Business Families in Transition – How can wealth managers embrace this opportunity?

3.00pm

Business Families in Transition – How can we engage this opportunity?

- What are the trends in Greater China, SE Asia, India and the Middle East?
- Are Hong Kong, Singapore and the UAE competing or collaborating when offering solutions for wealth families?
- What are the changing needs and expectations of wealthy families?
- What percentage of family businesses survive to the third generation? Why is the percentage so low?
- Are regional families adequately prepared for the transition to the next generation?
- What steps have been taken (if any) to prepare the next generation?
- Are the next generation up to the task?
- What happens when the younger generation work for the family business and bring no value?
- How do clients deal with children and grandchildren that are not competent, effective, or interested?
- What happens if they live elsewhere?
- Are families taking any steps to evaluate the risks and consider solutions?
- Have families adequately considered transitioning to family offices – from operating wealth to investment wealth?

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4.30pm	Webinar Ends