



# NAVIGATING THE WEALTH TRANSFER LANDSCAPE

Key insights from some of the nation's most successful families to guide your wealth and inheritance strategy

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**WILMINGTON**  
TRUST

In partnership with the Institute for Private Investors  
and Campden Research

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# FOREWORD

To grow, preserve, endow, and share wealth

Throughout the 114 years in which we have helped affluent clients achieve their wealth management objectives, certain things have not changed. Many of the same concerns persist, such as the desire to provide for loved ones, support important causes, and perpetuate values for generations to come. Today, at Wilmington Trust, we hold fast to the same fiduciary standards of putting clients' interests first and the commitment to excellence that have remained in place for more than a century.

Despite those commonalities however, between past generations and today's world, much has changed. There is a deep level of political uncertainty, extreme market and economic volatility, and rapidly evolving technology. Against this backdrop, heightened awareness and an enhanced risk framework are critical in the effort to preserve and grow assets—particularly as we are on the cusp of an unprecedented transgenerational wealth transfer.

To help our clients better navigate this sea change and bring clarity to the many complex decisions around wealth transfer and inheritance, we partnered with the Institute for Private Investors and Campden Research. Insights gleaned from the comprehensive survey are set out in this research report, which explores the following important issues:

- What lifestyle impact does inheritance have on heirs??
- Are senior generations more comfortable sharing inheritance detail with heirs than they family was with them?
- What are the most important qualities that families look for in advisors?
- What do wealthy family members worry about most?

Addressing these timely yet sensitive matters now, with the counsel of trusted experts, can help you to make prudent decisions and give you the peace of mind you deserve. Families that take no such precautions, however, will have to make the same decisions eventually, but with much less time to thoughtfully weigh their options.

Once you have read the report, we encourage you to have a conversation with your Relationship Manager about how its insights may help ensure that your legacy is carried on the way you envision.

Sincerely yours,



Doris P.  
Meister

Executive Vice President,  
Wealth and Institutional Services Division,  
Wilmington Trust



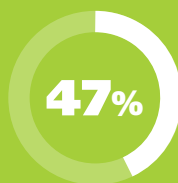
Peter J.  
Eliopoulos

Chief Marketing Officer,  
M&T Bank/Wilmington Trust

## PROFILE OF SURVEY RESPONDENTS



**Wealth holders** are individuals who have already received more than half of their expected inheritance.



**Inheritors** are individuals who have received less than half of their expected inheritance.

## THE NUMBERS AT A GLANCE

### 1. FAMILIES ARE STILL APPREHENSIVE TO SHARE INHERITANCE DETAILS WITH HEIRS

33%

of Wealth Holders who had received an inheritance themselves had complete knowledge of their inheritance before receiving it. And nearly 1/3 of all of the Wealth Holders we talked to do not plan to share inheritance details with heirs due to concerns over demotivation.

### 2. BOTH SENIOR AND YOUNGER GENERATIONS UNDERSTAND THEIR WEALTH STEWARDSHIP RESPONSIBILITY

90%

of respondents agree that they have an obligation to ensure wealth endures for future generations, but they must be prepared and educated before wealth transfer begins.

### 3. THE GOOD EFFORTS OF THE SENIOR GENERATIONS SEEM TO BE INFLUENCING HEIRS IN A POSITIVE WAY.

After receiving inheritance:



60%  
Continue working



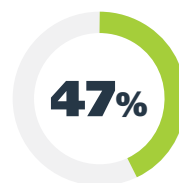
41%  
Maintain present job



4%  
Full-time philanthropy

### 4. FAMILIES WORRY MOST ABOUT OTHERS KNOWING ABOUT THEIR WEALTH

While most families are comfortable with their wealth,



of people worry about others knowing they are wealthy, and



of respondents worry about becoming targets of predators or scams

### 5. BOTH SENIOR AND YOUNGER GENERATIONS SEE THEIR ADVISORS AS PLAYING A ROLE IN THEIR EDUCATION

59% of Inheritors prefer customized education from their wealth advisor based on their family's needs

53% of Wealth Holders prefer informal meetings with their family advisor to discuss educational topics

### 6. ADVISOR TRUSTWORTHINESS IS PARAMOUNT

Families rated trustworthiness as the most important quality they look for in a wealth advisor.

Clients may prefer firms with a fiduciary distinction, and advisors from those firms should remind clients what this means for them, which is that their best interests are always protected and put above all else.



# PART I

## Wealth transfer: How and how much

Inheriting wealth can be, and often is, a life-changing experience, even for an individual who was born and raised in a highly affluent family. Our survey certainly reflects this reality. Nearly three-quarters (72%) of respondents estimate their total family wealth at more than \$50 million, while 44% estimate their family wealth in excess of \$100 million.

It is clear that they intend to retain a significant amount of wealth within the family. Two-thirds of all respondents anticipate their individual inheritance to exceed \$10 million, and one-third of them expect their inheritance to surpass \$25 million. The respondents had received, on average, 52% of their inheritance at the time of the survey.

Equally important as the amount of assets that families intend to transfer between generations, or perhaps even more important, is how they intend to do so. Contrary to popular belief, wealth transfer is hardly a singular event characterized by an oversize bequest upon the death of a Wealth Holder.

