



## Family Wealth: Keeping It in the Family

By James E. Hughes Jr.



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The original *Family Wealth* (1997) changed the way families think about their heritage, their wealth, and their legacy to future generations. Designed to help families with long-term wealth preservation, *Family Wealth* remains the leading book in the field. In this revised edition, the authors tighten and consolidate the sections on trustees, beneficiaries, private trust companies, and perpetual trusts, while including insights and practices they have developed since the last edition (2004). A revised edition of *Family Wealth* will appeal to past readers while also attracting an entire new generation. It will be an essential guide for any family seeking sustainable wealth management strategies.

*Family Wealth remains the leading book in the field*NormalOffalsefalsefalseEN-USJAX-NONE

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## Family Wealth: Keeping It in the Family By James E. Hughes Jr. Bibliography

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### Editorial Review

#### Review

"A must read for those we call patriarchs and matriarchs, their key intermediaries, all trustees and beneficiaries" -- *Michael J. A. Smith, Head of Wealth with Responsibility Program, U.S. Private Wealth Management, Deutsche Bank*

"An approach to wealth preservation that values not only money but people." -- *Peter White, Managing Director, Family Advisory Practice, Citigroup Private Bank*

"Brilliant case statement for the importance of the nurturing of character, of self-confidence, and of respect for the value of work." -- *H. Peter Karoff, Founder and Chairman, The Philanthropic Initiative, Inc.*

"Essential reading for insightful families" -- *Sara S. Hamilton, Founder and CEO, Family Office Exchange, LLC*

"Invaluable direction... an essential guide for the creation of legacy families." -- *Lee Hausner, Ph.D., Author of Children of Paradise: Successful Parenting for Prosperous Families*

#### Review

"*Family Wealth* is a brilliant case statement for the importance of the nurturing of character, of self-confidence, and of respect for the value of work. . . . A must-read."

—**H. Peter Karoff**

Founder and Chairman, The Philanthropic Initiative, Inc.

"Essential reading for insightful families."

—**Sara S. Hamilton**

Founder and CEO, Family Office Exchange, LLC

"Jay Hughes's work with families, including his own, gave him the gift of learning the history of many, many families. Within that context he has written a book that illuminates previously only dimly lit concepts."

—**Charlotte B. Beyer**

Founder and CEO, Institute for Private Investors (IPI)

"An approach to wealth preservation that values not only money but people. Hughes shows us why that approach matters and how it works for the family that wants a better future for itself and the world at large."

—**Peter White**

Managing Director, Family Advisory Practice, Citigroup Private Bank

"Invaluable direction . . . an essential guide for the creation of legacy families."

—**Lee Hausner, PhD**

Author of *Children of Paradise: Successful Parenting for Prosperous Families*

Partner of IFF Advisors, LLC

"Incredibly provocative, thoughtful . . . a must-read for those we call 'patriarchs' and 'matriarchs,' their key intermediaries, all trustees and beneficiaries, and everyone who aspires to earn the title 'trusted adviser.'"

—**Michael J. A. Smith**

Head of Wealth with Responsibility Program,  
U.S. Private Wealth Management, Deutsche Bank

From the Back Cover

Jay Hughes is a practicing counselor at law in New York City, an historian, and a pilgrim. He is the fifth generation of his family to be called to the legal profession. Jay has spent 30 years working exclusively with families all over the world and the institutions that serve them. He was educated at the Far Brook School and later graduated from the Pingry School, Princeton University and the Columbia University School of Law. He is a global citizen, residing in Aspen, New York City and airplanes.

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