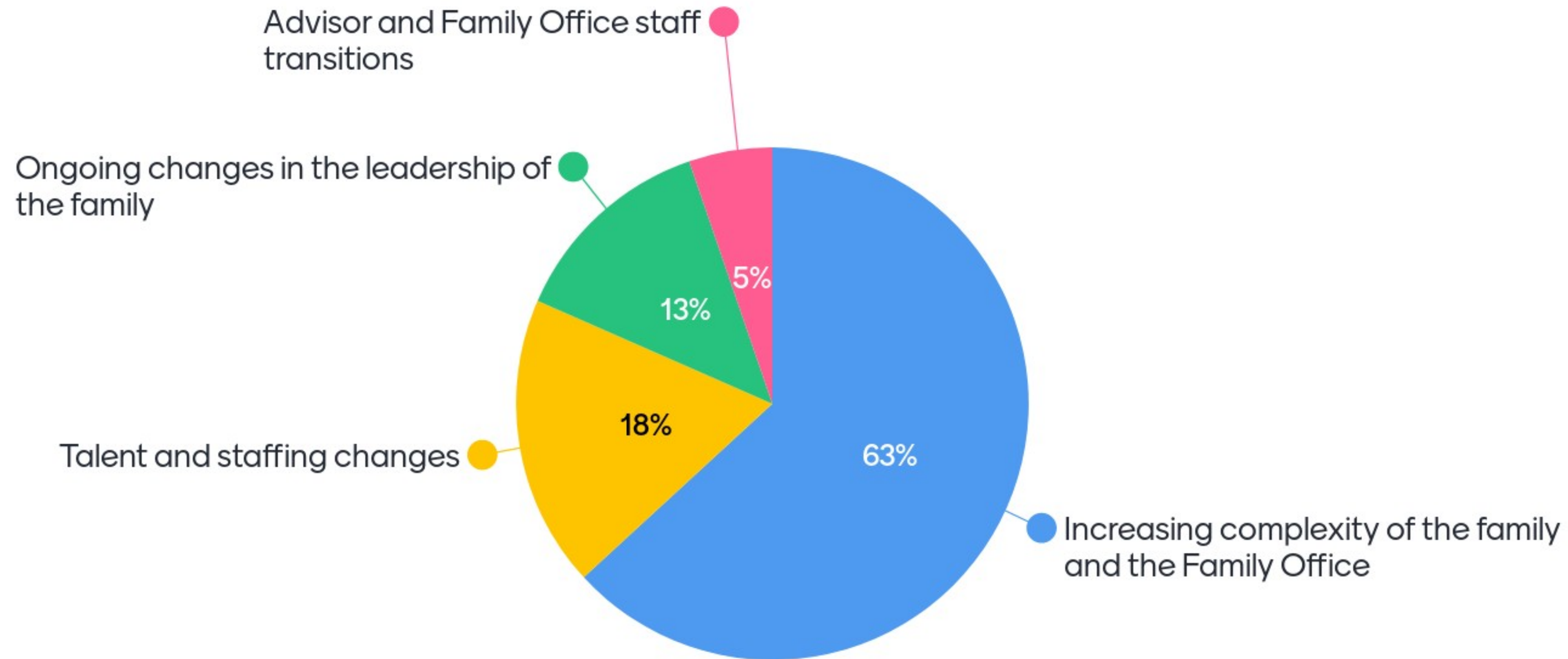
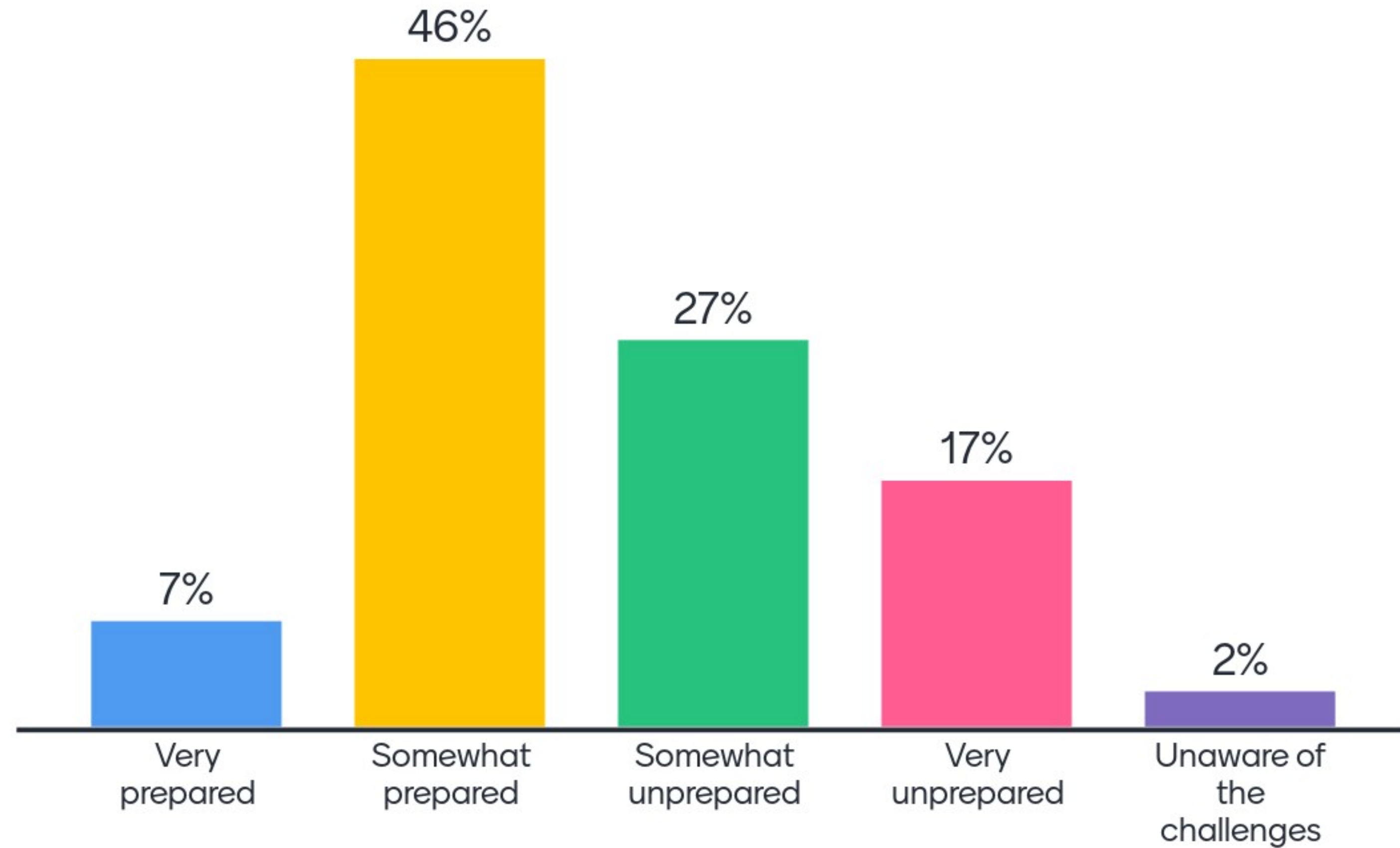


