



**Karen Clark CFP®, TEP**  
**Managing Director**  
**Leader of Direct Investing Network**  
**Family Office Exchange**

With over 25 years of experience advising families of wealth, Karen Clark is responsible for running several FOX Peer Councils and the FOX Direct Investing Network. Karen's expertise includes creating strategies and partnering with advisors to develop, coordinate and facilitate thoughtful strategies for clients and their families.

She works with families focusing on matters such as family governance, education, intergenerational wealth transfer, philanthropy, and creating successful successors.

In her role as a family office executive, Karen was responsible for structuring/planning for cross-border families and their related entities. She developed comprehensive ecosystems to support those families, including education programs for the families' rising generation leaders. Karen also facilitated the development of an ESG investing program.

Karen is a respected speaker on subjects of direct investing, cross-border planning and the traits of a successful family office. As a seasoned investment professional, Karen advises on all aspects of sound planning and investment management including tax-efficient structures, the importance of asset location, asset allocation, manager selection, ongoing monitoring and insightful reporting. She advises on asset allocation, investment policy, outsourced Chief Investment Officer (CIO) services, manager selection and monitoring, performance analysis, and portfolio risk management in a family office setting. She has provided families with tailored advice on alternative investments, including hedge funds, private equity, including direct investing in private companies, and real estate, as well as proprietary multi-manager vehicles and other opportunistic investments.

Karen's past experience includes working with multi-jurisdictional families while serving as a Director at Sandaire Limited, a London-based multi-family office and similar roles at BNY Mellon Private Wealth Management in Los Angeles and Bank of America's Private Bank in Miami and San Francisco. She is a member of the Financial Planning Association and the Society of Trust and Estate Practitioners.



**Charles B. Grace, III**  
**Managing Director**  
**Leader of Investment Strategy Network**  
**Family Office Exchange**

Charles B. Grace, III is Managing Director at FOX. Charlie works on strategic planning projects for families and family offices as well as wealth management advisor clients. Assignments have included work on advisor selection, education of the next generation, leadership and succession, governance, family office structuring, among others. Charlie is active on the family office and advisor membership and research sides at FOX, including investment focused studies and other initiatives. He has experience facilitating member and client meetings for FOX.

He has been active for over twenty years in the family office community advising ultra-wealthy families and serving as a resource to ultra-wealthy families and family offices. He advised on investment portfolios and wealth management generally for almost 10 years working day-to-day at the multi-family office Ashbridge Investment Management LLC and the single family office Ashbridge, LLC.

His responsibilities included client relationships, business development, and membership on the firm's investment committee, as well as business operations and firm strategy as Chairman of the Management Committee of the \$1 billion investment advisory firm. Charlie has been quoted in various publications on the subject of private wealth management, including *The Wall Street Journal*, *Financial Times*, and *Worth Magazine* and presented at many conferences focused on private investors and family offices.

In addition to his responsibilities at FOX, Charlie has been active on the Board of the single family office Ashbridge, LLC since 1992 and in 2010 was named President. He is a Trustee and member of the Investment Committee of the non-profit Tuttle Fund, Inc. in New York City.

Charlie graduated from the Washington College of Law with a J.D. and is a member of the New York State Bar. He received a B.A. and M.A. in history from Bates College and the American University, respectively.



**Sara S. Hamilton**  
**Founder and CEO**  
**Family Office Exchange**

Sara Hamilton is the Founder and CEO of Family Office Exchange (FOX), the definitive source of information and best practices associated with the business of managing the family enterprise and the family's wealth across generations. The strength of the FOX network is derived from the collective knowledge and experience of over 490 globally-minded family enterprises and their advisors based in 20 countries.

Since 1989, FOX has made financial solutions accessible to business owning families by fostering dialogue among wealth owners and wealth advisors. In 2014, FOX celebrated its 25th anniversary of service and remains true to its founding mission of objectivity in wealth management, member education and shared knowledge across a sophisticated global network of families and leading wealth advisors.

Sara is the co-author of **Family Legacy and Leadership: Preserving True Family Wealth in Challenging Times**, © 2010, Wiley & Sons. For the past 10 years, she has served on the Executive Education faculty of the University of Chicago Booth School of Business for the course on Private Wealth Management offered twice a year in Chicago. She is a member of the World Economic Forum's Global Advisory Council on the Future of Investing and a board member for the Private Directors Association.

