



clients have full access to specialist advice for all aspects of their wealth management. Grant Alexander, a director at Private Client Holdings, believes that the model not only saves their clients time, but also money as their investments can be structured to be tax-and cost-efficient.

“Family offices have distinct advantages for families who are looking to grow and preserve their wealth and to do so during uncertain times,” says Alexander. According to Campden Wealth and RBC, many family offices took advantage of Covid’s global market upheaval to implement growth-focused strategies to help UHNWIs grow their wealth. A total of 86% UHNW families in North America and 79% globally saw their wealth increase over the past 24 months.

Succession planning is another key area where Alexander believes family offices have a role to play. “Should a wealth

creator die, our team is able to provide support and guidance to ensure the family’s wealth grows and is seamlessly transferred to the next generation,” says Alexander.

In South Africa, while some retail banks cater for HNW clients there are only a handful of companies that offer a bespoke multi-family office service, which positions this sector for substantial growth over the next decade.

For more information, feel free to contact Grant Alexander on grant@privateclient.co.za or visit www.privateclient.co.za. ■



**Grant Alexander, Director,
Private Client Holdings**

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