# 1. What is the biggest challenge UHNW families face today?

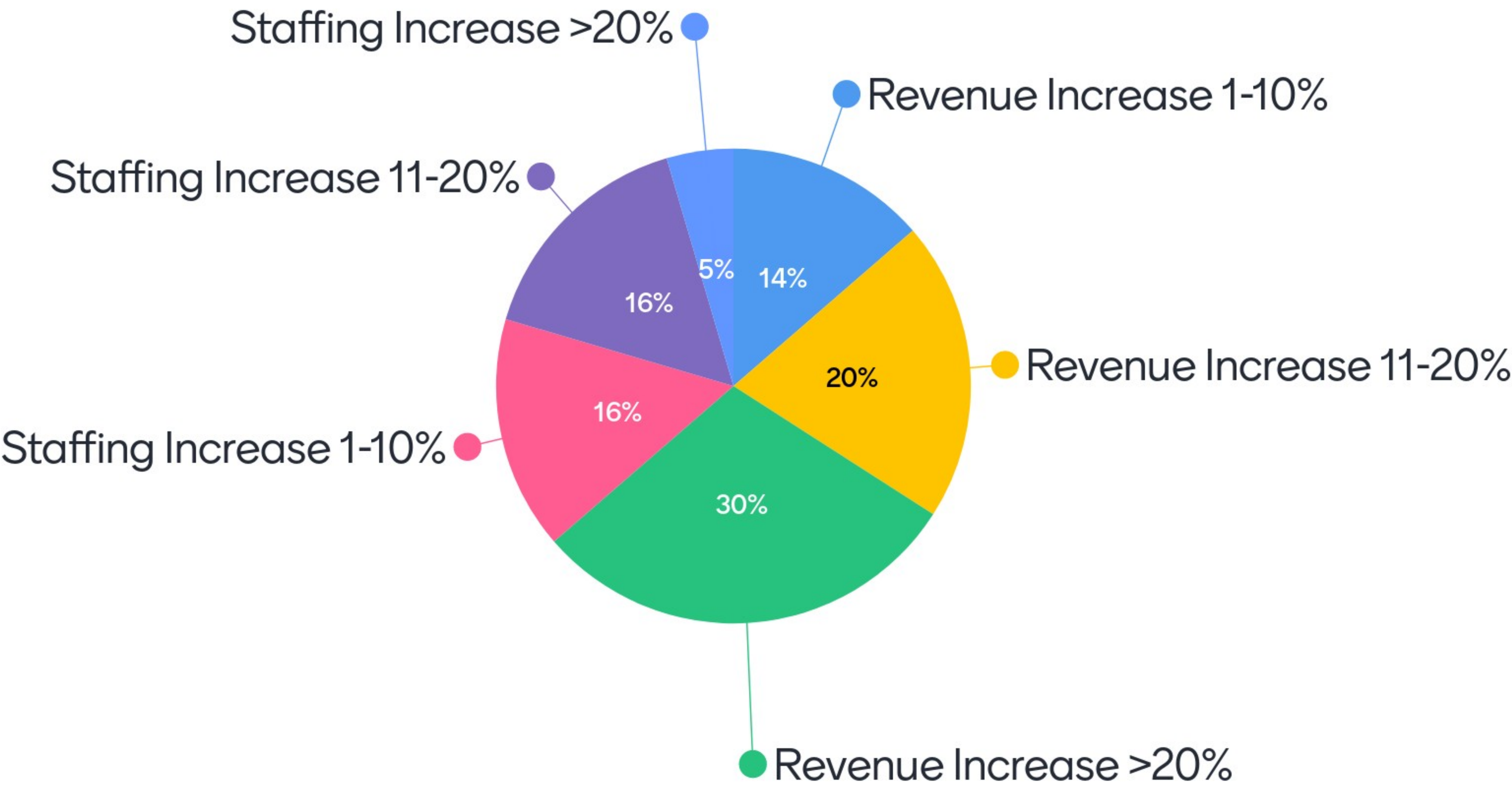


## 2. How well prepared are families and family offices to meet these challenges?