In fact, our survey shows that only 8% of respondents received all of their inheritance in a lump sum, and only one-third received all of it via a trust. However, the use of some type of trust was almost ubiquitous, with 92% of individuals identifying themselves as beneficiaries of a trust.

The majority of respondents have been involved in a hybrid approach to wealth transfer: 59% of them receive their inheritance via both a trust and lump-sum payment.

The survey found most respondents receive their inheritance in structured payouts over time. Trust distributions tend to come earlier in their lives, often from generation-skipping trusts. Lump sum payments tend to occur when their parents pass away.

### How inheritance was received



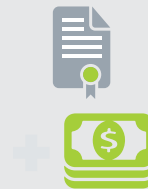
**8%**

received all of their inheritance as a lump sum



**33%**

received all of their inheritance via trust



**59%**

received their inheritance via both trust and lump sum



**92%**

are beneficiaries of some type of trust



*“Clearly, there is no one-size-fits-all approach to wealth transfer. Inheritance experiences are as different as the families themselves. Because each family has unique dynamics and goals, they should have a wealth transfer strategy customized for them to be effective over the generations.”*

**Larry Gore**

Head of U.S. Markets

Another important finding of this research indicates that some trust recipients, upon receiving their first distributions, had minimal knowledge of how and why their investments in the trust were structured as they were.

Some beneficiaries, for example, do not understand the amount of control they have over the assets versus that of the trust advisor. Being unprepared can lead to problems down the road.

For families using trusts for multigenerational wealth transfer, they may want to consider partnering with their advisor to provide some level of communication for beneficiaries about how their inheritance is organized—as part of their first meeting with the advisor.

Even young children can benefit from age-appropriate lessons about family wealth. The following pages will discuss these approaches to communication and education in more detail.



#### **KEY TAKEAWAY FOR FAMILIES**

**COMMUNICATING CERTAIN ASPECTS OF YOUR ESTATE PLAN CAN BE  
A GREAT WAY TO START THE CONVERSATION WITH INHERITORS.**

**92%**



of inheritors received at least some of their wealth through a trust. Wealth Holders using trusts should consider partnering with an advisor to communicate to beneficiaries about how their inheritance is organized.

## PART II

### Imparting knowledge of wealth transfer

While the survey showed a strong desire among all respondents to pass wealth on to succeeding generations, differences appear among families when it comes to how much information they share about wealth transfer.

Our survey examined how much Wealth Holders knew before they inherited their assets, as well as what they share with their Inheritors.

One-third of Wealth Holders had complete knowledge of their inheritance before they received it, while slightly more than half (56%) had general information.

Wealth Holders' experiences are similar in regard to how much they learned about the timing of the transfer, and the amount of their inheritance. Roughly one-third of them received full knowledge of these factors.

As far as how much information Wealth Holders are sharing with their heirs, it's apparent that they are more forthcoming with future generations than older generations were with them. For example, 48% of Wealth Holders say they share complete inheritance knowledge with their heirs, compared to 33% percent of Wealth Holders who received full information from their benefactors. It is interesting to note, however, that 30% of Wealth Holders have complete knowledge of the amount of their inheritance, but only 10% of their heirs do. More than three-quarters of Wealth Holders have shared general knowledge of the inheritance amount with their heirs.

All these numbers suggest that there is no consistent, one-size-fits-all method that Wealth Holders are using to impart knowledge to their heirs. Just as every family is unique, so too are communication styles and opportunities. As one survey respondent explained: "I knew there was [some wealth] there, but details [remain a secret] to this day. I don't know frankly how much my siblings know today...about what they will receive. I'm not quite sure if my father ever had that conversation with them. And I know they would never ask."

Deciding how much information each heir should receive—if any—coupled with when and how they should receive it, takes careful planning and often requires a multi-year process. But it is important to consider these factors if the goal is to provide the next generation with the knowledge, capabilities, and experience they require to properly steward their wealth.

Sometimes, just beginning the conversation can be the most difficult step. Ironically, for many families with significant wealth, money is the issue they are least capable of discussing.

*"It's common for inheritors to tell me things such as, 'I don't want to sound greedy or stupid. If I ask when I'm getting it, I sound greedy. If I ask what a trust is, I sound stupid.' Many families need help starting the dialogue. They need to be able to educate future generations about what's coming without telling them all of what's coming."*

**Tom Rogerson,**  
Senior Managing Director  
and Family Wealth Strategist

## Knowledge of inheriting:

(at the time of their inheritance)

### What Wealth Holders knew and what they shared with their heirs

We compared how much Wealth Holders knew before they inherited with what they shared with their own heirs.



