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## **Family Office Exchange Launches Two Major Benchmarking Projects**

*New Survey of Multi-Family Offices Joins the Single Family Office Study, now in its 21<sup>st</sup> Year*

**Chicago, August 1, 2012** – Family Office Exchange (FOX), a global membership organization of single family offices and their advisors, today launched two landmark benchmarking studies—one for single family offices and one for multi-family offices and wealth advisors. Both are cooperative, large sample studies which measure a wide range of operational, staffing, cost, compensation, and pricing factors and are intended to provide reliable, objective standards on which family offices make decisions and gauge their performance.

### **FOX Single Family Office Benchmarking**

The [FOX Single Family Office Benchmarking study](#), conducted since 1991, is the industry’s reference point for family office services, investment results, staffing, costs, and compensation.

“No one else is doing a study of this scope, granularity, or consistency,” explained Sara Hamilton, Founder and CEO of Family Office Exchange. “FOX Benchmarking provides the basis for decision making for hundreds of family offices, delivering comparisons and insights that are not available anywhere else.”

Participation is open to FOX members and qualified membership prospects. As a partner in the project, FOX member BNY Mellon is inviting their qualified family office clients to participate. All study respondents will receive a detailed copy of the final results. Inquiries about non-member participation should be directed to [benchmarking@familyoffice.com](mailto:benchmarking@familyoffice.com). The secure survey site is now available and will be active until September 4, 2012.

### **The New FOX MFO and Wealth Advisor Benchmarking Study**

This year FOX is adding a benchmarking study for Multi-Family Offices, wealth advisors who deliver integrated wealth advice to ultra-high net worth families. This is the industry’s first comprehensive benchmarking study for MFOs.

“As the MFO industry is growing, this study provides an opportunity for the key players to document their services, staffing, pricing, compensation and profitability,” explained David Lincoln, Managing Director, Research at FOX. “By gathering a significant sample base and using a proven methodology, the

study will offer participating firms a reliable, objective point of reference for measuring their operational performance.”

Participation is open to current MFO members of FOX as well as qualified non-member MFOs. All participants will receive a detailed copy of the final results. Inquiries for non-member participation should be directed to [benchmarking@familyoffice.com](mailto:benchmarking@familyoffice.com). The secure survey site is now available and will be active until September 4, 2012.

### **About Family Office Exchange**

[Family Office Exchange](#) supports a global member network of wealthy families and their advisors who are pursuing best practices for optimal management of their families’ wealth and legacy. The community includes over 6,000 people from 650 organizations in 20 countries who utilize FOX’s resources each year for advice, networking, education, and comparative metrics.

FOX is headquartered in Chicago and London, with offices in New York and Boston. For more information about FOX, call 1.312.327.1200 (The Americas) or 44.(0)20.7520.9443 (Europe, Africa, Asia/Pacific) or visit [www.familyoffice.com](http://www.familyoffice.com).