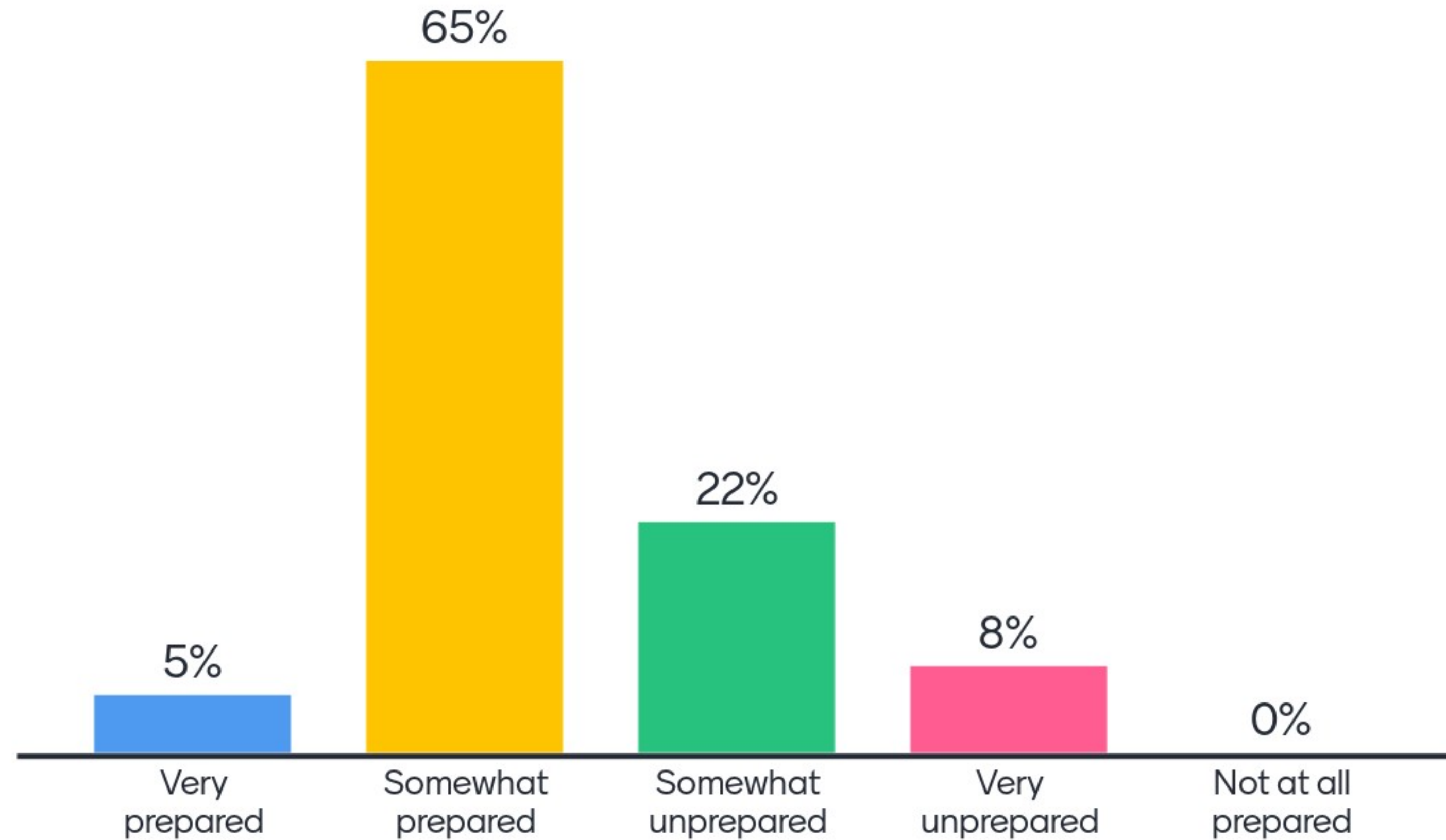




# 3. Where are you seeing the most growth?

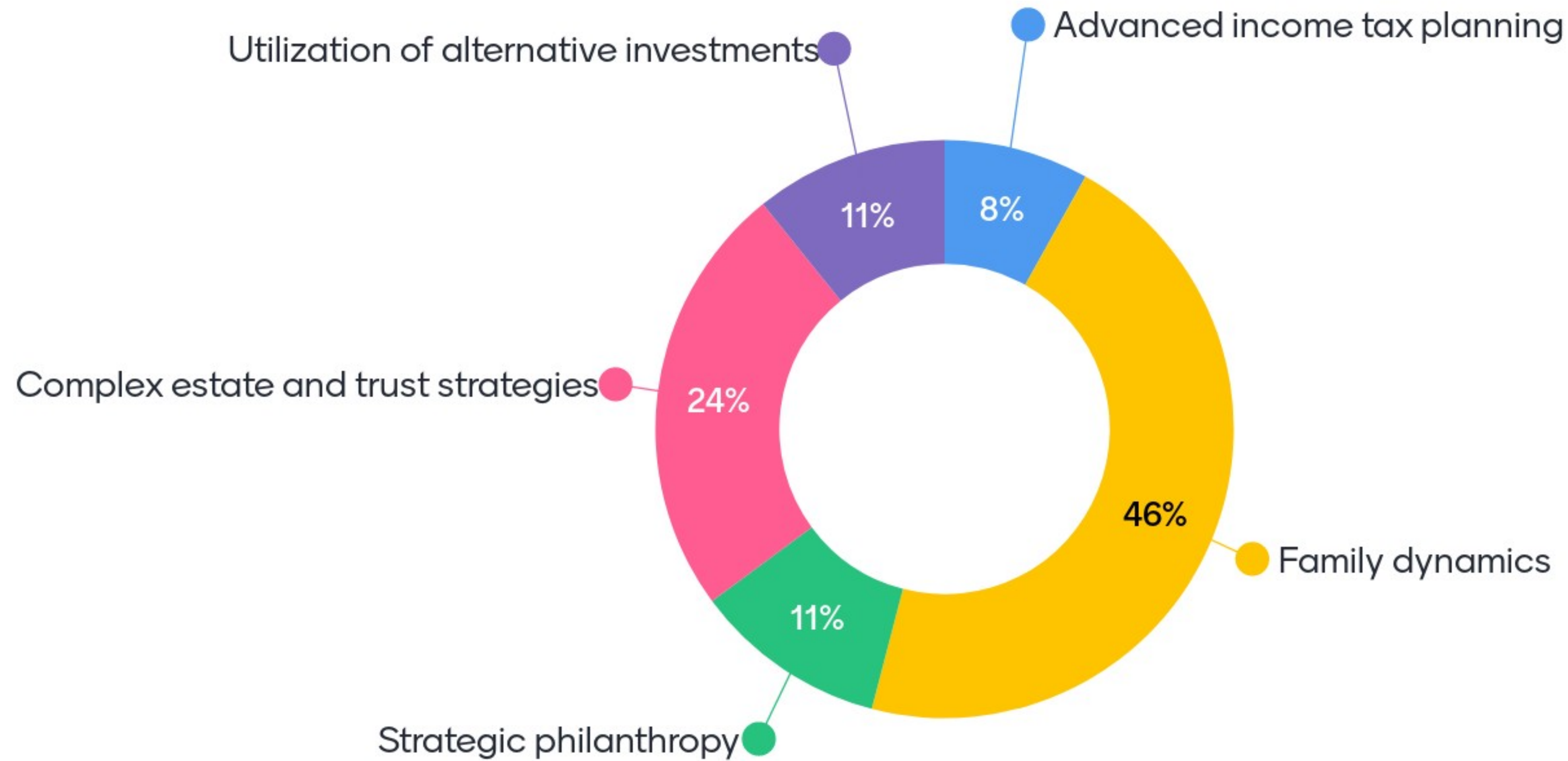


## 4. How well prepared are you to meet the challenges of that growth?

