

**THE CALLING OF THE COUNSELOR, PART 2**  
**THE JOSEPH TRACHTMAN MEMORIAL LECTURE**  
**RONALD D. AUCUTT**  
**(MARCH 12, 2022)**

**RESOURCES I FOUND MOST HELPFUL**

Charles W. Collier, *Wealth in Families*, 3rd edition (Cambridge, Massachusetts: Harvard University, 2012) (emphasizing the importance of not just financial capital, but also “human capital,” “intellectual capital,” and “social capital,” making sure wealth creates independence rather than dependency, drawing from interviews and otherwise incorporating the perspectives of many wealth legacy advisors)

Eileen Gallo & Jon Gallo, *Silver Spoon Kids: How Successful Parents Raise Responsible Children* (New York: McGraw-Hill, 2002) (very interesting reader-friendly advice co-authored by the late ACTEC Fellow Jon Gallo, bolstered by multiple exercises, about giving children money wisely and accompanied by values)

Eileen Gallo & Jon Gallo, *The Financially Intelligent Parent: 8 Steps to Raising Successful, Generous, Responsible Children* (New York: Penguin, 2005) (building on the foundation of the preceding book, emphasizing how observant children are of their parents’ attitudes toward wealth and providing practical guidance, first for beliefs, and then for behavior, that will encourage healthy attitudes, self-worth, and charity in both giving and doing)

Lee Hausner & Douglas K. Freeman, *The Legacy Family: The Definitive Guide to Creating a Successful Multigenerational Family* (New York: Palgrave MacMillan, 2009) (insights on family “governance,” family meetings and communication, and avoiding, or dealing with, conflict)

James E. Hughes Jr., Susan E. Massenzio & Keith Whitaker, *The Cycle of the Gift: Family Wealth and Wisdom* (Hoboken, New Jersey: John Wiley & Sons, Inc., 2013) (insights about the effects of giving on both the giver and the recipient)

James E. Hughes Jr., Susan E. Massenzio & Keith Whitaker, *Complete Family Wealth: Wealth as Well-Being*, 2nd Edition (Hoboken, New Jersey: John Wiley & Sons, Inc., 2022) (a new book updating the authors’ observations and advice about the dynamic process of preserving “human capital,” “legacy capital,” “family relationship capital,” and “social capital,” as well as “financial capital,” through generations, including fresh views of familiar roles such as trustees and trust protectors and not-so-familiar roles such as a family “Wisdom Council”)

Gerald Le Van, *The Survival Guide for Business Families* (New York: Routledge, 1999) (thoughtful reflections by the late ACTEC Fellow Gerry Le Van on 39 critical questions for business families ranging from “Are we committed to the future of our family business?” to “How do we cope with our public image and the public’s expectations of us?” in the context of captivating hypothetical anecdotes drawn from real-life experiences)

Gerald Le Van, *Healthy Wealth in Families: Sharing Prosperity, Happiness, and Purpose* (Lincoln, Nebraska: iUniverse, 2007) (35 engaging anecdotes illustrating how-tos and how-not-tos of finding happiness and purpose in the midst of prosperity through “relational estate planning,” summarized in 70 pithy “guideposts and warning signs”)

David H. Maister, Charles H. Green & Robert M. Galford, *The Trusted Advisor* (New York: Touchstone, 2001) (a comprehensive guide to building trust by being unselfish, focusing on others, caring about others, and tackling difficult issues with courage, calmness, empathy, discernment, and gentleness)

Roy O. Williams & Amy A. Castoro, *Bridging Generations: Transitioning Family Wealth and Values for a Sustainable Legacy* (Oviedo, Florida: HigherLife Development Services, Inc., 2017) (step-by-step guidance on creating family unity and mobilizing the unified family to support all its members)

Roy Williams & Vic Preisser, *Preparing Heirs: Five Steps to a Successful Transition of Family Wealth and Values* (Bandon, Oregon: Robert D. Reed Publishers, 2003) (step-by-step advice about maximizing the likelihood of success in the transmission of wealth through the maintenance of trust within the family, including the importance of finding, engaging, and heeding the right family coach or coaches)

### **ACTEC NATIONAL MEETING MATERIALS**

**(Available at <https://www.actec.org/cle/national-meeting-presentations/>)**

2011 Annual Meeting, Seminar B: “They Don’t Call Me Counselor for Nothing – Adding Value to Your Product and Strengthening Your Client Relationships,” by Robert K. Kirkland, Anita J. Siegel, and Harry W. Wolff, Jr.

2012 Annual Meeting, Seminar C: “Difficult Clients, Difficult Situations: Practical Ways to Manage Professional Conversations,” by Nancy G. Fax, Trent S. Kiziah, Cynthia Lee, J.D., Ph.D., and John A. Terrill, II

2012 Summer Meeting Stand Alone, “All in the Family: How to Counsel Family Businesses and Business Families,” by Ronald D. Aucutt, Dennis I. Belcher, Ann B. Burns, Christopher H. Gadsden, Jon J. Gallo, Dr. Marion M. Hampton, Daniel H. Markstein, III, Louis A. Mezzullo, Cynda C. Ottaway, John T. Rogers, Jr., and Anita J. Siegel

2013 Summer Meeting Stand Alone, “The Anatomy and Life Cycle of a Trust: Administration and Ethical Issues”

Dennis I. Belcher, “2016 Joseph Trachtman Memorial Lecture, Do We Need a Canary or Did the Canary Stop Singing and We Missed It?” 43 ACTEC L.J. 7 (Fall 2017)

2018 Summer Meeting Stand Alone, “The Life Cycle of a Business Entity: What You Need to Know to Advise Your Clients in Business Matters”

2019 Fall Meeting, Friday Session, “Estate Planning in the 21st Century: Using Positive Strategies to Foster Client Happiness and Well-Being,” by Richard S. Franklin, Dr. David F. Gage, Raymond C. Odom, Marjorie J. Stephens, and John A. Warnick

2020 Annual Meeting, Seminar D, “Lawyer Well-being – Forrest Gump and the Practice of Law: Did you know that Stress Reducing Techniques for Lawyers are also Life Enhancing Strategies?” by Louis S. Harrison, Michaelle D. Rafferty, and M. Allison Taylor