

Vol 3 | September 2025

# Quarterly Newsletter

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## A Letter From the Chairman

As we reflect on the third quarter, I am proud to share that The Institute continues to grow in scope and influence. This progress is made possible by the collective efforts of our Board, Faculty, Advisory Board, Members, and Educational Partners.

### Thought Leadership and Training

This year, we are advancing the Institute's vision of building a leading community of thought leaders and operators by continuing to deliver objective content, tools, and programs that will drive the transformation of the wealth management industry. Recent thought leadership, including the *Wealthesaurus™* and AIM Framework™ are bringing greater clarity and consistency to the field, and at our November Symposium, *The Firm of the Future: Living in the Real World*, we will unveil a new suite of practical tools to help firms plan strategically for the future, operate more effectively and enable families to receive more cohesive support.

Our vision also comes to life through our **training programs**. This fall we will introduce an enhanced platform offering customized programs for firms, open enrollment opportunities for advisors, and an e-learning platform. ***No other organization is delivering UHNW training with such depth, breadth, and global focus, and we are proud to lead in this space.***

*Continued on next page*

## Research & New Initiatives

We are proud to announce our **Beneficiary Stories Initiative**, generously sponsored by our Educational Partner Pitcairn. This initiative will share inheritors' lived experiences to inspire new ways in which families and advisors prepare the rising generation for purposeful stewardship.

In addition, this month we are launching a comprehensive offering for SFO executives, the **SFO Circle**, thanks to the guidance of our SFO Executive Advisory Board, our SFO Steering Committee, and Kristen Oliveri. This new platform will foster a unique peer community dedicated to addressing the needs of today's SFO executives.

## Expanding Our Reach

Our **International Expansion Initiative**, led by Laurent Roux, is building a strong foundation with an International Advisory Board and regional cohorts. We are also broadening our Educational Partner Initiative and extending the reach of our in-person Regional Gatherings, with recent success in Palm Beach, Boston, Denver, and New York, and upcoming events in Chicago, D.C., California, and Texas.

## On the Horizon

As we look forward, we are energized by the opportunities ahead, including **Collegium IX**, a focused gathering designed for deep dialogue among industry leaders, and our annual **Symposium**, our flagship event where the broader community will come together. In both, we will continue to deliver thought leadership, training, and collaboration at the highest level.

Together, we are building an Institute that is not only shaping the future of our profession but also setting the standard for how UHNW families are served worldwide.

With gratitude,



**Steve Prozano**

*Chairman of the Board, The UHNW Institute  
Partner, PKF O'Connor Davies*



RESOURCE LIBRARY

# Taking Stock

The end of summer brings time for reflection, and at the UHNW Institute, that's been our focus. Over the past five years, our Resource Library has grown alongside our community, offering unique insights into member trends. These insights are shaping the new Top Shelf library program, launching this fall. And as always, we're eager to know what members most want to learn.

For the curious amongst you, here are the top five *subjects* and *topics* from the past five years:

- Compensation
- Family Meetings
- Family Office
- Integrated Wealth Management
- Trusts

## The Top Shelf

A RESOURCE LIBRARY FEATURE

Coming in Q4, our new Top Shelf service will deliver curated resources directly to your inbox. This is a game-changing benefit for Institute members and Resource Library license holders, supported by new infrastructure and designed for ease, relevance, and discovery.

[Find out more here](#)



## The Wealthesaurus™ Corner

[The Wealthesaurus](#) has made quite a splash in a short time, picking up fans like [CNBC's Robert Frank](#), [Canadian Family Office's Sarah Hood](#), and [FWR's Charlie Paikert](#). But we can't get too carried away; it's a living glossary, which means our work is never done. We're always adding new terms, polishing old ones, and watching which entries receive the most searches.

Popular  
Terms

[Assets Under  
Advisement](#)  
[Centimillionaire](#)

[Assessment,  
Implementation, and  
Monitoring Framework  
\(AIM Framework™\)](#)

[Family Offices](#)  
[The Ten Domains of  
Family Wealth](#)

# Monthly Themes & Events



## Program Calendar

Explore all of the Institute's planned programming for 2025 through our high-level [Programming Calendar](#).