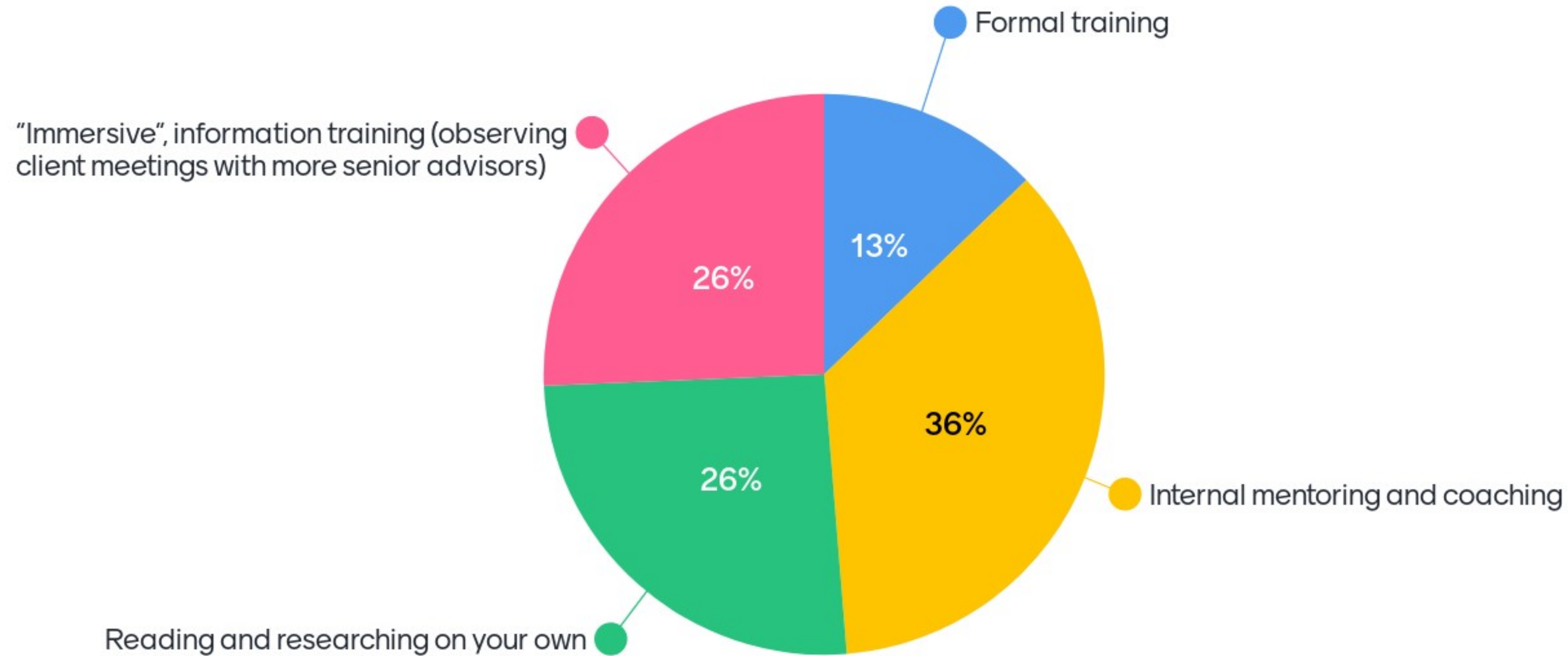




# 1. In 2022, which area do you wish your firm would invest the most time and resources into your development?

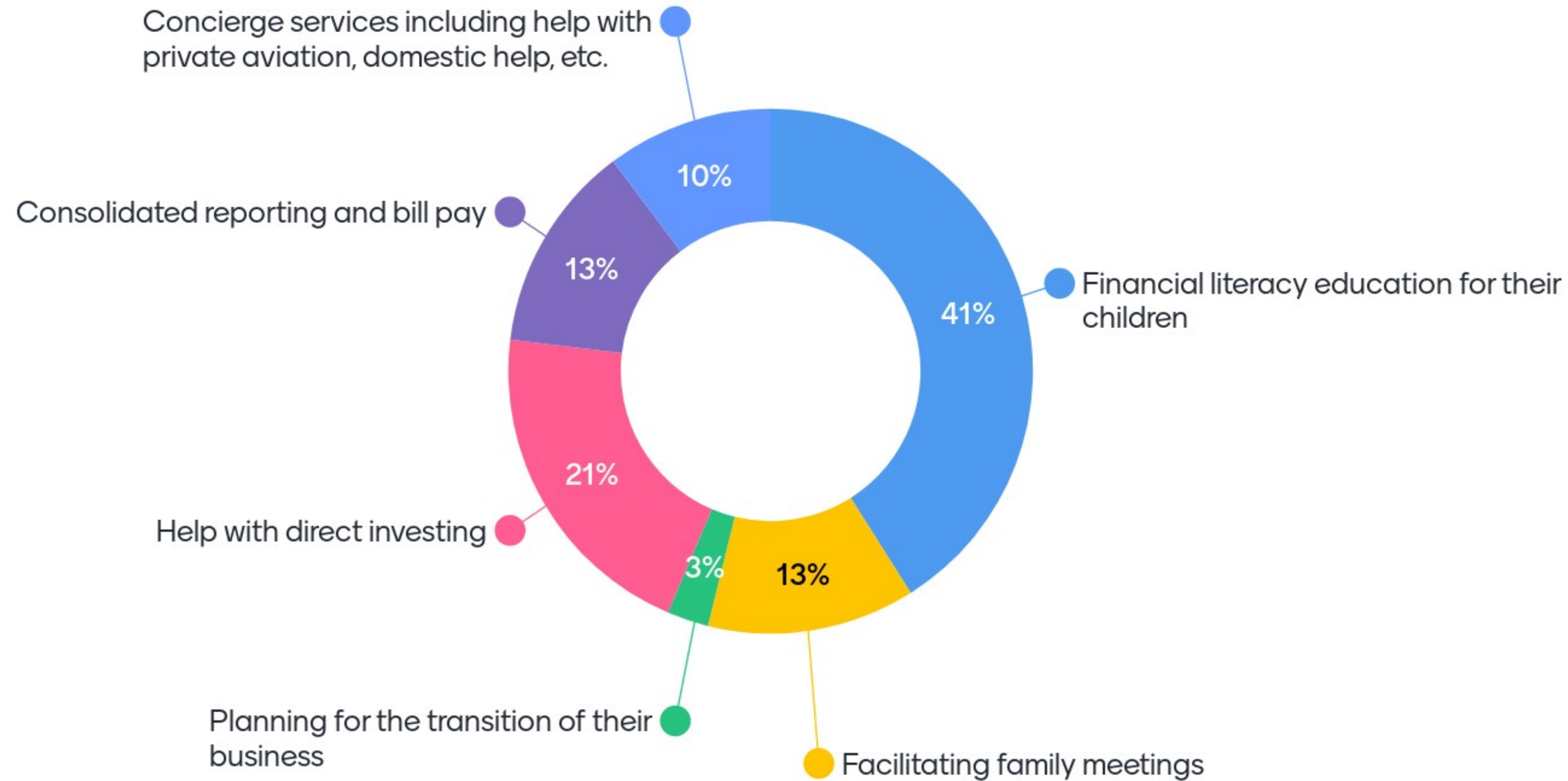


