

Commoditization of Professional Services

HIGH + Private family wealth **MEDIUM Business succession** Advisory Board Some complexity LOW General council Business clients Family Office Multiple entities Conveyancing Complexity of issues • General Legal documents People/family issues Wills Intergenerational Succession of • Lease Agreements PRICE MOMENTUM business / Merger & Acquisitions Total balance sheet Company & Trust Formation Families in business Moderate assets Tax Returns World wide assets General Tax Advice Advise required Investment Super Insurances General financial strategy

VALUE CHAIN

SKILLS REQUIRED

People skills, hard & soft, Emotional Intelligence & IQ. Adviser, coach, mentor

- Ability to: have broader conversations
 - to broaden the scope
 - to stay in context
 - to position ongoing services
 - to navigate different Risk Frameworks and articulate to collaborate with other professionals

FORM

- Retainers
- Yearly Plan
- Total balance sheet risk management