




**GenFi**  
Family & Fiduciary Services

## MULTI-GENERATIONAL WEALTH CONSULTING

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WHILE ACHIEVING SIGNIFICANT WEALTH OFFERS TREMENDOUS OPPORTUNITIES, IT ALSO PRESENTS FINANCIAL COMPLEXITY. GENFI UNDERSTANDS THESE CHALLENGES AND WILL ASSIST YOU IN PRESERVING AND GROWING YOUR WEALTH ACROSS GENERATIONS. OUR PROFESSIONALS STRIVE TO CREATE ALIGNMENT ACROSS INDIVIDUAL AND FAMILY OBJECTIVES WHILE ESTABLISHING DIRECTION AND PURPOSE WITH REGARD TO THE USE OF YOUR WEALTH.



**“SOMEONE IS  
SITTING IN THE SHADE  
TODAY BECAUSE SOMEONE  
PLANTED A TREE A LONG TIME AGO.”**

**- WARREN BUFFET**

THROUGH OUR MULTIFACETED APPROACH, WE ARE ABLE TO PROVIDE THE FLEXIBILITY TO CUSTOMIZE OUR SERVICES TO FIT YOUR INDIVIDUAL NEEDS. WE WILL WORK CLOSELY WITH YOU TO DEVELOP AND IMPLEMENT A COMPREHENSIVE AND INTEGRATED PLAN ADDRESSING THE FOLLOWING ISSUES:

- FAMILY GOVERNANCE AND MEETING FACILITATION
- FINANCIAL AND INVESTMENT PLANNING AND EDUCATION
- MANAGEMENT OF CONCENTRATED STOCK POSITIONS
- OWNERSHIP STRUCTURE AND ASSET PROTECTION
- FAMILY SUCCESSION PLANNING
- FAMILY BUSINESS PLANNING
- MULTI-GENERATIONAL TRUST & ESTATE PLANNING AND ADMINISTRATION
- INCOME TAX PLANNING
- CUSTODY RELATIONSHIP MANAGEMENT
- ALTERNATIVE INVESTMENT ANALYSIS AND ACCESS
- CONSOLIDATED PERFORMANCE REPORTING
- CASH FLOW AND FEE ANALYSIS
- PHILANTHROPIC CONSULTING
- SPECIALIZED SERVICES



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## SAMPLE GENFI CLIENT ESTATE TAX BALANCE SHEET AS OF AUGUST 30, 2011