## 2. What has had the most impact for you to support your continuous development?

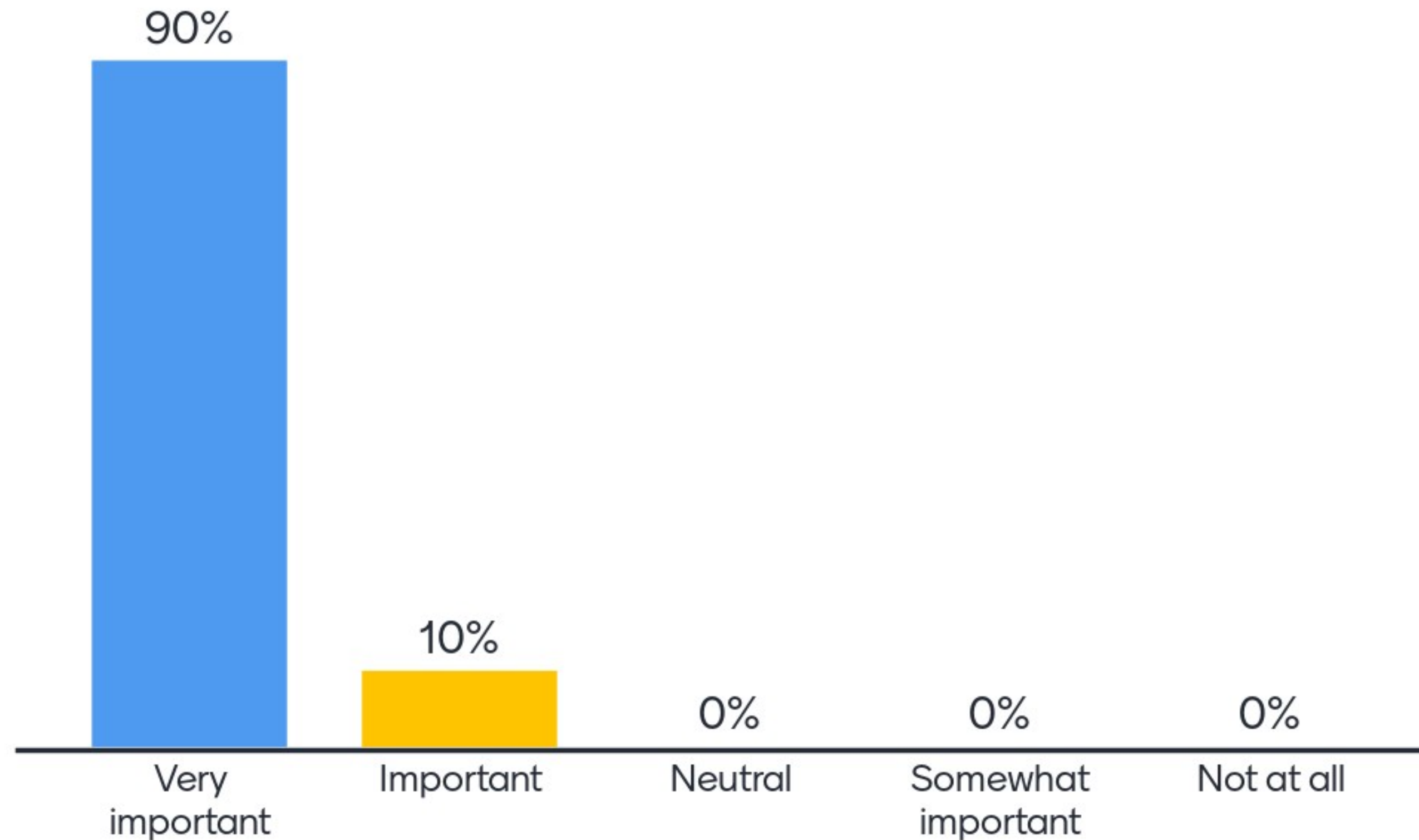




### 3. What additional services are clients asking you to provide the most in 2022?

