FOX Direct Investing Network

The **FOX Direct Investing Network** is composed of 75+ family offices focused on direct investing. The families in the Network are vetted to ensure their active interest in direct investment deal flow. Members join the Network for the robust peer-to-peer discussions- sharing experiences, advice, and information on deals. They also enjoy FOX-developed programming on direct investing topics. Ultimately, FOX members join the Network to learn what other families are doing, to broaden their industry exposure, and to enhance their deal flow.

Attributes of FOX Direct Investing Network Members

- Investors who take a long term view with a non-prescriptive timeframe
- Network members willing to share their Rolodex and expertise
- Sharing deals with like-minded private capital investors
- Experienced investors willing to review deals in a timely fashion
- Trustworthy and confidential when working with other families
- Able to fulfill a governance role when appropriate

Benefits of Belonging to the FOX Direct Investing Network

- Meet and work with vetted peers who are active in direct private equity investing giving you the opportunity to share in the experience and deal opportunities that your peers bring to the meetings.
- Access FOX research on family direct investing trends and behaviors
- Gain instant feedback on questions and requests via the online community of fellow FOX Direct Investing Network members
- The FOX Direct Investing Network is moderated by Karen Clark and Linda Shepro, Managing Directors, both investment industry veterans Participate in live Network peer-exchange sessions at FOX Global Investment Forum™, FOX Fall Forum™, and other in-person Network meetings scheduled throughout the year

For more information about this Network, please contact
Karen Clark at 312.327.1282 or email kclark@familyoffice.com or
Linda Shepro at 312.327.1221 or email lshepro@familyoffice.com.

FOX External Investment Strategy Network

The **FOX External Investment Strategy Network** is an invitation only network for wealth owners and senior family office executives who engage and oversee an external CIO or investment strategist to manage their investable assets. Member families pursue a diversified approach to managing their wealth and generally have a wealth preservation rather than wealth creation approach. Their time horizon is long term and multi-generational. Investment decision-making may be discretionary or non-discretionary. The family itself or single family office may or may not create its own consolidated investment reports. The network and the peer exchange are supported by FOX research and resources. FOX staff will facilitate the dialogue and the the networks will also draw on third parties and their expertise.

Attributes of FOX External Investment Strategy Members

- Clear investment objectives/strategy and oversight of outside strategic advice
- Minimum portfolio size of $100 million
- Written policy statements for significant investment entities and/or relationships
- Documented investment research and asset allocation process by third party advisors
- Clear decision-making process combining internal review and external resource and meet at least semi-annual to provide direction and oversight of investments

For more information about the network, please contact Charlie Grace at 312.327.1216 or email cgrace@familyoffice.com.

Benefits of Belonging to the FOX External Investment Strategy Network

- Meet and work with vetted peers who are active in overseeing third party strategic advisors giving you the opportunity to share in the experience and best practices
- Participate in live network peer-exchange sessions at FOX Global Investment Forum and other in-person network meetings scheduled throughout the year
- Access FOX research on investment trends and behaviors of multi-generation families and the industry that serves them
- Join in webinar programs throughout the year programmed specifically for the FOX External Investment Strategy network.
- Gain instant feedback on questions and requests via the online community of fellow FOX External Investment Strategy Network members
- This Network is moderated by Charlie Grace, Managing Director at FOX, an investment and wealth management industry veteran with 20 years of experience

100 South Wacker Drive, Suite 800 ■ Chicago, IL 60606 USA ■ T: 1.312.327.1200 ■ info@familyoffice.com
400 Park Avenue, Suite 810 ■ New York, NY 10022 USA ■ T: 1.646.504.0776
Adam House 7-10 Adam Street ■ London WC2N 6AA United Kingdom ■ T: +44 (0) 207 520 9443

FOX Strategic CIO Network

The **FOX Strategic CIO Network** is a "by invitation only" peer group of family office CEOs and CIOs committed to building multi-asset class portfolios that are constructed to consistently outperform traditional benchmarks. This is a carefully selected group of family offices that use a best-in class approach to selecting and managing investments.

The network is supported by a member database that provides consistently calculated performance data and demographics allowing members to review asset allocation and performance data for private family portfolios. Members are able to study the underlying indicators of performance and discuss the analysis with peers in the network. The shared data and analytics have the potential to be a source of sophisticated peer benchmarking.

SCION members commit to report their asset allocation using a common lexicon of asset classifications and related after tax, net of fees performance information on a quarterly basis.

Attributes of FOX Strategic CIO Members

The office must have a proven process for investing family capital, defined as:

- An experienced investment professional making investment decisions (in either the CEO or CIO role),
- Clear investment objectives/strategy,
- Minimum portfolio size of $100 million,
- Written policy statements for significant investment entities and/or relationships,
- Professional, documented investment research and asset allocation process
- A functioning Investment Committee or qualified professionals that meet at least quarterly to provide direction and oversight
- A willingness to collaborate with other CIOs in the network

Opportunities to meet with peers in person and by phone are fostered to gain unique insights on economic and demographic trends, investment philosophy, strategy shifts, and tactical allocations.

Additional Benefits of Belonging to the FOX Strategic CIO Network

- Engagement with family office investment peers who are active in multi-asset portfolio investing, share and gain insights about how your peers are addressing key investing issues and participate in discussions about the unique role and challenges of investing for a family office.
- Participation in live Network peer-exchange sessions at the FOX Global Investment Forum™, and other in-person Network meetings scheduled throughout the year.
- Access to FOX curated research on investing trends and behaviors via a secure page on the FOX website.
- Joining in webinar programming throughout the year programmed specifically for family office investment professionals.
- Participation in a private on line community only for SCION members.
- The FOX SCION Network is moderated by David Toth, Director of Advisor Research, an investment industry veteran with over 25 years of experience.