FAMILY OFFICE

	CLIENT 1 ASSETS	CLIENT 2 ASSETS	JOINT ASSETS	ASSETS TO SPOUSE VIA BEN. DES.	ASSETS OUT OF ESTATE	TOTAL ASSETS
<b>CASH &amp; CASH EQUIVALENTS</b>						
CHECKING ACCOUNT			\$1,377,075			\$1,377,075
MONEY MARKET ACCOUNT			\$2,122,530			\$2,122,530
<b>INVESTMENTS</b>						
SCHWAB INSTITUTIONAL (CLIENT 1)	\$1,960,035					\$1,960,035
COMPUTERSHARE XXX STOCK (11,450 SHRS @ \$33.50)	\$383,575					\$383,575
NORTHERN TRUST (CLIENT 1 - 1997 REVOCABLE TRUST)	\$15,237,250					\$15,237,250
NORTHERN TRUST (CLIENT 2 - 1997 REVOCABLE TRUST)		\$4,919,150				\$4,919,150
2008 GRAT TRUST: SCHWAB (4/21/10 2-YR GRAT)					\$217,265	\$217,265
2009 GRAT 9/10/2011 2-YR GRAT						
SCHWAB	\$4,792,350					\$4,792,350
GOLDMAN SACHS	\$3,336,000					\$3,336,000
2010 GRAT 9/10/2012 2-YR GRAT						
SCHWAB	\$4,875,330					\$4,875,330
GOLDMAN SACHS	\$3,430,350					\$3,430,350
FAMILY LP (47.2%) CREDIT SUISSE	\$4,884,950				\$2,579,250	\$4,884,950
GOLDMAN SACHS (CLIENT 1 - 1997 REV TRUST)	\$4,280,380					\$4,280,380
NEUBERGER BERMAN (CLIENT 1 - 1997 REV TRUST)	\$14,200,050					\$14,200,050
BROWN BROTHERS (CLIENT 1 - 1997 REV TRUST)	\$1,519,395					\$1,519,395
VANGUARD FUND (CLIENT 1 - 1997 REV TRUST)	\$5,556,950					\$5,556,950
CREDIT SUISSE RE IV (CLIENT 1 - 1997 REV TRUST)	\$2,525,745					\$2,525,745
CHINA HARVEST II, LP (CLIENT 1 - 1997 REV TRUST)	\$275,320					\$275,320
DLJ LATIN AMERICA, LP (CLIENT 1 - 1997 REV TRUST)	\$338,410					\$338,410
CANDLEWOOD DISTRESSED (CLIENT 1 - 97 REV)	\$536,825					\$536,825
CS STRATEGIC SECONDARY (CLIENT 1 - 97 REV)	\$542,250					\$542,250
FAMILY FOUNDATION: FIDELITY					\$1,254,890	\$1,254,890
FAMILY FOUNDATION: WELLS FARGO					\$2,448,040	\$2,448,040
2000 TRUST:						
SCHWAB INSTITUTIONAL					\$4,249,750	\$4,249,750
DEUTSCHE					\$2,050,000	\$2,050,000
SPECIAL TRUST:						
SCHWAB INSTITUTIONAL					\$3,485,050	\$3,485,050
DEUTSCHE					\$2,220,000	\$2,220,000
PRIVATE FAMILY INVESTMENT 1	\$12,444,000					\$12,444,000
PRIVATE FAMILY INVESTMENT 2	\$16,180,270					\$16,180,270
<b>RETIREMENT ASSETS</b>						
VANGUARD XXX COMPANY RETIREMENT PLAN				\$1,405,970		\$1,405,970
SCHWAB PENSION				\$751,390		\$751,390
XXX COMPANY 401(K)				\$51,800		\$51,800
SCHWAB INSTITUTIONAL IRA (CLIENT 1)				\$5,477,085		\$5,477,085
<b>EMPLOYEE BENEFITS</b>						
XXX STOCK OPTIONS (4,975,500 NQ) NET OF TAX	\$1,048,390					\$1,048,390
SCHWAB STOCK OPTIONS (10,000 NQ) NET OF TAX	\$33,240					\$33,240
XXX COMPANY DSU'S (3,868,6861 DSU) NET OF TAX	\$441,100					\$441,100
XXX COMPANY DEFERRED STOCK	\$650,195					\$650,195
XXX COMPANY PHANTOM STOCK	\$114,390					\$114,390
<b>PERSONAL INSURANCE</b>						
EMPLOYER 1 GROUP LIFE				\$100,000		\$100,000
EMPLOYER 2 GROUP LIFE				\$500,000		\$500,000
<b>REAL ESTATE</b>						
HAWAII RESIDENCE (CLIENT 1 REVOCABLE TRUST)	\$25,311,660					\$25,311,660
HAWAII FARM (CLIENT 1 REVOCABLE TRUST)	\$2,800,940					\$2,800,940
DANA POINT RESIDENCE (CLIENT 2 REVOCABLE TRUST)		\$5,569,220				\$5,569,220
PALM BEACH RESIDENCE (CLIENT 1 REVOCABLE TRUST)	\$1,277,300					\$1,277,300
CHICAGO CONDO (CLIENT 1 REVOCABLE TRUST)	\$1,043,350					\$1,043,350
ITALY RESIDENCE (CLIENT 1 REVOCABLE TRUST)	\$850,000					\$850,000
KIAWAH ISLAND (CLIENT 2 REVOCABLE TRUST)		\$1,347,500				\$1,347,500
DOMINICAN CONDO (CLIENT 2 REVOCABLE TRUST)		\$299,200				\$299,200
NEW YORK REAL ESTATE (70%)			\$389,000			\$389,000
<b>PERSONAL PROPERTY</b>						
AUTOS, BOATS, JEWELRY, ART			\$5,400,000			\$5,400,000
<b>TOTAL</b>	<b>\$128,290,750</b>	<b>\$12,135,070</b>	<b>\$9,288,605</b>	<b>\$8,286,245</b>	<b>\$18,504,245</b>	<b>\$176,504,915</b>

\*\*ALL REPORTS, FINANCIAL STATEMENTS AND PROJECTIONS AND ANALYSES ARE FOR YOUR PERSONAL USE ONLY. THEY SHOULD NOT BE CONSIDERED COMPLETE FINANCIAL STATEMENTS AND CANNOT BE USED TO OBTAIN CREDIT OR FOR ANY OTHER PURPOSE OTHER THAN DEVELOPING YOUR FINANCIAL PLAN. THERE COULD MATERIAL DIFFERENCES DUE TO TIMING OF PRIVATE EQUITY REPORTING, APPRAISALS, ETC.