

PRIVATE WEALTH DATA INTELLIGENCE

Multi-Family Office FAQs

Multi-family offices have rapidly advanced over the past several years, essentially reforming the mechanisms and efficiency of asset management. While this transformation continues to add value for high-net-worth families and individuals around the world, this unparalleled expansion has added a new level of complexity to an already obscure space. In an effort to shed light on the family office space, we have provided a number of questions and answers to help clarify some underlying assumptions regarding multi-family offices.

What is a multi-family office?

In a general sense, multi-family offices are private organizations comprised of qualified and well-respected professionals with extensive experience in providing a range of wealth management services to numerous unrelated high-net-worth families and individuals.

What are the main differences between SFOs & MFOs?

As opposed to [single-family offices](#), which manage the financial and personal affairs of one family or individual on a case-by-case basis, multi-family offices provide capital management services to a number of unrelated families or individuals. Some can be seen managing up to a hundred client portfolios at any given time. Because multi-family offices govern the wealth for various clients, their attention is focused largely on wealth management versus a full suite of services.

A few other key differences might include:

- ✓ Less expensive
- ✓ Clearly-defined employee roles
- ✓ Generally larger than SFOs
- ✓ Evolving client base
- ✓ More structured working environment

What should a family consider before employing a multi-family office?

There are a few considerations to consider before utilizing the services of a multi-family office. Doing so will help determine the most optimal selection for you and your family.

Each family should identify its:

- ✓ Net asset value
- ✓ Strategic objectives & long-term goals
- ✓ Types of services needed
- ✓ Desired communication methods

Why choose a multi-family office over a single family office?

With greater wealth comes greater financial complexity - especially in regard to high net-worth families. A family may be more apt to join a multi-family office to save on costs or to access greater financial expertise. The choice also depends on the net amount and level of control the family wishes to maintain. These families are typically seeking a provider with no conflict of interest, enhanced service provision, and improved adaptation. Free from institutional mandates, intermediaries, and other standard due diligence procedures, multi-family offices provide greater freedom and flexibility to allocate capital in a way that aligns with the values and desires of each family.

How are multi-family offices structured?

As with any vertical dealing with the ultra-wealthy, multi-family offices are unique in their structures, as they are entirely driven by the varying needs of the families they serve. Each has its own processes and organizational structures and tends to employ more of an institutional approach. Multi-family offices are continually developing their operational structures to align with the unique needs of wealthy families.

Multi-family office talent often extends to:

- ✓ Private Lawyers
- ✓ Senior Bankers
- ✓ Accounting, Financial & Tax Experts
- ✓ Fund Managers
- ✓ Executive Assistants
- ✓ Real Estate Professionals

What services do multi-family offices offer?

Multi-family offices are known to offer a specific set of services to a broader clientele, though it all depends on the demands of each family. This is because they themselves control the applicable services put into operation.

Multi-family offices generally provide some combination of the following services:

- ✓ Legacy Planning
- ✓ Wealth/Investment Management
- ✓ Risk Management
- ✓ Asset Allocation
- ✓ Retirement Planning
- ✓ Charitable Giving
- ✓ Tax Planning
- ✓ Insurance Planning
- ✓ Estate Planning

What are the asset requirements for employing a multi-family office?

Although there's no industry-recognized level of wealth to be considered a multi-family office, the customizable services provided by a multi-family office are highly valued - oftentimes requiring AUM anywhere from \$10 million to upwards of \$200 million. At [FINTRX](#), we use \$50 million as a minimum AUM requirement to be listed and considered an official family office.

How do MFOs communicate with their clients, and how frequently?

Because the daily operations of multi-family offices differ from client to client, the same holds true for the methods of communication in client relationships. Some families like to have greater involvement with open lines of communication, while others may request quarterly updates.

What is the best way to source reliable multi-family office information?

While Google searches and online browsing can provide some insights, these approaches are often labor-intensive, ineffective, and prone to producing inaccurate or limited information. To make things more difficult, static family office Excel lists available for purchase often have limited or outdated information.

What is the best way to source reliable multi-family office information? CONT.

At FINTRX, we understand that credible [private wealth data intelligence](#) is essential for businesses that want to succeed in the private wealth market. Our platform is designed to provide users with the most comprehensive and up-to-date data on family offices available. A key feature of the FINTRX platform is an advanced and detailed mapping tool that allows users to visually pinpoint family office data around the globe.



The reality is that the family office landscape is growing incredibly quickly and becoming more sophisticated by the year. Like anything else when it comes to raising capital and securing an investment, information is power. The need for an ever-moving and intuitive dataset in the family office space has never been greater - in a nutshell, that's exactly what we do."

Russ D'Argento

FINTRX Founder & CEO

We are committed to keeping our end users locked into the most actionable set of family office data and research available in the industry. Our dedicated team of researchers are constantly updating the database to ensure that we have the most current and accurate private wealth data available.

What does the future look like in regards to multi-family offices?

As more capital raisers turn to the space for funding, multi-family offices are finding it more beneficial to become forward-facing, and this trend shows no signs of slowing down any time soon. Going public with their investment criteria, portfolio, and contact information offers an opportunity to gain new partnerships and gives capital raisers access to an unparalleled pool of capital. As wealth continues to grow, there is no doubt that multi-family offices will play an even greater role in the management of substantially wealthy families for years to come.

ABOUT FINTRX

FINTRX is a leading [family office](#) & [registered investment advisor \(RIA\)](#) data intelligence solution that provides comprehensive and reliable data on **3,700+** family offices, **20,000+** family office contacts, **40,000** RIAs and **850,000** registered reps. Our platform combines data, analytics and intuitive software to help clients identify potential investment opportunities, connect with investors and clients and stay informed on industry trends and developments.

At FINTRX, we leverage advanced AI technology to provide accurate and updated information on family offices and RIAs worldwide. FINTRX data is powered by millions of sources, both public and private, which are constantly updated and verified by our **70+** person research team as well as a team of experienced data scientists. This ensures you have access to the most relevant and timely information available.

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