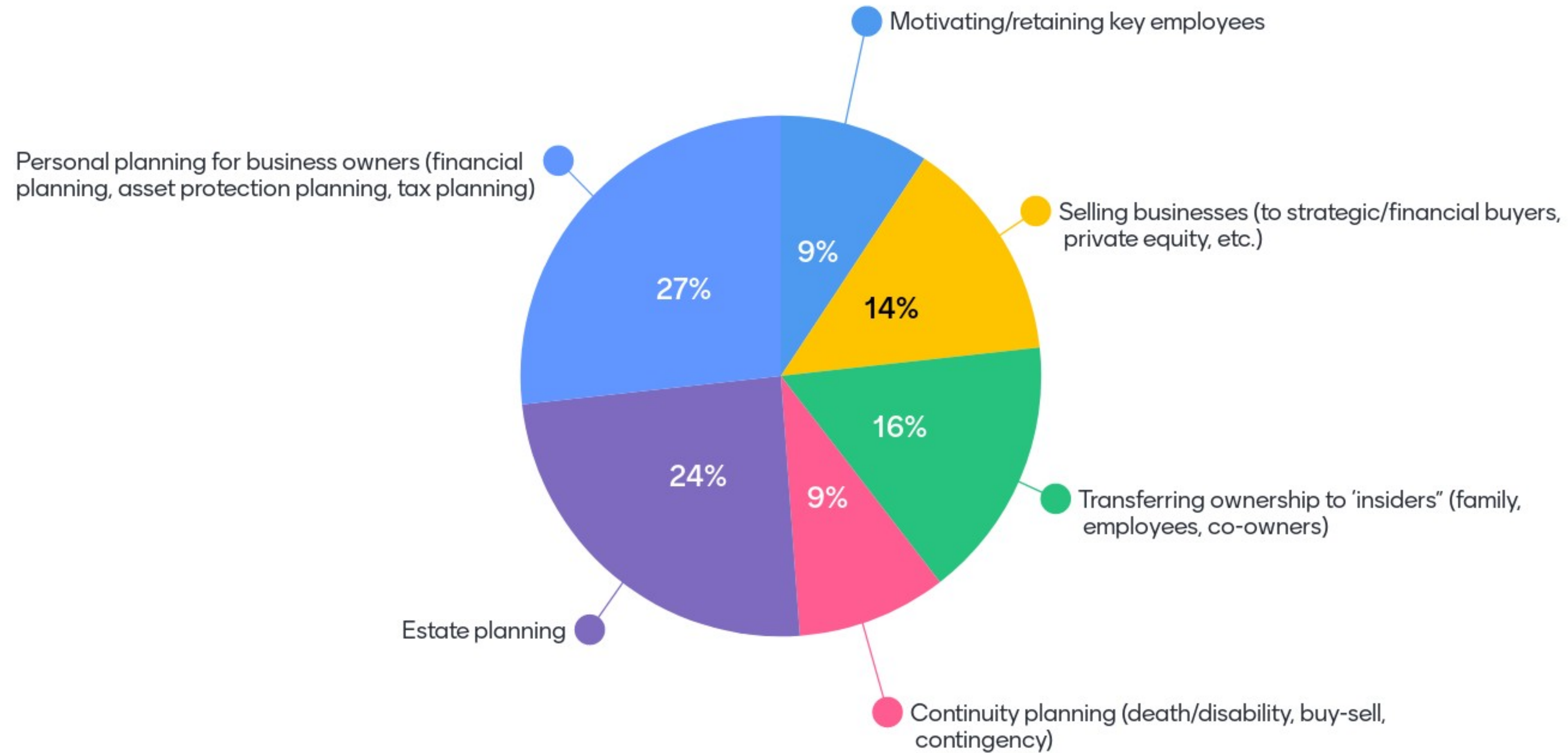


# 1. How important is it for the successor to be engaged with the business and learn the family history when taking over the company?