#### Shared that an inheritance was coming

Wealth Holders were more likely to share complete knowledge with their heirs that an inheritance was coming (**48% vs. 33%**)



#### Shared when the inheritance was coming

Wealth holders and heirs were similar in sharing the details about when the inheritance would be coming. (**30% vs. 29%**)

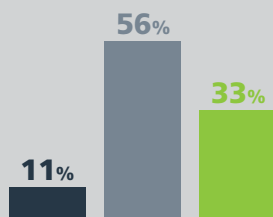


#### Shared how much heirs would receive

Wealth holders were less likely to share the amount with their heirs than their family was with them (**30% vs. 10%**)

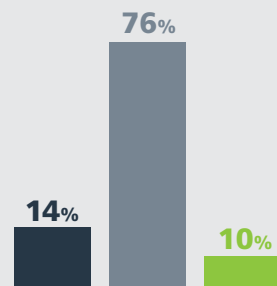
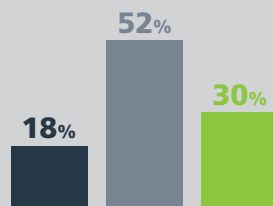
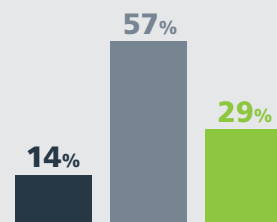
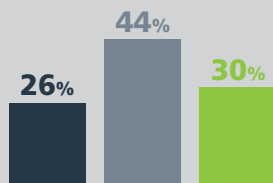
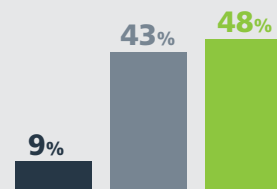
### What they knew

- No Knowledge
- General Knowledge
- Complete Knowledge



### What they shared

- No Knowledge
- General Knowledge
- Complete Knowledge





*"I knew there was [some wealth] there, but details [remain a secret] to this day. I don't know frankly how much my siblings know today...about what they will receive. I'm not quite sure if my father ever had that conversation with them. And I know they would never ask."*

**Survey respondent**

The primary reason Wealth Holders say they do not share information with their heirs is their concern over demotivating or disempowering them. Nearly one-third of individuals cite this as their top reason. Another 20% say they have not decided what they are going to give them and how, while 15% say they are waiting for heirs to grow a bit older. Interestingly, 5% of benefactors do not believe this information is any of their heirs' business.

While these fears are common, how well founded are they? How worried should Wealth Holders truly be about demotivating their heirs? The survey responses yielded surprising insights into these questions.



#### **KEY TAKEAWAY FOR FAMILIES**

**FAMILIES SHOULD UNDERSTAND THAT, IF APPROACHED CAREFULLY, INFORMING HEIRS ABOUT THEIR INHERITANCE IS KEY TO PRESERVING THEIR LEGACY.**

# 33%

of Wealth Holders had complete knowledge of their inheritance before they received it. 30% of all wealth holders we talked to did not have plans to inform their own heirs due to fears of demotivating them.

Deciding when and how to communicate with heirs about the family's wealth takes careful planning, but learnings from other families who have done this well, and the advisors who support them, should be leveraged.

## PART III

### The lifestyle impact of inheriting wealth

If Wealth Holders are anxious about disempowering their heirs, it's crucial to determine how individuals expect to change their attitudes and behaviors after receiving an inheritance. To gauge this, the survey asked Inheritors, those who have yet to receive more than half of their inheritance, about their future plans. Based upon their responses, it seems that the good work of the senior generations within many families, is helping to influence the values and life decisions of heirs in a positive way.

After receiving their inheritance, nearly 60% of Inheritors plan to continue working. In fact, 41% of them continue to maintain their present job. Moreover, 4% expect to focus full-time on philanthropic work.

In fact, Inheritors expectations for life after wealth transfer align closely with the realities that Wealth

Holders have experienced as they have received their own assets. Indeed, nearly 60% of Wealth holders have continued working in some capacity. Clearly, most Inheritors plan to do the same.

Many young people raised in successful families seem to have learned the family's values and have a desire to continue that success.

"I grew up with a great deal of wealth with a famous last name. I was in a public eye through much of my youth. I know what that feels like already, so I'm prepared for what it's going to feel like again [after receiving the majority of inheritance]," one survey respondent said. "My strategy is to manage my wealth quietly, do charitable donations anonymously, and lead a life not that different than I led before. It's a basic strategy, and it would work for me."

#### Post Inheritance Plans

	Inheritors	Wealth Holders
Keep working my present job	41%	48%
I have not decided	15%	n/a
Other	15%	26%
Work part-time	11%	4%

	Inheritors	Wealth Holders
Focus full time on family / myself	7%	7%
Work, but switch to a job I truly want to do	7%	4%
Focus full time on philanthropy	4%	0%
Finish / continue my education	0%	11%

#### KEY TAKEAWAY FOR FAMILIES

**MANY INHERITORS RAISED IN SUCCESSFUL FAMILIES SEEM TO HAVE LEARNED THE FAMILY VALUES OF HARD WORK AND RESPONSIBILITY OF STEWARDSHIP. FAMILIES SHOULD LEVERAGE THIS TO DEVELOP NEW LEADERS TO CARRY ON THEIR LEGACY.**



**60%**

Continue working



**41%**

Maintain present job



**4%**

Full-time philanthropy

Indeed, wealth does tend to carry with it a strong sense of obligation and responsibility. More than nine in 10 respondents, both Wealth Holders and Inheritors, agree they have an obligation to ensure that wealth endures for future generations. An equal number agree that their inherited wealth compels them to develop a strong work ethic, while 89% feel they have a responsibility to help others and the community.

How can families harness this sense of obligation to make sure their wealth is preserved and the family grows stronger? Strategic planning, communication, and education are keys to successfully transferring wealth without extinguishing the desire for achievement that has helped the family accumulate wealth in the first place.

