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# SPEAR'S WEALTH INSIGHT FORUM

*William Cash's introduction*

Welcome to the first Spear's Wealth Insight Forum, a day of talks, debates and panels on what it means to be a high net worth today and how wealth advisers can understand this.

Despite the already massive changes of the 21st century — from the rise of a new class of the super-rich to the destruction of established investment practices — many wealth managers are stuck with an old paradigm. As *Spear's* is perfectly placed to explain the new HNW mindset and lifestyle with characteristic insight, analysis and wit, we thought this day made sense.

*Spear's* was founded five years ago for exactly this purpose: to explain the wealthy to their advisers — and vice versa. In the past decade, high net worths have become their own discrete class, outside the mainstream, mingling only with each other — a proper community with their own interests. They look at the world differently, with loyalty not so much to nations but to their family, their class, their legacy. London too has prospered, becoming the social headquarters for this set.

Today, you will hear leaders in their fields talking about many aspects of the contemporary high-net-worth experience: Sandra Davis on women and wealth, Julie Meyer on entrepreneurialism, John Kelly on privacy. We encourage questions and debate. I would like to thank all our sponsors — Prolegal, Advanced Capital, Odey Wealth, JO Hambro and BNY Mellon — for their support and all our speakers for contributing their time.

*Photography by Tim Griffiths*



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1. Deborah Bangay QC, Naomi Heaton 2. Dmitry Zapol, Martin Ash 3. Todd Ruppert, guest, Jonathan Ivory 4. Xenia Howard-Johnston, Gary Martin 5. William Cash, Martin Vander Weyer 6. Giora Giladi, Julie Meyer 7. Edward van Cutsem, Rebecca Meijlink 8. Rena Lavery, Ivan Lindsay



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