Ms. Hamilton was recently named one of the **Top 50 Women in Wealth Management** by PAM and was honored with this award for three years running by *Wealth Manager*. She serves on the editorial boards of *the Journal of Wealth Management* and *Trusts and Estates* magazine.



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

Amy Hart Clyne is Executive Director of the Knowledge Center for Family Office Exchange (FOX), supporting the firm's extensive global community of ultra-wealthy families and advisors. Her effort is concentrated on knowledge acquisition, development, management and distribution. Focused on transforming creative, best practice and innovative ideas into practical solutions, Amy collaborates with all of the teams within FOX to ensure that the firm's collective learning is used to enhance existing member relationships, attract new members, and support the work of the consulting practice. Amy is also responsible for program design & development at FOX, including all forums, events and webinars. She is actively engaged in FOX strategic planning, relationship management, marketing and research planning, sales and training meetings, member events and workshops, and new product launch.

Leveraging over 25 years of extensive experience in private wealth management, Amy joined Family Office Exchange in 2012. Over the prior dozen years, she has worked as a consultant to some of the country's leading private wealth management firms and private family foundations. Previously, Amy was appointed Global Marketing Director of The Chase Manhattan Private Bank for seven years. Prior to joining Chase, Amy worked in Marketing and Training at Bankers Trust Private Bank and previously served as a Portfolio Manager for Lehman Management Company, a subsidiary of Lehman Bros. Kuhn Loeb, for six years, in the ultra-wealthy individual area.

Amy received her MBA in Marketing from the Columbia Business School at Columbia University in New York, and her BA degree cum laude in International Affairs from Colgate University. She is a Certified Financial Planner (CFP) and holds an Accredited Asset Management Specialist (AAMS) designation. Amy lives in New York with her family.



**Alexandre Monnier**  
**President**  
**Family Office Exchange**

Alexandre Monnier is President of Family Office Exchange (FOX), a global organization that helps wealthy families and their advisors master the unique challenges inherent to wealth ownership. FOX's support includes networking opportunities, knowledge, advice and education on key topics such as managing wealth, family governance, legacy, succession and best practices for running family offices.

Alexandre oversees FOX globally and has extensive experience in creating, marketing, and delivering premium services to families of wealth in the wealth management, private aviation and healthcare industries—both in the US and internationally.

He joined FOX from PinnacleCare, a leader in private health advisory services, where he led the development of the business in the U.S. and in Europe. Earlier Alexandre ran Skyjet, Bombardier Aerospace's private jet charter business, transforming the business from an emerging player to a leading private jet travel provider.

Previously, Mr. Monnier spent 10 years as a management consultant serving some of the most widely recognized firms in the U.S. and Europe on issues ranging from strategy to operational and organizational effectiveness. He started his career in finance with Societe Generale.

Alexandre is a graduate of ESCP Europe, one of Europe's leading business schools. He has been a member of Young Presidents' Organization since 2005.



**David F. Toth**  
**Director of Advisor Research**  
**Leader of Strategic Chief Investment Officer Council Network**  
**Family Office Exchange**

David Toth is the Director of Advisor Research at FOX. He harnesses research to develop actionable insights and perform strategic analyses for family offices and wealth management advisor members. Assignments include constructing a roadmap of initiatives that assist family offices and wealth advisors in building pricing strategies, elevating client experience, talent management strategies and optimizing team structure and achieving profitable growth. Most recently, he completed "Creating Memorable Client Experiences: Differentiation in the Ultra-Wealth Market," a report designed to assist advisory firms and families build their own unique client experience programs.

David brings over thirty years of wealth & investment management, marketing and strategic consulting experience to FOX and its members. Over the past fourteen years he has held key leadership positions in the Asset Management Division at PNC Financial formulating and implementing growth strategies that helped to more than double the size of their wealth and ultra-HNW businesses. David has played a lead role in the wealth industry through his work on client satisfaction/loyalty, improvements to both the client and advisor experience, pricing strategies, development of new investment products and approaches, and the launch of Wealth Insight® an award-winning blend of technology and advisor/client interaction.

David earned a B.B.A. majoring in Marketing and an M.B.A. majoring in Finance & Economics from University of Michigan and the University of Detroit/Mercy, respectively. In addition, David has completed Leadership and Executive Development programs at the University of Pennsylvania's Wharton School.