“Many Wealth Holders are focused on the best strategies for maximizing the amount of assets for the next generation,” says Sharon Klein, Tri-State Region (NY, NJ, CT) President, Wilmington Trust. “But they also need to plan so that their wealth will have a positive impact on the next generation.”

If Inheritors are not prepared and educated before wealth transfer begins, they can feel overwhelmed, anxious, and confused when it occurs. The survey suggests that Inheritors are being given just enough information to know that they are going to bear some responsibility as a family steward going forward, but perhaps not enough knowledge to begin to assume a leadership role within their families. This can create various pitfalls.

**One of these is a tendency for Inheritors to increase their spending, lower their risk tolerance, and lose motivation because they expect to receive an inheritance. Similar behavior can arise when an Inheritor increases spending because distributions from their trust(s) increase. This conduct can quickly wipe out wealth if Inheritors do not take into account how inflation, taxes, and other rising costs can impact their wealth.**

Even worse, younger family members can become frustrated or even alienated if they do not find out about the details of their inheritance until late in life, after they have worked immensely hard and sacrificed to save money. Some of the survey respondents admitted that they assumed their trust distribution was all the inheritance coming to them. They did not find out about a lump sum until after their parents died.

*“Inheritors of wealthy families, like the rest of us, make certain life decisions based on their level of wealth. Wealth holders should be sensitive not only to protecting their children from the potential pitfalls of wealth, but also to making sure they are supporting their goals.”*

**Bill LaFond,**  
President, Family Wealth Division

## PART IV

### Wealth brings complex concerns

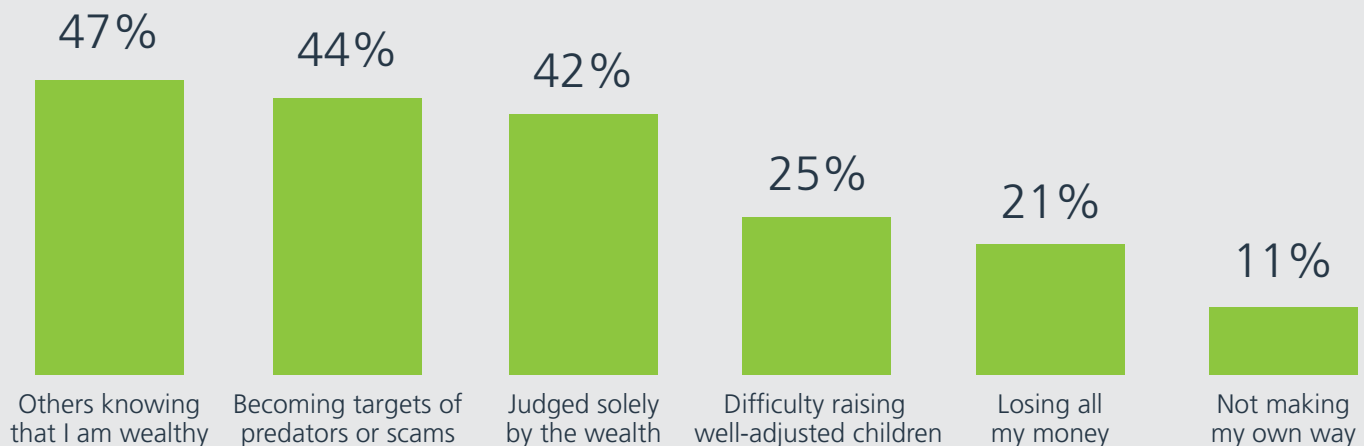
When survey respondents were asked to cite their concerns around wealth, their answers were sincere and very personal. Their highest-ranked apprehensions center on the negative views other people hold of successful families.

**Their primary worry is simply others knowing about their money. One survey respondent, when asked if she thinks others are aware of her wealth, responded, "I don't want them to. I think my friends all know I have more money than they do, but they don't have any idea how wealthy I am. If they knew how wealthy I was, that would be it. It's like people that hit the lottery. Then their friend's sister sees them as a source of funds. [They would see me as] someone that is wildly different and shares none of their concerns."**

It's not uncommon for children to develop self-esteem issues, wondering if their friends are connecting with them out of genuine interest or because of their wealth. Their secondary concern is that they will be targeted by predators and scams. They also worry over the misperceptions of wealthy people in general society and the media. How wealth will alter their relationships with parents and spouses is another fear.

What is perhaps most surprising about their anxieties is that financial concerns rank so low on the list. Only 21% of respondents are worried about losing all their money. This concern ranks lower than only the fear of not being able to make their own way in life.

#### Concerns that wealth may bring



*“Many people are concerned that they are targets because of their wealth. They are constantly being marketed to by individuals, brands, and charities, and they are concerned that they might become victims of criminals. These families don’t want to be surrounded by bodyguards. But they do need solutions for mitigating their risks and reducing their exposure to threats.”*

**Sharon Klein,**

President, Tri-State Region (NY, NJ, CT)

These findings speak to the need for successful families to navigate complex problems such as reputation, privacy, and security. They can work with wealth professionals who not only offer smart solutions around financial issues such as trusts and investments, but also these social concerns.

Families need to be able to navigate the psychological and emotional issues that come with being singled out because of their wealth. Moreover, as connected technology becomes ubiquitous in society, families need expert guidance and education about keeping both their reputation and assets safe and secure.



