STEP
ADVISING FAMILIES ACROSS GENERATIONS

11th Annual

STEP PRIVATE CLIENT AWARDS 2016 | 17

Welcome to the STEP Private Client Awards

8 September 2016
Park Plaza Westminster Bridge Hotel

Judging Process

One question that is often asked of STEP is 'How do you pick the winners?'

We are incredibly fortunate to have senior industry practitioners who are prepared to give up their time to serve as our Panel of Experts and Presiding Judges. These practitioners are drawn from a wide range of professional backgrounds and jurisdictions.

All entrants are asked to make a written submission of no more than 1,000 words covering their performance on a number of key criteria laid down for each category by the Presiding Judges. The submissions are then reviewed by the Presiding Judges who draw up a shortlist of entrants in each category. The shortlist is based on those submissions which scored highest in terms of the key criteria entrants were asked to cover.

The submissions from the shortlist are then reviewed by our Panel of Experts. The Panel consists of individuals with specialist knowledge in a variety of fields. The Panel of Experts have the task of drawing up a list of recommendations in each category for the Presiding Judges who, after a final discussion, choose the eventual winners.

The aim is to ensure that the judging process for the STEP Private Client Awards is as impartial as possible and based upon the written submissions received from entrants rather than any personal or business contacts the judges and experts may have. This is an important consideration given the spread of jurisdictions from which we receive entries.

This year's Presiding Judges were again chaired by Paul Stibbard TEP of Rothschild. We thank him and all the other judges and experts for their time and expertise in ensuring a rigorous and robust judging process. Paul's background and credentials, as well as those of all the other judges, are outlined below.

Chairman of the Presiding Judges

Paul Stibbard TEP

Paul joined **Rothschild Trust** in July 2012 as Executive Vice Chairman. He was formerly co-Chairman of the Global Wealth Management Practice and Head of Wealth Management Department, Baker & McKenzie London. He graduated from Cambridge University (Natural Science and Law) and INSEAD International Business School (MBA, Dean's List) Fontainebleau. He has specialised in advising individuals extensively on complex cross-border tax, trust and succession issues and advising on issues relating to succession of substantial family-owned businesses and creation of complex offshore structures for wealth preservation, and lectures extensively on many of these topics. Paul received the Lifetime Achievement Award at the 2012/13 STEP Private Client Awards.

Judges

Dyke Arboneaux TEP

Dyke advises on the international aspects of US tax matters and estate planning, with a particular expertise in planning for clients who are exposed to multiple tax systems. She leads a team of FATCA specialists within **Bryan Cave** who have extensive experience advising small to medium-sized trust companies, private investment funds and complex private trust and company structures on FATCA compliance.

John Barnett TEP

John is head of Private Client at **Burges Salmon**; a member of the CIOT's Governing Council and a former member of the UK government's GAAR Interim Panel. He provides tax advice to UK and international individuals and institutional clients including many leading banks and other financial institutions.

Angela Calnan

Angela heads **Collas Crill**'s multi-award-winning fiduciary practice group (STEP Legal Team of the Year (midsize) 2015/16) and Middle East Practice Group. She is regarded as the 'go to' lawyer in Guernsey for foundations and Middle East private client work. She establishes, reorganises and terminates offshore dynastic structures and also advises Guernsey trustees on their duties and on matters of risk.

Nancy Curtin

Nancy is CIO and Head of Investments for **Close Brothers Asset Management**. Appointed in 2010, Nancy oversees a successful, award-winning team of 60 investment professionals with a highly disciplined investment process. Nancy has over 30 years' experience including Managing Partner, Fortune, where she ran an alternatives investment business, Schroders where she was Head of Global Investments for its $20bn Global Mutual Fund businesses and Barings where she was Head of Emerging Markets and served in a range of global asset allocation roles.

Thomas Dumont TEP

Tom is a barrister at **Radcliffe Chambers**, UK and is one of the most in-demand barristers in the field of private client litigation and advice. He has over 30 years' experience of advising clients both on- and offshore, and fighting (and winning) substantial cases at all levels up to the Supreme Court. He has been ranked among the Lawyers' Hot 100, as well as being STEP Advocate of the Year in 2010/11.

Sally Edwards TEP

Sally is Global Head of the Private Client Team at **Ogier** which advises on Jersey, Guernsey, BVI, Cayman and Luxembourg law. Sally advises on all Jersey law issues concerning trusts and foundations, with particular emphasis on drafting trust deeds, restructuring trusts, high-net-worth complex structures and rectifying and mitigating breaches of trust.

