

FOX Recommended Reading List October 2014

1. Beyer, Charlotte (2014). *Wealth Management Unwrapped: Unwrap What You Need to Know and Enjoy the Present*.

The book to read before you hire – or fire – your advisor, *Wealth Management Unwrapped* is a comprehensive guide for both the newly wealthy and the experienced investor. In her new book, Wall Street veteran and Institute for Private Investors (IPI) founder Charlotte Beyer sheds light on the complex wealth management industry, outlines the responsibility that all investors have as 'CEOs' of their own wealth, and equips them with the tools to effectively manage their money.

2. Curtis, Gregory (2012). *The Stewardship of Wealth*, Part 1 (Reprint 2014). *The Importance of Private Capital*

Building wealth is hard to do, but maintaining that wealth across generations is even more challenging. In *The Stewardship of Wealth: Successful Private Wealth Management for Investors and Their Advisors + Website*, wealth advice expert Gregory Curtis reveals the investment secrets of the world's wealthiest families, so that financial planners, fund managers, and wealthy individuals everywhere can follow in their footsteps. Outlining the best practices for preserving and growing wealth, the book details exactly how to build a lasting financial legacy in the face of taxes, inflation, investment costs, and the conflicts of interest that are endemic to the financial advisory business.

3. Daniell, Mark Haynes & McCullough, Tom (2014). *Family Wealth Management: 7 Imperatives for Successful Investing in the New World Order*. Wiley.

Family Wealth Management provides a fully integrated and family-centric approach to wealth management, addressing the family's philosophy of wealth and the development of its goals, its approach to structuring and allocating financial assets, and the importance of engaging and educating family members along the way. It provides a practical review of the harsh lessons learned by many families over the past years and practical advice on how to avoid the failures and costs of outdated approaches to financial management.

4. Duhigg, Charles (2012). *The Power of Habit: Why We Do What We Do in Life and Business*. Random House

In *The Power of Habit*, Pulitzer Prize-winning business reporter Charles Duhigg takes us to the thrilling edge of scientific discoveries that explain why habits exist and how they can be changed. Distilling vast amounts of information into engrossing narratives that take us from the boardrooms of Procter & Gamble to sidelines of the NFL to the front lines of the civil rights movement, Duhigg presents a whole new understanding of human nature and its potential. At its core, *The Power of Habit* contains an exhilarating argument: The key to exercising regularly, losing weight, being more productive, and achieving success is understanding how habits work. As Duhigg shows, by harnessing this new science, we can transform our businesses, our communities, and our lives.

5. Edwards-Pitt, Coventry (2014). *Raised Healthy, Wealthy & Wise: Lessons from successful and grounded inheritors on how they got that way*. Ballentine Partners.

At a certain level of wealth, money makes parenting harder, not easier. *Raised Healthy, Wealthy & Wise* breaks new ground in the field of raising children amid wealth by hearing the success stories of real-life children raised with wealth who have grown into happy, healthy, and productive adults. Nationally recognized wealth advisor Coventry Edwards-Pitt draws on her many years of professional experience to interview successful heirs and uncover what works (and what doesn't) in raising wealthy children to lead fulfilling and productive lives.

While there is a lot of advice out there for affluent parents, this is the first book that allows us to hear directly from children who survived the gauntlet of being raised with wealth and emerged happy, healthy, and productive on the other side. Why do they think they have become successful? What went right? And how? Readers will find that these voices speak with a clarity that will inspire parents faced with these challenges to take the steps necessary to set their children on the path toward health and happiness.

6. Grubman, James (2013). *Strangers in Paradise: How Families Adapt to Wealth Across Generations*. Family Wealth Consulting.

An astonishing fact is that the vast majority of the wealthy come from middle-class or working-class backgrounds. Born and raised in modest economic circumstances, they find themselves as adults in the wonderful but unfamiliar world of wealth, like immigrants to a new land. Their adjustment is often harder than they anticipate. Yet awaiting wealth's newcomers is an even more daunting task: how to raise children and grandchildren successfully in the family's new world of affluence. Written by a prominent wealth psychologist, *Strangers in Paradise* takes an innovative approach to the challenges facing wealth's "immigrants and natives." Combining clear reasoning with real-world stories, *Strangers in Paradise* outlines, for the first time, how the key process for families of wealth - like all immigrant families - is adaptation.

7. Hughes, James, Massenzio, Susan & Whitaker, Keith (2014). *The Voice of the Rising Generation: Family Wealth and Wisdom*. Bloomberg Press.

Many books are addressed to parents and grandparents who worry about the effects of unearned wealth on their descendants. In contrast, *The Voice of the Rising Generation* speaks directly to 20-, 30- and 40-somethings and encourages them-literally, giving them courage- to meet the challenge of integrating wealth's power into their lives.

8. Hurst, Aaron (2014). *The Purpose Economy: How Your Desire for Impact, Personal Growth and Community is Changing the World*.

