

# Single Family Office FAQs

Single-family offices have rapidly advanced over the past several years, essentially reforming the way in which the ultra-wealthy manage and allocate their capital. Although this transformation continues to add value for high-net-worth families and individuals around the world, this evolution has also added a new level of complexity to an already murky landscape. In an effort to provide further color into the private capital markets, we have summarized a number of common questions regarding single-family offices.

## What is a single family office?

Single-family offices (SFOs) are private groups that manage the financial and personal affairs of one high-net-worth family or individual, as opposed to multiple families and individuals. Single-family offices come in all sizes and forms depending on the wealth and overall dynamics of the family itself.

## What are the main differences between SFOs & MFOs?

As mentioned above, single-family offices and multi-family offices mainly differ in the number of clients they offer services to at one time. Single-family offices support and manage one family or individual whereas multi-family offices provide a broader range of services to a number of families and individuals. This can range from just a couple of families to north of 50+. In addition, you will often see multi-family offices that began as single-family offices and later expanded into multiple-family offices as they slowly took in others to form increased infrastructure and expertise.

From a fund-raising perspective, family offices are increasingly being seen as ideal investors, as they offer efficiency, streamlined decision-making, larger checks and oftentimes a higher level of flexibility and sophistication as compared to other types of investors. To successfully raise capital from a family office, you must first understand the fundamentals of each and what sets them apart from one another.

## How are single family offices structured?

Like any vertical dealing with the ultra-wealthy, single-family offices are unique in their setup and structure, as they are entirely driven by the needs of the family. When it comes to the staffing procedures for a single-family office, keep in mind this number differs greatly among all entities. Some start with one or two employees managing the family's affairs, and over time may grow to have more than 50 employees. Again, there is no set number, as it depends entirely on the specific desires of the family or individual.

### Single family office talent often extends to:

- ✓ Private Lawyers
- ✓ Accounting & Financial Experts
- ✓ Luxury Goods Oversight
- ✓ Fund Managers
- ✓ Real Estate Professionals
- ✓ Executive Assistants
- ✓ Senior Bankers
- ✓ Investment Due Diligence & Research
- ✓ Tax & Trusts Specialists

## Why create a single family office?

With greater wealth comes greater financial complexity - especially in regard to one wealthy family or individual. That being said, one would create a single-family office to preserve and manage a large fortune for the coming generations. Free from institutional mandates, intermediaries, and other standard due diligence procedures, single-family offices provide greater freedom and flexibility to allocate capital in a way that aligns with the values and desires of the family.

## What services do single family offices offer?

Single family offices offer a multitude of personal and wealth management solutions that differ considerably depending on the requirements and fortune of the family. Those who do employ single-family offices [normally] control the applicable services as well as how those services are delivered to the family. Traditional single-family offices generally provide a wide array of specialized solutions listed below.

## What services do single family offices offer? CONT.

A majority of SFOs provide some combination of the following services:

- ✓ Legacy Planning
- ✓ Lifestyle/Wealth Management
- ✓ Risk Management
- ✓ Asset Allocation
- ✓ Investment Implementation
- ✓ Charitable Assistance
- ✓ Legal Advice
- ✓ Banking & Accounting Operations
- ✓ Family Governance
- ✓ Estate Planning
- ✓ Bill Paying/Record Keeping
- ✓ Insurance Planning
- ✓ Tax Preparation

## What is the minimum asset threshold for creating a single family office?

Assets under management (AUM) is the total value of all the assets managed by a family office. The true minimum AUM threshold to be considered a single-family office is cloudy, and depends entirely on the services that the family requires. Some say \$10 million, others prefer \$20 million and the list goes on.

At FINTRX, we use a minimum asset threshold of \$50 million to qualify a family office for inclusion in our data platform. By doing so, we ensure that our users have access to a high-quality and exclusive set of family office data, which is highly relevant to their investment needs. This threshold is based on our analysis of the private wealth market and is subject to change as we continue to refine and improve our data platform.

## Why are single family offices an attractive pool of capital?

There are a number of reasons why SFOs have appeal as sources of capital. Despite the obvious structural advantages (their distinct flexibility, straightforwardness, perfectly tailored services, etc.), high net-worth individuals and families are also drawn to their privacy and confidentiality. Single-family offices represent attractive pools of capital for investment firms from hedge funds, private equity funds, real estate funds, and long-only money managers - to name a few.

## What is the best way to source reliable single family office information?

Utilizing Google searches and internet exploration may have certain benefits, but such techniques tend to be time-consuming, less effective and commonly result in unreliable or sparse data. Further complicating matters, the static family office Excel lists available for purchase often suffer from incomplete or out-of-date information. Fortunately, the [FINTRX](#) family office data and research platform steps in to offer much-needed clarity within this often-opaque family office landscape.

FINTRX is a reliable source for finding comprehensive single-family office data intelligence. Using a rigorous data collection and verification process to ensure the accuracy and relevance of our data, our platform offers a range of powerful search and analysis tools that enable our users to easily identify and engage with potential family office investors worldwide. FINTRX has a team of experienced and dedicated researchers who use a variety of trusted sources to collect family office data, which is then verified through multiple channels to ensure its accuracy.



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

## What does the future look like in regards to single family offices?

The number of single-family offices around the world is on the rise - and this trend shows no signs of slowing down any time soon. As more capital raisers turn to the space for funding, family offices are finding it more beneficial to become forward-facing, allowing for higher-quality deal flow. Although the modern family office may be somewhat more transparent than those that came before it, finding the second layer of insight such as their investment criteria, portfolio, and contact information remains trying.

Leveraging a [powerful family office research solution](#) like FINTRX offers an opportunity to gain new partnerships and gives capital raisers access to a niche, unique untapped pool of capital. As wealth continues to grow, there is no doubt that single-family offices will play an even larger role in the management of substantial wealth in the years ahead.

---

## 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.

[LEARN MORE](#)[REQUEST A DEMO](#)