This program presents a comprehensive overview of the disciplines involved in creating, refining, and managing your personal wealth strategy. The small class size provides a confidential, intimate environment where you learn with your peers.

Effectively managing your financial affairs requires an intentional approach, a broad understanding of the disciplines involved and knowledge about the professional services marketplace. Vanderbilt faculty and experienced professionals will teach you the fundamentals of wealth management and the process of developing an organized and effective plan for managing your financial affairs. The course will also focus on how to foster healthy family dynamics regarding wealth for current and future generations.

The bottom line value to you and your family:

Through lectures, seminar-style discussions, and exercises, you will gain practical information that you can immediately apply to your situation, including:

- Evaluating your existing wealth management plan—are there gaps or hidden risks?
- Answering the perennial question: How much is enough?
- Learning how to build and manage your investment portfolio
- Talking to your kids about money
- Evaluating, hiring, and managing external financial, insurance, and legal professionals

Course Instructors:

Nicolas P. Bollen
MBA, PhD
E. Bronson Ingram Research Professor in Finance, Owen Graduate School of Management, Vanderbilt University

Nicolas Bollen has taught courses on investments since 1997 at all levels, including undergraduate, master’s, and doctoral programs. In addition, Bollen has published 25 research articles with a focus on hedge funds, mutual funds, and derivative securities. Bollen’s recent work on hedge funds includes studies of (1) replication products and (2) models for predicting hedge fund fraud, with an emphasis on failures during the financial crisis. Reviews of his research have appeared in the Wall Street Journal, the New York Times, and Barron’s. He is a highly regarded teacher and has received many awards in research productivity.

William T. Spitz
MBA, CFA
Former Vanderbilt Adjunct Faculty and Treasurer/Vice Chancellor for Investments

Bill Spitz has taught as an adjunct finance professor at Owen Graduate School and is the former Vanderbilt University Treasurer/Vice Chancellor for Investments. Here he was recognized for significant contributions to the endowment management field as well as exemplary investment management performance. Under his leadership, the university saw a ten-fold increase in endowment assets. He is currently on the Investment Committee of the Board at Acadia Realty and Chairman of the Investment Committee of the Board at MassMutual and Kenyon College. He authored Get Rich Slowly: Building Your Financial Future through Common Sense and frequently speaks at financial conferences.

John P. Seckman
CFA, JD
Family Office Executive

John Seckman is an experienced investment and wealth management professional. He has worked with high net worth families for fifteen years and served as President and C.O.O. of a southeastern-based wealth management firm with over $5 billion in assets under management. Previously, John served as an Investment Director of the Delta Air Lines Benefit Trust, where he had direct responsibility for the pension fund’s $1.4 billion real estate and timberland portfolio. As a director for the $10 billion fund, John was also involved in overall asset allocation strategies, manager selection and reporting.

Keith Whitaker
PhD
Adjunct Professor, Owen Graduate School of Management, Vanderbilt University

Keith Whitaker is an educator and philanthropist. He consults with enterprising families on succession planning, developing rising generation talent, and communicating during estate planning. He has served as a Managing Director at Wells Fargo Family Wealth, a philosophy professor at Boston College, a trustee and a director of a private foundation. His writings have appeared in the Wall Street Journal, the New York Times, the Financial Times, and Philanthropy Magazine. He is co-author of The Cycle of the Gift: Family Wealth & Wisdom and The Voice of the Rising Generation, both published by Bloomberg Press.
## Who Should Attend

We welcome the following:
- Professionals, entrepreneurs, and business leaders
- High income earners in the wealth accumulation phase
- Heirs, trust beneficiaries, and other members of families with wealth
- Those facing a liquidity event or inheritance

## Cost

$2,500
Cost includes tuition, instructional materials, and all scheduled meals listed above.

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### About the Vanderbilt Executive Development Institute

The Vanderbilt Executive Development Institute at the Owen Graduate School of Management offers proven and practical programs to help individuals and organizations refresh, engage, and strengthen management expertise. Open Enrollment Programs for individuals are short, highly focused programs in areas of Leadership, Management, and Strategy. Custom Programs for organizations are custom-built and are uniquely tailored to help each client tackle a specific organizational need or to achieve its developmental goals for established and emerging leaders.

Conveniently located near downtown Nashville, Vanderbilt Owen Graduate School of Management is ranked as a top institution by BusinessWeek, the Wall Street Journal, U.S. News & World Report, Financial Times, and Forbes.

Visit vanderbiltexecinstitute.com for more information regarding programs and schedules, faculty biographies, online registration, and maps and directions.

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**Vanderbilt Personal Wealth Management – Sample Program Schedule***

<table>
<thead>
<tr>
<th>Day 1</th>
<th>Day 2</th>
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</thead>
<tbody>
<tr>
<td><strong>AM</strong></td>
<td><strong>PM</strong></td>
</tr>
<tr>
<td>• Putting wealth in context: value and values</td>
<td>• Estate and Trust:</td>
</tr>
<tr>
<td>• What’s your plan? Steps in developing or evaluating your personal plan</td>
<td>• Estate planning: understanding the estate transfer process</td>
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<tr>
<td>• Evaluating your insurance needs from life insurance to long-term care</td>
<td>• Trusts: basic trust types, their uses, and dealing with trustees</td>
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<tr>
<td>• How much is enough? Core capital concepts</td>
<td>• Estate taxes: strategies for minimizing your potential estate tax</td>
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<tr>
<td>• Investment fundamentals: stocks, bonds and alternatives</td>
<td>• How to avoid common investment mistakes</td>
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<tr>
<td>• Historical investment returns; developing reasonable expectations</td>
<td>• Family Dynamics:</td>
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<tr>
<td>• Formulating your investment objectives and strategies</td>
<td>• Expressing purpose in estate planning documents</td>
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<tr>
<td>• Family Dynamics:</td>
<td>• Family philanthropy</td>
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<tr>
<td>• Talking about wealth with spouses or partners</td>
<td>• Philanthropy; making an impact with your gifts</td>
</tr>
<tr>
<td>• Talking about wealth with children</td>
<td>• Wrap up—how to apply this course to your current situation</td>
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<tr>
<td>• Making lifetime gifts to family</td>
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</tbody>
</table>

Classes typically run from 8:00 a.m. to 4:30 p.m. (Central). Breaks are scheduled in a.m., p.m. and for lunch. Schedule is subject to change.

*Program content and faculty subject to change; check website for details.

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Scan this code to view upcoming programs and dates.