#### **KEY TAKEAWAY FOR FAMILIES**

**DO NOT UNDERESTIMATE THE  
PSYCHOLOGICAL AND EMOTIONAL  
CHALLENGES OF WEALTH ON  
YOUR FAMILY.**

**47%** of people worry about others knowing they are wealthy, and

**44%** worry about becoming targets of predators or scams.

## PART V

### The need for education

No one is claiming that managing and communicating about the complex issues surrounding multigenerational wealth is easy. When financial issues mix with family dynamics, even seemingly straightforward decisions can become very complicated.

Fortunately, there is a way forward. Simply put, knowledge is power. The fact that 89% of survey respondents feel that they are obligated to learn to manage their wealth opens the door for families to work with their wealth professionals on communication plans and educational programs that focus not only on financial challenges families face, but also the “softer” issues. Against this backdrop, it’s illuminating to examine the types of subject matter about which successful families wish to learn.

The survey offered respondents 12 different areas of education. Wealth Holders were asked to name the areas they are most interested in for themselves. Inheritors were asked which areas are most interesting to them.

There are many topics on which Wealth Holders and Inheritors align. Both groups prioritize the need to learn about managing family dynamics and family decision making as many families struggle with how and when to have sensitive conversations with inheritors. Both groups show similar levels of interest in education about complex investments. The only significant difference is seen in their curiosity about trust and estate planning. Wealth holders seem less interested in education around trust and estate planning, perhaps because much of their estate planning has already been accomplished.

Which topics are you most interested in?	Wealth Holders	Inheritors
Managing family dynamics / decisions	60%	63%
Trust and estate planning	53%	85%
Complex investments	53%	52%
How to balance spending and preserving wealth	40%	37%
Philanthropy	40%	30%
Asset allocation	40%	30%
Addressing how wealth impacts relationships	40%	37%
Basic investments	30%	33%
Online account security	30%	26%

■ Scored highest for topics of interest



While Wealth Holders and Inheritors may agree on many of the topics that interest them, they differ over how they want their wealth education delivered. Slightly more than half (53%) of Wealth Holders prefer in-person social/educational events with other families. But only one-quarter of Inheritors do. Only one-third of Wealth Holders desire informal meetings with their wealth advisor, yet more than half (52%) of Inheritors do.

Based on these survey findings, the conclusion is clear: Successful families are in search of information on many topics via many different channels.

Clients may look to wealth leaders who have the ability to design sophisticated, customized educational programs for families. These often include a mix of both standard and unique education. Standard education can cover topics relevant across families, such as the basics of a trust and sustainable spending. Bespoke education focuses on specialized knowledge within families around the family business, culture, or values.

How do you prefer to be educated?	Wealth Holders	Inheritors
In person social / educational gatherings with other families	53%	26%
Informal peer networking meetings arranged by my wealth advisor	47%	41%
Customized education my wealth advisor provides based on my family's needs	37%	59%
Informal meetings with my wealth advisor	33%	52%
Online educational content or classes	33%	26%
Academic programs run by Universities or membership organizations	30%	26%
Structured sessions where my wealth advisor explains concepts or answers questions	23%	37%
Through a real-life case-study, with a "starter" account to learn how to manage a portfolio	10%	11%

■ Preferred methods for receiving education

“Even young children can begin to learn about their family’s wealth through age-appropriate curricula,” says Sharon Klein of Wilmington Trust. “They can be taught about what a company does by reference to companies that make their favorite toys, and they can become involved in their family’s philanthropic efforts, even in small ways.”

The role of the advisor is also important for integrating outside research and the experiences of other families into the educational component. Advisors with this broad point of view help families step outside of their own perceptions to see innovative solutions to their challenges. This outside perspective is critical for families to learn best practices that help ensure wealth sustainability across generations.

As indicated in the survey, education around family dynamics and decision making is highly important to all respondents. Many families, however, can benefit from moving beyond family dynamics to explore family culture—the unique mix of history, beliefs, values, and behaviors that form the foundation of a family’s long-term success. Today’s leading trust advisors and wealth managers are helping successful families explore, define, and strengthen their culture.

One survey respondent, a fourth-generation heir, has seen the positive impact of culture on family firsthand. “For us, a real touch point is history and heritage and legacy...being appreciative of the wealth that was created not by any of us,” he says. “It doesn’t matter if

there’s 11 dollars or 11 billion dollars, tell those stories. It’s nice for people to really try and embrace the history and see if there are any lessons that can be imparted from the original wealth creator and subsequent generations, so that you start to establish that compass.”

*“In my experience, family culture is pivotal to whether or not a family succeeds through multiple generations. Whether it’s a first-generation family or a fourth-generation family, most tend to have the same challenge: If they can’t get the next generation to pick up the ball, the game is over. A strong family culture helps ensure that the next generation is ready, willing, and able to carry on the legacy.”*

**Tom Rogerson,**

Senior Managing Director  
and Family Wealth Strategist



## KEY TAKEAWAYS FOR FAMILIES

**FAMILIES SEE THEIR ADVISORS PLAYING AN IMPORTANT ROLE IN HELPING  
DESIGN CUSTOMIZED EDUCATIONAL PROGRAMS.**

**88%**

of people feel obligated to learn to manage their wealth. Knowledge is power, but every family learns differently. Families see advisors playing a key role in designing sophisticated, customized educational programs.



