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A SEMINAR ON

SUCCESSION IN THE ASIAN FAMILY FIRM

Speaker: Mr Christian Stewart (Founder, Family Legacy (HK) Ltd)

Date: Wednesday, 23 February 2011

Time: 6.00 p.m. – 7.00 p.m.

Venue: The Annapurna Room, Pacific Place Conference Centre,
Level 5, One Pacific Place, 88 Queensway, Hong Kong

Christian Stewart founded Family Legacy Asia in 2008 to help business-owning families improve trust and communication, overcome family conflicts, address succession and plan for continuity. His experience includes helping large and complex families to create family councils, family policies and prepare their own family constitution.

An Australian solicitor by background, and a former tax partner at PricewaterhouseCoopers in Hong Kong where he ran their Trust & Private Client practice group, he has twenty years experience in advising ultra high net worth families on complex trust structuring, succession and continuity. Before founding Family Legacy Asia, Christian was a Managing Director and the head of the Wealth Advisory Team in Asia for JP Morgan Private Bank for 6 years. He has lived in Hong Kong since 1994.

A trust is a tool, not a solution.

When trust structures are used to hold a family business they are intended to address succession as well as to ensure that the business continues and remains under family control. However the thesis of this presentation is that trust structures need to take into account family relationships and family dynamics as well as the kinds of conflicts that typical arise in family owned businesses and that continuity and succession require communication and transparency and a process that engages the whole family.

- A typical trust structuring scenario – a situation we are all familiar with
- The Asian patriarch – what is he like?
- What are the advantages of using a trust structure for continuity
- The life cycle of the Chinese family firm
- What happens in Chinese families when the patriarch passes on?

- What type of leadership will G2 show?
- The three circle model
- What are some of the disadvantages of using a trust structure?
- Understanding the differences between stewards and inheritors
- What does the “family” part of “family wealth” involve?
- The three options for a family, Entropy, fission, fusion
- You cannot use a trust to bottle up family emotions
- Understanding where a trust fits into the three circle model
- Comparing trust work to family governance work
- The advantages of establishing a family council
- The differences between being an expert advisor and being a process consultant

Those interested should register using the attached seminar enrolment form.

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SEMINAR ENROLMENT FORM

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The cost per person is HK\$250 for members of the HK Trustees' Association Ltd* and STEP, and HK\$350 for non-members. (*Any staff, not only the nominated representative of the HKTA member, can attend the seminar at a cost of \$250). Applications for ten or more members can enrol at a special discount fee of \$200 per person. Please complete this form and return it to us at the above address with your cheque made payable to **STEP Hong Kong Limited**.

Name of Member/Company _____

Name(s) of attendee(s) _____

Cheque total: _____ Cheque No. _____

Contact Person: _____ Telephone: _____

Email: _____ Fax: _____

(NB: Payments are non-refundable unless the event is cancelled by the Association.
Bookings are only confirmed with payment, on a first-come, first-served basis)