

Delivering Clarity, Coordination, and Continuity for a Complex Family Balance Sheet

A Blended Family's Multi-Phase Wealth Journey with Callan Family Office

We have worked with a blended family with significant multigenerational wealth for many years. The patriarch built his wealth through the growth and eventual sale of a successful multi-generation family enterprise, followed by decades of disciplined private investing and community-focused real estate ventures. With a net worth more than \$150 million and assets spread across marketable investments, alternative strategies, multiple residences, rental real estate, and closely held entities, the family required institutional-level reporting, long-term legacy planning, and clear coordination among advisors. Callan Family Office has guided them through multiple chapters of growth, family change, and decision-making.

The primary wealth holder, has two children from his first marriage, while his wife has one child from hers. In addition to his family-focused goals, the patriarch has a long-standing commitment to philanthropy and contributing meaningfully to the communities he cares about, a motivation that helped inspire several of his real estate ventures and civic-minded projects. Because he is many years older than his wife, Callan Family Office has facilitated ongoing family meetings to communicate the estate plan to heirs and has also held dedicated planning conversations with the wife to ensure long-term clarity, confidence, and continuity in the event her husband predeceases her. Although united in values, the couple maintained separate planning priorities, introducing complexity around legacy intentions, liquidity, and fairness across beneficiaries.

Case Study

INITIAL CHALLENGES

Before engaging Callan Family Office, the family lacked a unified, comprehensive view of their total wealth. Information was fragmented across custodians, fund platforms, insurance providers, and entity records, making it difficult to evaluate risk, liquidity, and estate flow, coordinate advisors, or communicate intentions clearly to heirs. They needed clarity before they could plan with confidence.

Additionally, the husband's lifestyle spending historically exceeded the income generated by his portfolio each year. As he entered his 80s, preserving principal became a key goal. The family needed a structured plan to align liquidity, cash flow, and spending with his evolving priorities.

HOW WE HELPED

Phase 1 - Investment Management & Global Reporting

The relationship began with investment oversight and consolidated reporting. Callan Family Office aggregated all financial and non-financial assets into a single source of truth using Addepar. For the first time, the family could clearly view their entire balance sheet, enabling more efficient financial discussions and better-informed decisions.

Phase 2 — Foundations 360™ and Legacy & Wealth Planning

With full visibility in place, the family engaged in Foundations 360, a comprehensive legacy and wealth planning review process. Over several years, Callan Family Office helped them evaluate their estate design, model asset flow, and develop a long-term plan that balanced spouse protection with multigenerational objectives.

A key focus of this phase was liquidity and spending discipline. Recognizing that the father's spending patterns had historically outpaced portfolio income, Callan Family Office worked closely with him to gradually reduce annual expenditures without compromising his lifestyle or philanthropic engagement. Through ongoing reviews, cash flow modeling, and accountability tracking, he achieved significant progress in narrowing the gap between spending and income.

To further strengthen liquidity and simplify his financial picture, the patriarch has decided to sell one of his long-held real estate properties. The proceeds are expected to create additional flexibility and reduce the need to draw down investable assets, supporting his goal of preserving principal for the next generation. To mitigate the capital gains, assets were gifted to charitable causes closely aligned with the patriarch.

Callan Family Office worked closely with the family's CPA and legal counsel to implement a comprehensive estate planning strategy. This included over \$10 million in lifetime gifts to their children, utilizing irrevocable trusts and strategic valuation discounts to enhance transfer efficiency. Through a combination of lifetime gifting, use of available exemptions, and gift-splitting between spouses, more than \$20 million was successfully transferred outside of the taxable estate.

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In addition, Callan Family Office supported a combined gift-and-sale of interests in a significant family holding to the children's dynasty trust. We collaborated with legal counsel and the family CPA to structure a management agreement that allowed the patriarch to retain oversight of key decisions throughout the project lifecycle. A revolving line of credit was established in coordination with banking partners to provide liquidity and facilitate loans to the business and related family entities, supported by properly documented promissory notes. This structure preserved governance continuity, enhanced flexibility, and supported family alignment through transparency and communication. The estate plan was also designed to enable the creation of a foundation upon the father's passing, building on the charitable contributions previously made and further supporting the family's long-term philanthropic objectives.

Phase 3 - Financial Administration & Bill Pay (Later-Life Support)

As the father grew older, he sought to simplify his financial responsibilities. Callan Family Office assumed recurring administration for him and one entity with significant activity and cash flows, including:

- ~50 bills paid monthly
- 100+ bank transactions categorized each month
- Quarterly federal and state estimated tax payments
- Monthly reconciliation of 10 accounts and adjusting journal entries
- Coordination of payroll for 3 household employees
- Quarterly reporting delivered and reviewed with the client
- Weekly interaction with the principal client or his partners on their real estate projects

Using a customized financial administration tech stack, Callan Family Office reduced administrative friction, eliminated manual tracking, and provided clean, timely financial reporting.

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RESULTS & ONGOING ROLE

Today, the family benefits from a consolidated balance sheet, coordinated legacy plan aligned with their blended-family goals, reduced administrative burden, and improved spending discipline. The sale of a major real estate holding is expected to create meaningful liquidity while supporting the father's goal of preserving principal and simplifying future management for his children.

Callan Family Office continues to support the family through Data Aggregation & Global Reporting, Legacy & Wealth Planning by revisiting their Foundations 360 plan every two years or upon life changing events, Financial Administration, and Bill Pay — providing clarity, confidence, and continuity across generations.



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