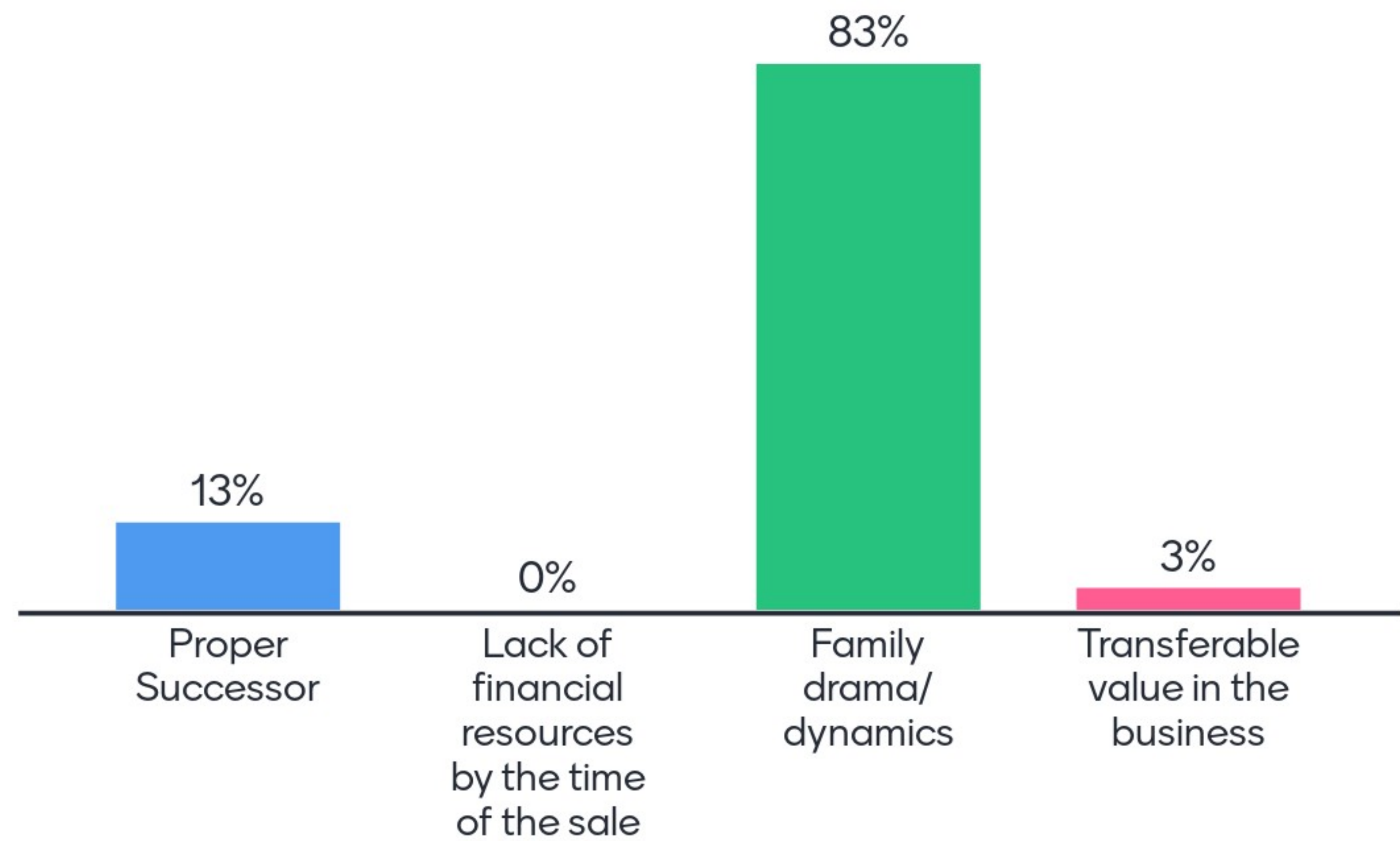




# 1. In which areas do you have experience working with business owners?

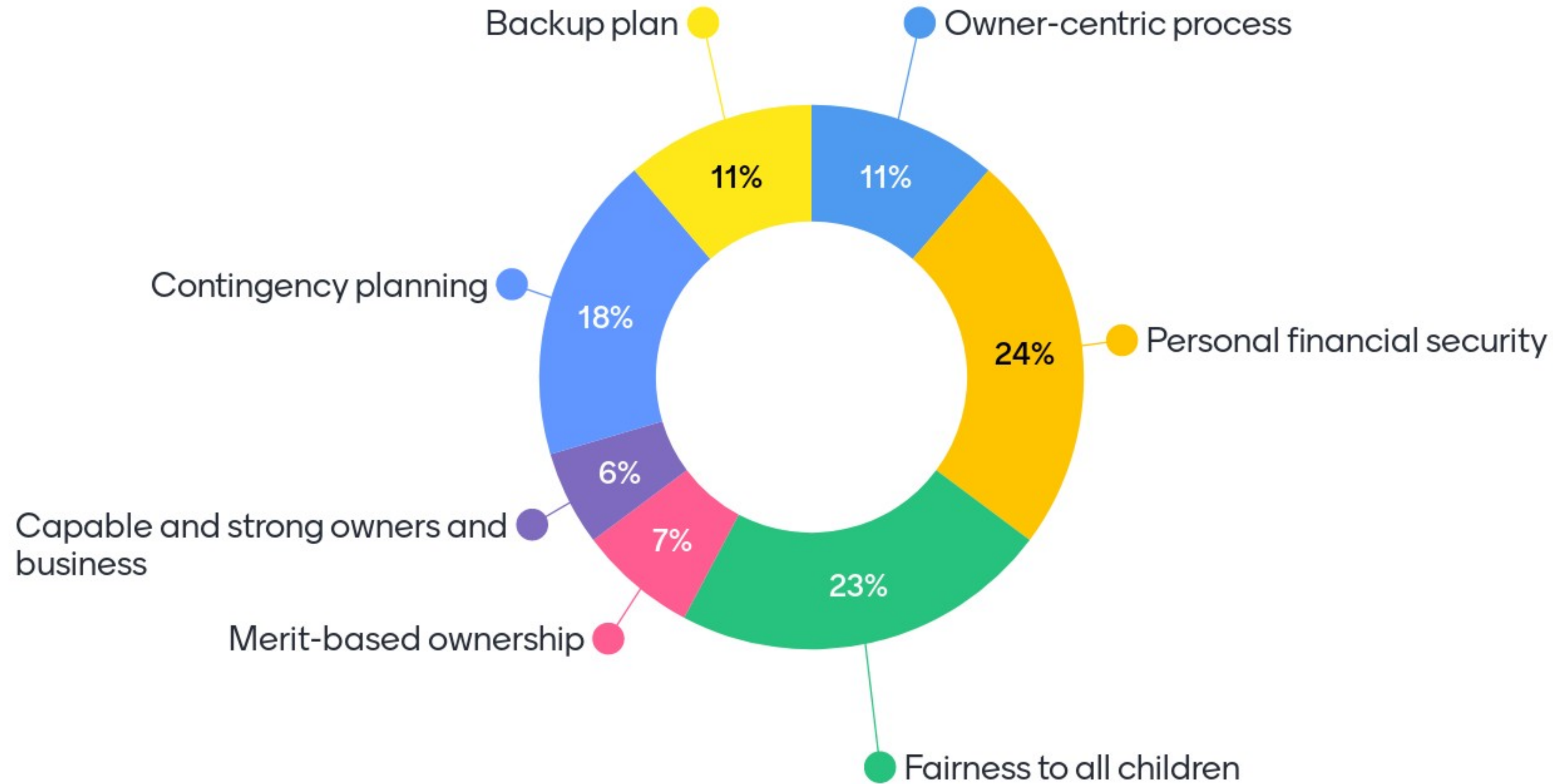


# 2. What is the most common challenge you have faced during a family transfer?





### 3. In which areas can you provide value to clients during a family transfer?



## 4. In most family transfers, with whom would you conduct the first planning meeting?

