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The Dilemmas of Family Wealth: Insights on Succession, Cohesion, and Legacy

Judy Martel

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Few families are able to pass along their wealth successfully to the next generation. The barriers to keeping money in the family are much more formidable than the barriers to making money in the first place. Why should this be? What pitfalls are most common? How can families and their advisers increase the odds of a successful intergenerational transfer of wealth? How can they preserve the family's human and intellectual capital?

Judy Martel, CFP®, provides insightful answers to these questions and dozens more in this richly detailed book. *The Dilemmas of Family Wealth* takes a fresh look at the communications barriers, misunderstandings, and generational conflicts that can pull families apart and scatter their wealth in far less time than it took to build it. Martel identifies the dilemmas that families are likely to face and offers wise counsel for overcoming the challenges they pose. Her book includes advice and perspectives from top experts in the field and frank first-person experiences related by family members with whom they have worked.

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