Judges

Seow Chee Goh
TEP

Seow Chee, Managing Director and Head of the Wealth Advisory South East Asia at **J.P. Morgan Private Bank**, is dedicated to serving the international tax, trust, succession and strategic planning needs of clients. Based in Singapore, she is responsible for the firm's Wealth Advisory practice.

Paul Hodgson
TEP

Paul is managing director of **Butterfield Trust (Guernsey)** and is responsible for all aspects of the day-to-day running of the company and its team of approximately 70 staff. Paul is a chartered accountant, trust and estate practitioner and fellow of the Chartered Institute for Securities and Investments.

Leanne D. Kaufman LL.B., LL.M., TEP

As Head of RBC Estate & Trust Services and President, **Royal Trust Corporation of Canada/The Royal Trust Company**, Leanne is responsible for the strategy and overall management of the business, which provides wealth protection and transfer solutions across generations to high-net-wealth Canadian families. Leanne is currently a Director on the Royal Trust Board and a member of the Wealth Management Canada Operating Committee.

David Kilshaw
TEP

David is a private client tax partner with **EY** in London. He is a former solicitor and his practice extends to non-doms, offshore trustees and related structures. When not being baffled by tax, he is a Manchester City fan.

Carol McBride
TEP

Carol is a Director and Head of Private Client at **Hugh Jones Solicitors**, winners of the 2015/16 STEP Vulnerable Client Advisor of the Year award. Specialising in mental capacity law, Carol serves on the STEP Mental Capacity Special Interest Group steering committee, and is a full accredited member of Solicitors for the Elderly.

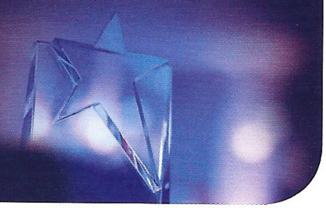
Ken McCracken

Ken is Head of Family Business Consulting at **KPMG**. He specialises in helping family enterprises in various parts of the world with succession planning and governance. Ken created the STEP Advanced Certificate in Family Business Advising and he was part of the team at Withers who received the STEP Award for Family Business Advisor of the Year in 2015/16.

Joe McLoughlin

Joe is Head of Private Clients & Charities at **GAM**. The division specialises in portfolio management for private clients, trusts, charities and pensions. He is a Chartered Wealth Manager (CISI designation) and is a member of the Chartered Institute for Securities & Investment.

Judges



Mark McMullen

Mark is Group Head of the Family Office International Division at **Stonehage Fleming**, Switzerland. He serves as a Key Adviser to a number of high-net-worth South African and international families. He is a Chartered Accountant and member of SAICA.

Patricia Garcia Mediero

Patricia is a senior International Private Wealth practitioner at **Avantia Asesoramiento Fiscal y Legal**. She has UK and Spanish professional qualifications, and has practiced at PwC and EY as Private Client partner. Her Spanish Firm, Avantia, has widespread recognition in the private wealth industry and was winner of the Boutique Firm of the Year 2015/16 STEP Award.

Richard Pease TEP

Richard is a consultant based in Geneva, Switzerland. He is an English solicitor and for over 30 years was a partner and head of the private client group in the Swiss law firm of Lenz & Staehelin. He is a Vice-President of STEP, having served as Worldwide Chairman in 2006-2007.

Nathan Potton

Nathan, STEP Young Practitioner of the Year 2015/16, is a chartered tax adviser at **Grant Thornton**. He advises entrepreneurial individuals and families on all aspects of their personal and business affairs, specialising in developing sensible and commercial tax planning strategies helping clients achieve their ambitions as tax efficiently as possible.

Michelle L. Wolfe C.A.

Michelle has over 20 years of professional experience in the trust business. In March 2010 she became a Founding Partner at **Meritus Trust Company**, a licensed Bermuda trust company which is regulated by the Bermuda Monetary Authority. Michelle was selected as one of The International Financial Center Power Women Top 100 list 2014 and Meritus won Independent Trust Company of the Year for the 2015/16 STEP Private Client Awards.

Special Advisor - Investment

James Painter

James is a Fellow of the Chartered Institute for Securities and Investment and was a co-founder of **Enhance Group** in 2005. The Group has now become a global business, offering investment reporting, wealth consultancy and treasury services to corporate trustees, fund managers, charities and private clients across the world.

Thank you to all our Judges for 2016/17