

Case study

Preparing the next generation

Many families spend time preparing money for their family, but almost no time preparing their family for money. We work diligently with our clients to ensure the next generation is ready for the wealth they may inherit.

Case 1—Wealth across generations

The situation

A family matriarch in her seventies expressed concerns about the capability of the three generations below her to successfully inherit a large fortune (over \$500 million in combined net worth) and the responsibility that comes with it. She was extremely philanthropically inclined and wanted to clarify and fortify family values.

The strategy

We proposed semiannual family meetings with over 20 family members across generations, along with their lawyers and accountants. In the initial meeting, we had the family together create a mission statement that was informed by their family values. These family meetings were used to inform successive generations as to what the family values were and start to expose them to some of the wealth that may one day be theirs. Additionally, it was a great excuse to get everyone together. We held educational meetings with the younger generations to get them comfortable with being financially responsible.

To get the family actively involved in the family finances and charitable organizations, donor-advised funds were set up with enough capital for each bloodline family member. Each of them gave presentations on how they were going to donate their allocated charitable dollars. This got each family member personally and financially invested in the future of the family and their respective charities.

The result

After several years, the family has solidified their values, and the younger generations are being groomed to successfully manage the family's wealth.

Case 2—A problem money couldn't solve

The situation

A couple in their early eighties, with over \$50 million net worth, became concerned about who would take care of them and their finances as they aged, since their three children had never been involved. The husband, a former CEO who was used to taking charge, noticed that his wife had been forgetting conversations, among other things. Through some initial medical tests they found out that she was developing Alzheimer's. For the first time in our client's life, he didn't know what to do. No amount of money was going to fix this problem.

The strategy

At one of our client meetings, the Alzheimer's issue came up. The portfolio review stopped at that moment, and a brainstorming session started. We used our deep network of contacts to find a leading Alzheimer's research doctor to schedule an appointment immediately. After an evaluation, the doctor was able to plainly answer any questions they had and put their minds at ease knowing they had the best care possible.

Since the husband began worrying about his own mortality, he became equally worried about who would take care of the finances after he was gone. We proposed a family meeting with his daughter and attorney to grant her the appropriate authorizations (HIPPA, POA, health care proxy, etc.) and developed a plan for her to start getting more involved in her parents' finances.

The result

The client has resources to help ensure his wife will be taken care of in any situation and is slowly involving his children more in their finances so that they are better prepared both to help their parents, if needed, and when they eventually inherit wealth.

How to get in touch?

Saman Samii, CEPA
Financial Advisor
214-981-0514
saman.samii@ubs.com

UBS Financial Services Inc.
100 Crescent Court, Suite 600
Dallas, TX 75201

The strategies and/or investments referenced may not be suitable for all investors as the appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Investing involves risks and there is always the potential of losing money when you invest.

The case study presented, based on actual client experiences as told by our Financial Advisors, is provided as an illustration and may not be representative of the experience of other clients. There is no guarantee of the future success of any of the strategies discussed. Each client's circumstances and outcomes may be different. It is important that you understand the ways in which we conduct business and the applicable laws and regulations that govern us.

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that you understand the ways in which we conduct business, and that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. For more information, please review the client relationship summary provided at ubs.com/relationshipsummary, or ask your UBS Financial Advisor for a copy.

Neither UBS Financial Services Inc. nor its employees (including its Financial Advisors) provide tax or legal advice. You should consult with your legal counsel and/or your accountant or tax professional regarding the legal or tax implications of a particular suggestion, strategy or investment, including any estate planning strategies, before you invest or implement.

Diversification does not guarantee a profit or protect against a loss in a declining financial market.

© UBS 2024. All rights reserved. The key symbol and UBS are among the registered and unregistered trademarks of UBS. UBS Financial Services Inc. is a subsidiary of UBS Group AG. Member FINRA/SIPC. CJ-UBS-1598448494_v2 IS2404102 Exp.: 09/30/2025