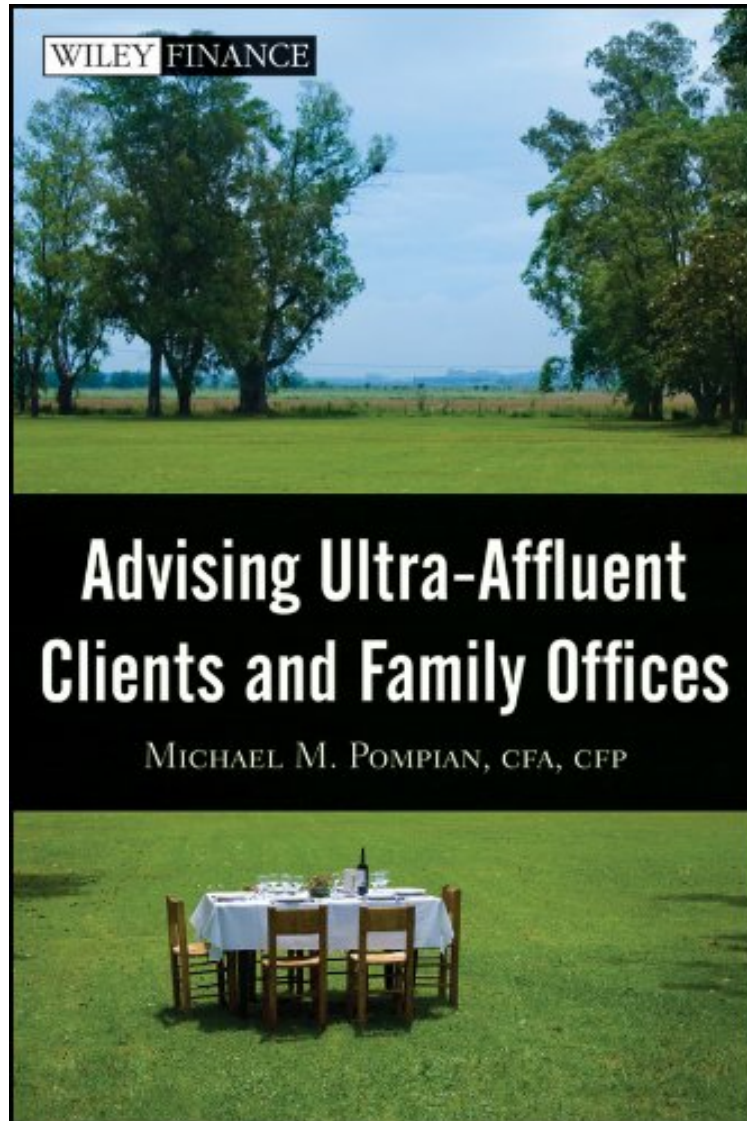


(Mobile ebook) Advising Ultra-Affluent Clients and Family Offices (Wiley Finance)

Advising Ultra-Affluent Clients and Family Offices (Wiley Finance)

Michael M. Pompian

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Michael M. Pompian : Advising Ultra-Affluent Clients and Family Offices (Wiley Finance) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Advising Ultra-Affluent Clients and Family Offices (Wiley Finance):

A timely guide for financial professionals looking to tap into the lucrative world of the ultra-affluent The ultra affluentdash;defined here as those having \$50 million or more in liquid assetsdash;are an elite class who expect their financial advisors to not only preserve and grow their assets, but also help them with "soft" issues such as

philanthropy and family governance. One of the biggest factors to success in this field is the relationship between the client and the advisor. In *Advising Ultra-Affluent Clients and Family Offices*, author and practicing investment consultant Michael Pompian provides a practical introduction to who the ultra-affluent actually are and reveals what it takes to build and maintain a solid relationship with them. Filled with in-depth insights and expert advice, this unique resource offers valuable information on issues that every advisor to the ultra-affluent must be familiar with.