Frequently Asked Questions: Family Enterprise

Topic: Services

Q: What are Family Enterprise services?

- Waldron's Family Enterprise Services assist multigenerational families of wealth to develop family governance and communications structures and putting them in place around their philanthropic, family businesses and direct investing activities.

Q: What is Ann Dugan's relationship with Waldron Private Wealth?

- Ann is leading our Family Enterprise Service offering. She is a strategic partner with the firm and in addition to having a small private practice of clients from past endeavors will be fully engaged with Waldron client's in each of our markets.

Q: How will my business vision integrate into my overall family vision? Will I have two family visions, one for me as a client and another for my family enterprise?

- Waldron works with each family to develop a customized family vision which will guide our integrated strategic counsel. Ann may develop a separate family vision for family enterprise endeavors which will support the family's primary vision.

Q: Will Ann be a part of my meetings with my Waldron Private Wealth Service Team?

- When the issues of a meeting center around family dynamics, family communication or other family enterprise topics, Ann will attend Waldron client meetings, if appropriate.

Q: If I have a question about setting up a charitable trust, do I call Ann or my Waldron Service Team? For what questions would I call Ann as opposed to my Waldron Service Team?

- For technical questions, contact your Waldron Service Team. For questions about family dynamics and communication, contact Ann. If you are unsure who to call, contact your Waldron Service Team and they will contact Ann in when appropriate.

Q: If I engage Waldron Private Wealth to supplement my family office or to act as my family office, will Ann be part of that engagement or will Waldron Private Wealth provide these services independently of Ann in certain situations?

- Your Waldron team will gain a deep understanding every element of your family's service needs during Waldron's GAP (Gather, Analyze, Present) process. Through your relationship with your Waldron Service Team, they will determine if Ann's services are appropriate or not.

Q: Will there be a structure in place to ensure that Ann and Waldron Private Wealth are communicating regularly about changes in my life, strategy adjustments, new needs, and developments?

- Your Waldron Service Team and Ann will be in constant communication. You should note that any significant strategic or technical decision relating to a family's situation, is communicated across all team members ensuring that all services are integrated.

Q: If I want to acquire a business, who will develop the strategy for how to do it?

- If you have a technical question about buying or selling a business, contact your Waldron Service Team. If you have a question about an interpersonal issue, such as a disagreement among the ownership group, about reinvesting or voting, contact Ann.

Q: Who will provide financial education to my heirs?

- Ann and your Waldron Service Team.

Q: Will Ann provide any reporting or any technology interface?

- No. All client reporting will be produced and disseminated by your Waldron Service Team.

Topic: Fees

Q: Who will I pay and how much will these services cost?

- The cost and scope of each client's engagement will be determined by the Waldron Service Team in conjunction with Ann's discovery process.