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## July Theme

### Estate Planning & Legal Issues

July's theme focused on key estate planning and legal issues for UHNW families: wealth transfer, tax compliance, cross-border matters, asset protection, family governance, fiduciary structures, and philanthropy.

## Programs and Content

**The UHNW Institute Podcast – Tax Residency: Myths Debunked** featuring Judi Galst of Henley & Partners. Covering U.S. families' growing interest in investment migration, residency vs. citizenship, and tax considerations.

**Roundtable – Business Sustainability and Capital Structure in a Maturing Industry** Emerging challenges around ownership models, capital planning, and long-term stability in family wealth organizations.

**Practice Management Clinic – Business Management: Metrics That Matter** How leading firms use data to drive growth, profitability, and operational effectiveness.

**Roundtable – Trust Owned Enterprises – What Every Advisor Should Know** The complexities of trust-owned enterprises and the advisory skills required for success.

**Regional Event – Denver** A networking evening with cocktails and conversation, hosted with Educational Partner [Matter Family Office](#) and regional SFO leaders.

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## August Theme

### Summer Reading

Each August, the Institute pauses programming to share our annual Reading List. Curated from member recommendations to inspire reading for the rest of summer and beyond. Email [tkehoe@uhnwinstitute.org](mailto:tkehoe@uhnwinstitute.org) for a chance to be featured in next year's list.

## Programs and Content

**Podcast – Navigating Risk Management with Kate Norris of Attenuer Risk**

A conversation on non-portfolio threats facing UHNW families—from personal security to reputation—and how advisors, specialists, and tailored planning protect long-term security.

**Reading List – 2025 Summer Reading List**

The list showcases our community's diverse expertise and interests, offering resources that spark conversation, provide fresh perspectives, and inspire reflection.

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# Monthly Themes & Events

## September Theme

### Back to Work: Family Enterprises

The UHNW Institute's Wealthesaurus defines a Family Enterprise as the interconnected family, assets, entities, and activities of a financially successful family system. In September, we'll explore the factors shaping family enterprises in today's legislative environment.

## Programs and Content

### September 9th at 4 PM ET – Roundtable – The AIM Framework

A new model for understanding and explaining best practices in advisory services.

### September 10th at 4 PM ET – Practice Management Clinic – Technology

Industry experts will explore how leading firms are leveraging the latest technology in their practices; followed by an interactive peer-to-peer discussion amongst attendees.

### September 19th at 11 AM ET – In Person Luncheon, NYC: Protecting the Legacy of Family Offices and Family Businesses in Today's Legislative Environment

Educational Partner, [PKF O'Connor Davies](#) will host Members and their family business clients for a presentation by [Family Enterprise USA](#) on legislation affecting family offices and businesses.

### September 30th – SFO Circle Podcast – The Inner Circle – The Expert Generalist: The Most Valuable Seat in the Family Office featuring Josh Miller, Linda Mack, and Richard Wolkowitz

A conversation on being an expert generalist in the SFO space—navigating multiple disciplines and serving as the go-to resource for UHNW families.

SAVE THE DATE



THE 5TH ANNUAL

UHNW Institute Symposium

November 17 & 18, 2025

# Featured Advisory Board Member

## *Q&A with Paul Viollis*

“ Don’t stop living your life; just manage it ***with eyes wide open.***

– Paul Viollis

*The UHNW Institute is pleased to feature our quarterly conversation with Institute Member Paul Viollis, CEO of Viollis Group International.*

In this Q&A, Paul Viollis shares his thoughts on the biggest risks facing ultra-wealthy families today, from hacked emails and video conference breaches to Wi-Fi-driven home invasions and threats to children online or abroad. Drawing on his work at Viollis Group, Paul explains how families can stay ahead of these dangers while still enjoying their lives with confidence.

[Click here to read the full Q&A →](#)



### **Paul Viollis**

CEO at Viollis Group International

### **Biography**

Paul Viollis is a recognized authority in security and risk management with a career spanning law enforcement, corporate leadership, and national security. A published author and frequent media analyst, he is widely sought after for his expertise on workplace security, counterterrorism, and protecting high-net-worth families.