# PART VI

## Working with wealth professionals

What do successful families look for in their professional trust advisors and wealth managers? Are they seeking a mix of the types of services and expertise discussed in the survey? Do they look for professionals who can provide both financial capabilities, like estate and tax planning, as well as softer family services, such as governance and education?

**The survey shows that, first, respondents want a trustworthy and responsive advisor. Second and third are tax expertise and competitive fees, respectively, followed by recordkeeping. Trust and estate planning is fifth, followed by support for family decision making and fraud mitigation capabilities.**

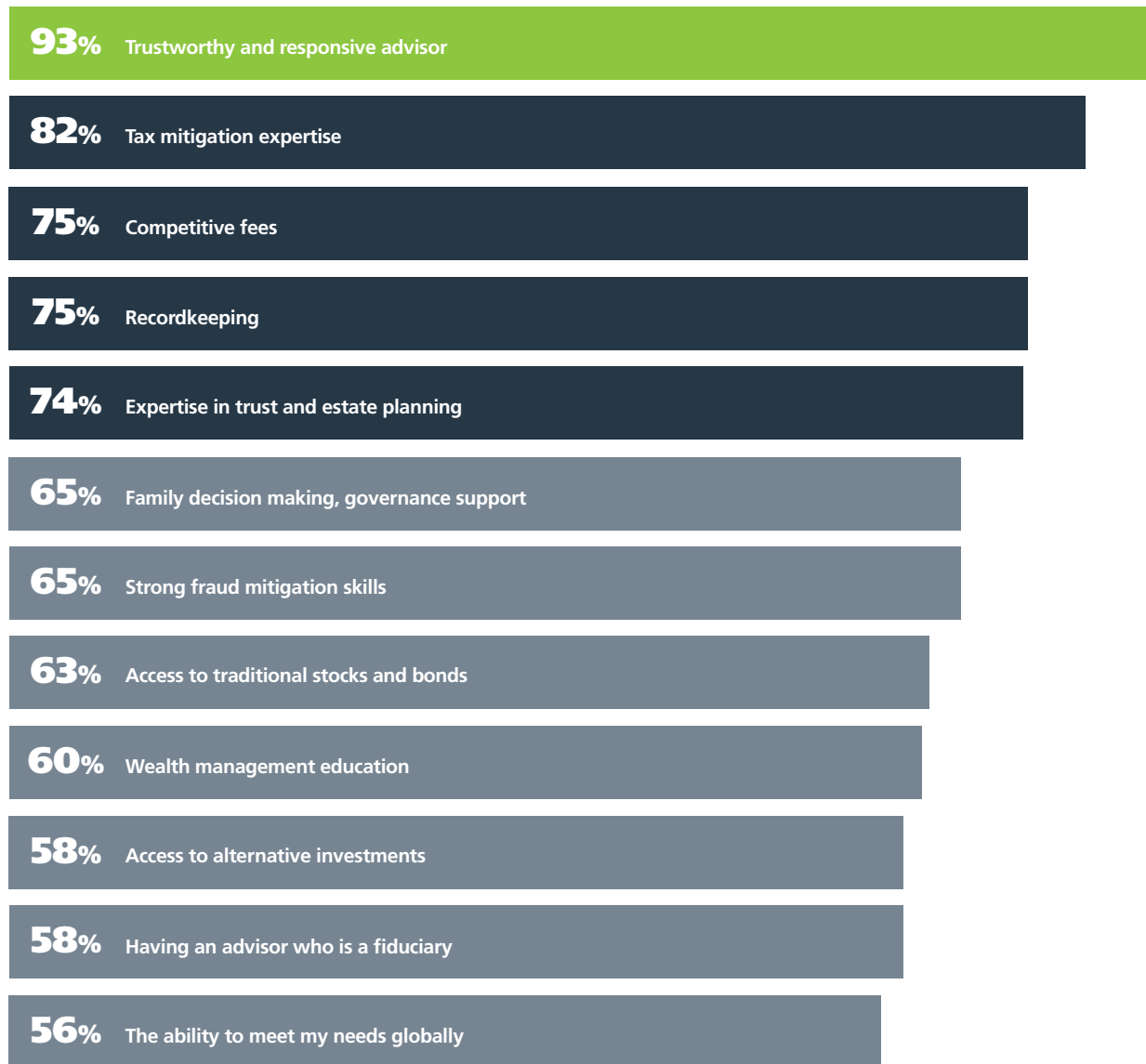
So, in fact, it does appear that successful families realize they need a wide range of experience and abilities in their professional advisors and wealth managers. More families are turning to advisors that offer them teams of talented experts to help them with many facets of their lives as their world becomes more complex.

The global economy is moving at an uneven pace, and geopolitical unrest abounds. Proposed tax reform measures hold the potential for large impacts on affluent families, even as the media and society in general scrutinize the income-equality issue.

Cybercrime and technology-enabled fraud are on the rise. Meanwhile, families are dealing with generational differences as younger members become accustomed to an on-demand, always connected world.

