420199/owner/1459986/landing

Forum attendees are responsible for making their own accommodation arrangements. The cutoff date for hotel reservations at this special conference rate (subject to room availability) is Thursday, October 6, 2016.

Forum Exhibitors

ADDEPAR

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COMPLEX INTERESTS

DIAMOND HILL CAPITAL MANAGEMENT

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PRIESTERAVIATION

TRUSTED FAMILY

VIRIDIAN CAPITAL ADVISORS

2016 FOX Fall Forum™ Registration Form

Family Office Exchange

FO/TLC Registration

Three ways to register:

Register online at **www.familyoffice.com**

Scan and email to **events@familyoffice.com**

Fax this form to our Events Team at **312.327.1212**

Attendee Information

Name (First/Last)

Nickname (For event nametag if different than above.)

Title

Firm Name

Street Address

City | State/Province

Country | Zip/Postal Code

Phone

E-mail

Please select one: I am a
- ❍ FOX Member – Wealth Owner, Family Member and/or Family Office Executive
- ❍ FOX Member – Thought Leaders Council
- ❍ Non-Member – Wealth Owner, Family Member and/or Family Office Executive

Is this your first time attending the FOX Fall Forum?

❍ Yes ❍ No

Will you stay at the JW Marriott during the FOX Fall Forum?

Attendees are responsible for making their own accommodations for the Forum.
- ❍ Yes, I plan to stay at the JW Marriott
- ❍ No, I do not plan to stay at the JW Marriott
- ❍ Not sure, my plans are not finalized

How would you like to receive your Forum materials?

Additional binders will not be available onsite.
- ❍ I would like to download the materials in advance and will NOT need a binder
- ❍ I would like to receive materials in a binder at the Forum

Do you have any special dietary or accessibility needs?

Registration Fees

Wealth Owners, Family Members and/or Family Office Executives		FOX Thought Leaders Council
FOX Member	**Non-Member**	**FOX TLC Member**
☐ Use Event Credit Included in FOX Membership	☐ First Attendee **$2,750**	☐ Use Event Credit Included in FOX Membership
☐ First Paid Attendee **$2,200**	☐ Additional Attendee **$2,300**	
☐ Additional Attendee **$1,750**		

Payment Method

❍ Payment by check is enclosed. *(Check payable in U.S. dollars to Family Office Exchange)*
Please mail check to: **Family Office Exchange ATTN: Events**
100 S Wacker Drive, Suite 800, Chicago, IL 60606

❍ Please charge the following credit card: ❍VISA ❍MasterCard ❍AmEx ❍Disc

Cardholder Name

Card Number | Exp. Date | Security Code

Billing Address for Credit Card

City | State/Province | Zip/Postal Code | Country

Cardholder's Signature

Seminar and Session Selections

CPE ***You may earn up to 11 CPE credits for attending this Forum.***
CPE Credits are accepted at the option of state certifying boards. Requirements, compliance procedures and acceptance may vary by state.

Wednesday, November 2

Will you attend the First Time Attendee Orientation and Networking Session on November 2, at 10:30 a.m.?
❍ Yes ❍ No

Will you attend the Luncheon on November 2, at 12:30 p.m.?
❍ Yes ❍ No

Which family seminar will you attend on November 2, 2 p.m. - 5 p.m.?
- ❍Bringing the Family Enterprise to Life
- ❍Impact Investing Across Asset Classes: From Strategy to Execution
- ❍Managing Conflict: Triggers and Self-Tempering

Will you attend the Rising Generation of Leaders Reception on November 2, at 6:00 p.m.?
❍ Yes ❍ No

Will you attend the Cocktail Reception and Dinner for Family Members, Office Executives, and Thought Leaders Council Members on November 2, at 7:00 p.m.?
❍ Yes ❍ No

Thursday, November 3

Will you attend the Breakfast on November 3, at 7:30 a.m.?
❍ Yes ❍ No

Will you attend the Luncheon on November 3, at 12:15 p.m.?
❍ Yes ❍ No

Choose one of the following Peer Dialogue sessions on November 3, at 1:30 p.m.:
- ❍ Wealth Owners
- ❍ Executives of Business-Centric Offices
- ❍ Executives of Small Family Offices (1-5 Employees)
- ❍ Executives of Medium Family Offices (6-15 Employees)
- ❍ Executives of Large Family Offices (16+ Employees)
- ❍ I will not attend a Peer Dialogue session

Will you attend the Advisor Member Dialogue on November 3, at 1:30 p.m.?
❍ Yes ❍ No

Choose one Breakout Session on November 3, at 3:00 p.m.
- ❍ Family & Business History: A Gift to Your Family's Future Generations
- ❍ The Business Owner's Journey: Experiences Shared and Lessons Learned
- ❍ Understanding and Addressing the Wealth Gap: Engaging in Constructive Dialogue
- ❍ Focus Group on Family Education: What's Working and What's Not
- ❍ Maximizing the Partnership with Your Investment Consultant
- ❍ Highlights from the 2016 FOX Compensation and Benefits Survey
- ❍ I will not attend a Breakout Session at 3:00 p.m.

Choose one Breakout Session on November 3, at 4:15 p.m.
- ❍ Family & Business History: A Gift to Your Family's Future Generations
- ❍ The Business Owner's Journey: Experiences Shared and Lessons Learned
- ❍ Understanding and Addressing the Wealth Gap: Engaging in Constructive Dialogue
- ❍ Focus Group on Family Education: What's Working and What's Not
- ❍ Maximizing the Partnership with Your Investment Consultant
- ❍ Highlights from the 2016 FOX Compensation and Benefits Survey
- ❍ I will not attend a Breakout Session at 4:15 p.m.

Will you attend the All Member Reception and Dinner on November 3, at 7:00 p.m.?
❍ Yes ❍ No

Friday, November 4

Will you attend the Breakfast on November 4, at 8:00 a.m.?
❍ Yes ❍ No

Refunds of payments or forum allotments will be made if the cancellation is made in writing to Family Office Exchange to events@familyoffice.com five or more business days prior to the start of the event.