



CREATING A FAMILY OFFICE WITHOUT THE OFFICE

BY DON DICARLO

FOR MANY FAMILIES OF WEALTH, A TRADITIONAL WEALTH management offering may not always be sufficient to manage the challenges and complexities of their circumstances, especially during times of business or personal transition. However, creating or maintaining a traditional family office can also prove to be impractical or untenable, especially from a cost perspective. At Wilmington Trust, we have created a holistic offering to provide integrated and tailored wealth management solutions, which aim to promote and preserve the family's identity and values, but at a lower cost than that of a typical family office structure.

As your "Outsourced Family Office Director," Wilmington Trust can create and deliver a customized family office experience tailored to help meet your evolving needs and designed to align with your existing team and advisors. Our goal is to help ensure that you have the ongoing clarity, perspective, and control necessary to identify and achieve your family's long-term priorities with peace of mind.

Our dedicated team of highly credentialed and multidisciplinary family office professionals not only guides our clients in the creation, implementation, and execution of complex financial, estate, and succession plans, but provides both a comprehensive digital platform to integrate and report financial data as well as an educational platform to engage family members.

Our family office solutions are especially suitable for business-owning and entrepreneurial families seeking to elevate their current advisory services as they plan for or execute on transition events. As your family needs grow ever more complex, now may be the time to turn to a team of experienced advisors who may help you manage

complexities and challenges—and take advantage of potential opportunities—at a lower cost than a traditional family office structure.

Please visit wilmingtontrust.com for more information.

Donald DiCarlo, President, Wilmington Trust Family Office

A respected thought leader, Don is a Fellow of the American College of Trust and Estate Counsel (ACTEC), a highly selective group of peer-elected trust and estate attorneys in the U.S. and abroad. He has been an adjunct professor of tax law for over 20 years and lectures frequently at industry-leading conferences, including the Heckerling Institute of Estate Planning. Don's past experience includes the private practice of law and active-duty service as Judge Advocate in the United States Army. He also maintains his credentials as a Certified Exit Planning Advisor and Certified Life Coach.

Wilmington Trust is a registered service mark used in connection with various fiduciary and non-fiduciary services offered by certain subsidiaries of M&T Bank Corporation. Note that tax, estate planning, investing, and financial strategies require consideration for suitability of the individual, business, or investor, and there is no assurance that any strategy will be successful. Wilmington Trust is not authorized to and does not provide legal, accounting, or tax advice. Our advice and recommendations provided to you are illustrative only and subject to the opinions and advice of your own attorney, tax advisor, or other professional advisor. Investing involves risks and you may incur a profit or a loss. There is no assurance that any investment strategy will be successful. ■