The need is clear for confidential advice and counsel that families can trust unreservedly, coupled with quick and comprehensive answers to the questions keeping them awake at night. One survey respondent, who seems to have found this high level of professional guidance, describes her working relationship with her advisor as such: “He knows how to be the best advisor for my mother, and then the best one for me. And then the best one for my brother. We’re all very different people. And he puts the personal touch in. This is the most intimate relationship you have with anybody. Your wealth manager’s got to be someone who knows everything about you. I trust him completely. That’s why I’m sending my children to him.”

## What is important when selecting / retaining a wealth management firm?



### KEY TAKEAWAY FOR FAMILIES

#### HOW MUCH DO YOU REALLY TRUST YOUR WEALTH ADVISOR?

**93%**

of people feel that trustworthiness is the most important quality of a wealth advisor. They need clear and confidential advice that they can trust unreservedly, as well as quick and comprehensive answers to their most pressing questions.



## PART VII

### Final thoughts

The preceding pages provide a glimpse into the wealth transfer dynamics and experiences of some of the nation's most successful families. The myriad ways family members lead their lives can be as unique as their fingerprints. Some share legacy matters openly while others keep details close to the vest. However, all families of significant means are alike in a few respects; namely, the need to preserve and grow wealth, navigate wealth transfer challenges, and manage risk. And across the wealth spectrum, the need for education is primary and the desire to trust paramount.

So where do you go from here? Let us help bring clarity to the complexity of your life, as we have been doing for generations of wealthy families. We get you. We understand how important it is to have the security and confidence that come from knowing your loved ones will be provided for and your philanthropic values will endure. Since our firm was founded more than a century ago, we have proudly been the torch-bearers of a gold fiduciary standard, which means you can be assured that every decision we make puts your best interests first.

We maintain a holistic, fully integrated planning approach that is brought to bear on your wealth and life overall. Our renowned trust and estate professionals can help ensure your wealth is transferred the way you envision. Allow yourself the privileges that can be afforded by the Delaware Advantage, a home-grown array of trust benefits whose influence extends far beyond the First State's borders. The full complement of your needs will be tended to—from sophisticated multigenerational strategies to maximizing liquidity events. And the intellectual capital of our investing experts powers customized, goals-based portfolios to carefully steward assets through markets, both bull and bear.

A single touch point delivers to you the full breadth of our robust resources. When all facets of wealth management work in concert as they do at Wilmington Trust, there is synergy—and in synergy, there is security, simplicity, and strength.

For more information, go to [www.wilmingtontrust.com](http://www.wilmingtontrust.com)



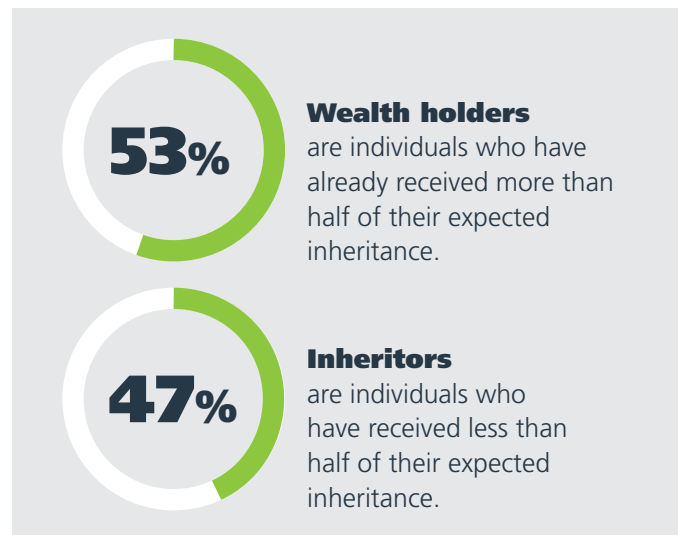
# Methodology

This report on the dynamics of multigenerational wealth is based on data derived from a quantitative survey conducted by Wilmington Trust, Campden Wealth, and the Institute for Private Investors between April and July 2016. Survey respondents were drawn from Wilmington Trust clients who agreed to participate, as well as Campden Wealth's existing community of members in North America.

In addition to the quantitative element of the survey, 36 in-depth, qualitative interviews were conducted with respondents to gain a deeper understanding of the attitudes of these individuals. The study concentrated on members of families with a net worth of \$20 million. Nearly three quarters (72%) are members of families with upwards of \$50 million in estimated net worth.