A series of shifts are happening in our economy: Millennials are trading in conventional career paths to launch tech start-ups, start small businesses that are rooted in local communities or freelance their expertise. We are sharing everything, from bikes and cars, to extra rooms in our homes. We now create, buy, and sell handcrafted products in our local communities with ease. Globally recognized entrepreneur and founder of Taproot Foundation and CEO of Imperative, Aaron Hurst, argues in his latest book that while these developments seem unrelated at first, taken together, they reveal a powerful pattern that points to **purpose** as the new driver of the American economy.

9. Joiner, William & Josephs, Stephen (2006). *Leadership Agility: Five Levels of Mastery for Anticipating and Initiating Change*. Jossey-Bass.

Leadership Agility is the master competency needed for sustained success in today's complex, fast-paced business environment. Richly illustrated with stories based on original research and decades of work with clients, this groundbreaking book identifies five levels that leaders move through in developing their agility. Significantly, only 10% have mastered the level of agility needed for consistent effectiveness in our turbulent era of global competition. Written in an engaging, down-to-earth style, this book not only provides a map that guides readers in identifying their current level of agility, but also provides practical advice and concrete examples that show managers and leadership development professionals how they can bring greater agility to the initiatives they take every day.

10. Kissinger, Henry (2014). *World Order*. Penguin Press.

In *World Order*, Henry Kissinger offers a deep meditation on the roots of international harmony and global disorder. Drawing on his experience as one of the foremost statesmen of the modern era- advising presidents, traveling the world, observing and shaping the central foreign policy events of recent decades- Kissinger now reveals his analysis of the ultimate challenge for the twenty-first century: how to build a shared international order in a world of divergent historical perspectives, violent conflict, proliferating technology, and ideological extremism.

11. Mayer, Colin (2013). *Firm Commitment: Why the Corporation is Failing Us and How to Restore Trust in It*.

Firm Commitment provides a lucid and insightful account of the role of the corporation in modern society and explains why its problems are growing. It gives a fresh perspective on the crises in financial markets, developing countries, and the environment. Based on decades of analysis and research, it describes a new approach to thinking about the firm which not only stops it destroying us, but turns it into the means of protecting our environment, addressing social problems, and creating new sources of entrepreneurship and innovation.

12. Piketty, Thomas & Arthur Goldhammer, A. (2014). *Capital in the Twenty-First Century*.

What are the grand dynamics that drive the accumulation and distribution of capital? Questions about the long-term evolution of inequality, the concentration of wealth, and the prospects for economic growth lie at the heart of political economy. But satisfactory answers have been hard to find due to a lack of adequate data and clear guiding theories. In *Capital in the Twenty-First Century*, Thomas Piketty analyzes a unique collection of data from twenty countries, ranging as far back as the eighteenth century, to uncover key economic and social patterns. His findings will transform the debate and set the agenda for the next generation of thought about wealth and inequality.

13. Rosplock, Kirby (2014). *The Complete Family Office Handbook: A Guide for Affluent Families and the Advisors Who Serve Them*. Bloomberg Press.

The Complete Family Office Handbook explains how family offices operate, who should consider forming or joining one, and how to craft and set up a structure, purpose and vision for the office that fully serves a family's particular needs and investment goals. Whether you're a wealth creator, a member of a wealthy family considering forming or joining a family office or a professional contemplating a career in this growing segment of the wealth management industry, this comprehensive guide provides insights to some of the most common questions and misperceptions.

14. Schein, Edgar (2010). *Organizational Culture and Leadership*. Jossey-Bass, Wiley.

Regarded as one of the most influential management books of all time, this fourth edition of *Leadership and Organizational Culture* transforms the abstract concept of culture into a tool that can be used to better shape the dynamics of organization and change. This updated edition focuses on today's business realities. Edgar Schein draws on a wide range of contemporary research to redefine culture and demonstrate the crucial role leaders play in successfully applying the principles of culture to achieve their organizational goals.

15. Trone, Don & Wattman, Mary Lou (2014). *LeaderMetrics: What key decision-makers need to know when serving a critical leadership role*.***

LeaderMetrics® is a new body of research which provides for a hierarchical framework to facilitate the development and evaluation of a key decision-maker serving in a critical leadership role.

You should find *LeaderMetrics* to be an invaluable desktop reference if you are serving as an advisor, consultant, trustee, director, investment committee member or officer. And, you should find the book to be applicable whether you work for a corporation, not-for-profit, government entity or the military.

16. White, D. (2014). *Abusing Donor Intent: The Robertson Family's Epic Lawsuit Against Princeton University*. Paragon House.

It was the largest one-time amount, 35 million dollars, anyone had ever donated to benefit a university. The Robertsons were specific about the way the money was to be used. It was intended to help Princeton's Woodrow Wilson School of Public and International Affairs focus on sending its graduates into those areas of the federal government concerned with international relations. "But the university," the son says, "was ignoring my parents' intentions." Furthermore, Princeton's administrators were "harming the country." That's not, as you might imagine, the way Princeton saw it or sees it today.

***This book is privately published and not for sale on Amazon. The authors are happy to offer FOX members a special book rate of \$30 (normally \$49.95). Please contact Mary Lou Wattman directly if you would like to order this book:

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