For further information on the FOX SCION Network, contact **David Toth** at 312.327.1275 or email dtoth@familyoffice.com.

2015 FOX Forums and Workshop

FOX Fall Forum™

October 21-23, 2015, JW Marriott, Chicago, IL

Our largest conference, the FOX Fall Forum™ is open to all FOX members and by invitation to select prospects who are not yet members. Held annually in Chicago, the FOX Fall Forum provides an opportunity for wealth owners, family office professionals and wealth advisors to hear from the industry leaders on current trends and meet in peer groups to discuss practical solutions. The Forum covers a wide range of topics, including:

- Governance
- Investment
- A Seminar Day for families and family office executives only

FOX Trustees and Beneficiaries Workshop

November 17-18, 2015
Convene Conference Center, New York, NY

This day and a half workshop will provide attendees a deeper understanding of the core trustee duties and powers as well as the trustee's responsibilities for educating and mentoring the beneficiaries.

Come learn from experts in the field who will provide a balanced perspective of the legal, investing, and human behavioral aspects of being a trustee. The attendees will be comprised of your peers who are trustees or beneficiaries of family trusts.

Attendees of this workshop will learn to:

- Understand the duties and powers of a trustee
- Recognize the importance of building an effective relationship with the beneficiaries
- Differentiate between mandatory and discretionary distribution
- Manage the risks of serving as a trustee

FOX Global Owners Forum™

December 1-2, 2015, The Biltmore, Coral Gables, FL

Our newest Forum, the FOX Global Owners Forum™ is designed exclusively for family leaders. It will provide new insights on the specific challenges of enterprise owners, providing an occasion to think about long term issues, meet peers with whom they share common experiences, learn from families who are wrestling with transitions just like yours, and to hear from experts on key issues for the enterprise family.

Highlights from the FOX Global Owners Forum include:

- "Building Blocks for a Family Enterprise," a presentation by FOX Founder and CEO Sara Hamilton
- "Generational Views on the Family Enterprise," featuring four family groups speaking about their experiences in U.S., European and Latin American countries
- An investment panel on developing a global family wealth strategy

Family Office Exchange Publications and Research

Central to the FOX mission is the study of issues that members face in leading their families, managing their assets, and operating their family offices. These are the most recent FOX research studies by topic.

Enterprise Family Planning

Engaging the Client of the Future

Securing the Future: Managing Threats and Opportunities through Effective Risk Planning

Taking the Long-Term View of the Family Enterprise

The Challenges of Shared Ownership

The State of the Art in Family Wealth Management

Family Business

Boundaries that Matter: Managing Family Assets Separately from the Family Business - SFO Solution

Managing Family Capital Generated by the Family Business

Protecting the Future: Managing Family Wealth Separately from the Family Business - MFO Solution

Investing

2015 FOX Global Investment Survey

Investing Amid Uncertainty

Navigating the Wealth Management Landscape

Rethinking Investment Risk Management

Selecting the Right Trusted Advisor

Risk

Building a Family Enterprise Plan to Deal With Future Uncertainty

Insurance Matters: The Case for Strategic Insurance Planning

Recasting the Central Role of the Family Office as Risk Manager

Securing the Future: Managing Threats and Opportunities through Effective Risk Planning

Small Family Office Sustainability

Innovating to Survive and Thrive: Meeting the Challenge of Small Family Office Sustainability

Investing in the Future: A Look Inside the Small Family Office

Bold title published in 2015

List as of 03/25/2015

Single Family Office Practices

Engaging the Client of the Future

50 Best Practices for an Enduring Family Enterprise

FOX Benchmarking 2014: Family Office Benchmarking Report

FOX Benchmarking 2014: Family Office Compensation Report

FOX Benchmarking 2013: Compensation and Benefits Survey

FOX Benchmarking 2013: Investment Survey

FOX Benchmarking 2013: Technology in the Family Office

FOX Guide to the Professional Family Office

FOX Insights: New Thinking in Family Wealth

How Wealth Owners Measure Value: Evaluating the Performance of Your Wealth Advisor or Family Office

The Cost of Complexity: Understanding Family Office Costs

Technology and Reporting

Best Practices in Reporting Toolkit

Financial Reporting in the Family Office

FOX Technology Guide

Wealth Owner Education

FOX Guide to Family Education

Global Family Office Primer: Purposeful Management of Family Wealth

Preparing the Next Generation for the Responsibilities of Ownership

U.S. Family Office Primer: Purposeful Management of Family Wealth

Wealth Advisor Best Practices

Engaging the Client of the Future

2014 Multi-Family Office and Wealth Advisor Benchmarking

Best Practices for Leading Wealth Advisors

The FOX Wealth Advisor Series

Enhancing the Client Service Experience

Standing Out in the Crowd: Strategies for Marketing and Leveraging Relationships

The Enduring Enterprise: Building a Sustainable Wealth Advisory Business

The Enterprise Sales Process: Best Practices in Business Development

Pricing for Profitability: Pricing Practices in an Evolving Ultra-Wealth Marketplace

100 South Wacker Drive, Suite 800 ■ Chicago, IL 60606 USA ■ T: 1.312.327.1200 ■ info@familyoffice.com
400 Park Avenue, Suite 810 ■ New York, NY 10022 USA ■ T: 1.646.504.0776
Adam House 7-10 Adam Street ■ London WC2N 6AA United Kingdom ■ T: +44 (0) 207 520 9443