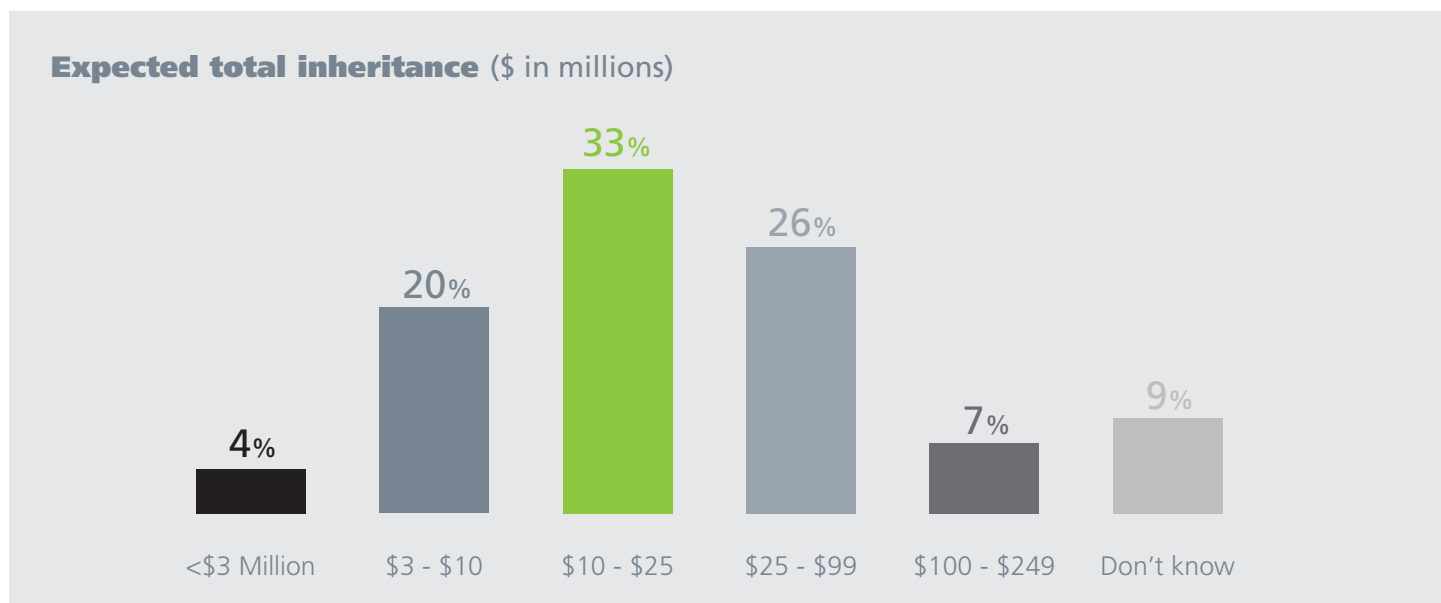
One of the primary goals of this report is to examine, and analyze the opinions and behaviors of two distinct groups in regard to multigenerational wealth. One group is comprised of individuals who have already received more than half of their expected inheritance. These are referred to as Wealth Holders throughout the report.

The other group is comprised of individuals who have received less than half of their expected inheritance. These are called Inheritors. Employing this methodology, responders are:



Wealth Holders, on average, have received 75% of their expected total inheritance, while Inheritors have received only 27% of the total.

The report will focus on how the attitudes and actions of Wealth Holders and Inheritors align and differ.





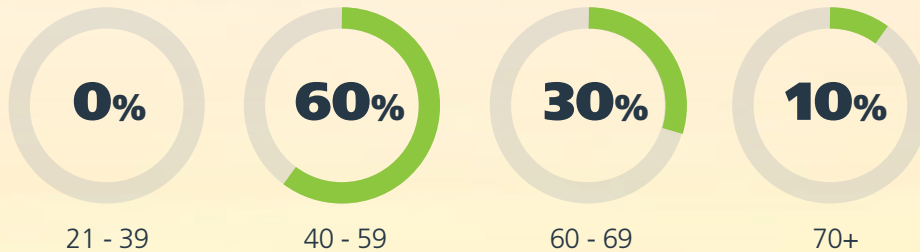
# Demographics

Nearly two-thirds (65%) of respondents fall between the ages of 40 and 59. Approximately one-third are age 60 or older, and 4% are in the 21 to 39 age range. A small majority (58%) of respondents have heirs ages 21 and up, and 42% do not.

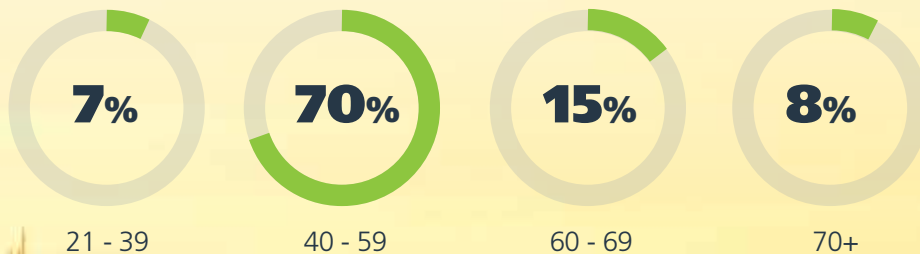
An overwhelming majority (91%) of respondents say that their children are their primary beneficiaries, followed by their spouses at 58%. Grandchildren are noted as beneficiaries by one-third of respondents.

## Age range of respondents

### Wealth holders



### Inheritors



# ADVISOR MEETING CHECKLIST

There are myriad complex issues related to intergenerational wealth. Many families rely on trusted, experienced advisors to help them navigate these challenges and ensure that future generations are ready, willing, and able to steward the family's legacy.

The checklist is one tool that families can use with their advisors to open and guide a discussion about their unique needs and goals.

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- ☐ How should I plan for informing my heirs about their inheritance? How much knowledge should I give them and when?
- ☐ How can I apprise them of their future wealth without demotivating them or disempowering them?
- ☐ What topics should my family and I learn about to ensure that we can properly steward our wealth for this and future generations?
- ☐ What can our family do to protect ourselves from scams and predators?
- ☐ What steps can we take to ensure that my family members do not feel ostracized or embarrassed about their wealth?
- ☐ How can our family build a lasting culture that will connect and sustain us across generations? How can we strengthen the one we have?

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