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Beyond Family Office: Delivering Sophisticated Wealth Management Without the Extravagance

DARBY ARMONT

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Executive Vice President of Business Strategy and Corporate Secretary

When most people think of the term "family office," they picture billionaires with private jets and a team of financial professionals managing everything from tax returns to wine collections. Yes, sophisticated planning is taking place to manage complex financial circumstances, but it's a very small pool of people who require that level of financial oversight.

Far more common are the people and families that we serve at Richard P. Slaughter Associates – high-net-worth and ultra-high-net-worth people with complex financial structures, but with less extravagance. Their needs are no less real, but the priorities and lifestyles are more grounded in things like multi-generational goals and evolving life priorities. In these situations, the need for a formal, full-scale family office just isn't there, as the services provided often aren't aligned with what these families truly value. That's where a firm like ours can fill the void.

So, What Is a Family Office, Really?

At its core, a family office is about centralized, holistic coordination. It brings together investment management, tax planning, estate strategy, risk oversight, and often, family governance — all under one roof.

In the traditional sense, that roof is a single-family office with full-time staff. In a more modern approach, the same level of sophistication can be delivered more efficiently without the need to hire a family CFO, legal counsel, or concierge team. Instead of paying for a custom-built structure, our clients retain access to expert-level thinking, a collaborative relationship with people they know and trust, and personalized coordination among all financial professionals; all within a boutique firm that already understands their values and vision.

Delivering What Matters (and Skipping What Doesn't)

Most of the families we serve don't need help booking private travel or managing household staff. What they do need is clear, coordinated advice across every aspect of their financial life without the hassle of quarterbacking a team of disconnected specialists. We deliver such service by:

- **Serving as your team coordinator,** ensuring planning among us, your CPA, estate attorney, insurance agent, and any other financial professional is integrated and tax smart.
- **Managing portfolios with a high degree of customization,** which may include alternatives, tax-aware strategies, and legacy-driven investment policies.
- **Supporting trust and estate strategies** that reflect your wishes, family dynamics, and long-term intentions.
- **Providing structure** for family communication, financial education, and multi-generational stewardship.
- **Modeling** liquidity events, gifting strategies, or generational transfers with care, clarity, and technical precision.

In the ways that matter most, our True Wealth Management process mirrors the framework of a virtual family office by providing the planning, advising, and investment management needed across all the key areas of your financial life — just without the excess of a private family office.

When Scale Gets in the Way

One of the more common complaints we hear from clients who have left large advisory firms or traditional family offices is this… "*it felt like I was paying for a lot of stuff I didn't use or didn't want*."

We've designed our firm and our service process to avoid that feeling entirely. No layers of bureaucracy. No irrelevant services. No assumptions about what wealth management 'should' look like. Instead, we focus on what you truly need: clear advice, custom strategies, and close relationships with people who understand your entire financial picture and personal goals.

We understand that affluence adds complexity. We also recognize that no two families define success or set their goals in the same way. That's why our process starts by helping you articulate your own definition of financial success. This definition serves as the foundation for a personalized wealth management strategy tailored to you and can evolve along with the evolution of your life. Neither your definition nor your plan is rigid — there is always flexibility to adjust based on new circumstances and life's surprises. This customization is the part of our process that emulates the family-office approach. We simply don't layer it with services (and fees) that most people don't need.

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Darby Armont, MBA, CFA, CFP®
Executive Vice President of Business Strategy and
Corporate Secretary

Richard P. Slaughter Associates, Inc.
9600 North Mopac Expressway, Suite 600
Austin, TX 78759
Tel. 512-918-0000

invest@slaughterinvest.com
slaughterinvest.com