Dear Vanguard Investor,

Thank you for your interest in Vanguard Family Legacy Services. As you may know, legacy planning is about so much more than financial planning or transferring wealth. It’s also about creating family unity and a natural progression of all that’s important to you. No small task, to be sure. But we’re here to help.

What you can expect from us

Research has shown that approximately nine out of ten families reading this letter won’t successfully transfer their wealth past the third generation—largely because they lack effective communication and preparation. Vanguard Family Legacy Services offers opportunities for open family interaction that can help make sure your wealth—and equally important, your traditions, experiences, and vision—can be preserved well into the future.

Our planning services address the financial and human elements of legacy planning. We’ll provide:

- **A Family Alignment Day** featuring a series of activities to help you establish a solid foundation for family communication and a framework for your family’s collective vision.
- **A recorded family story** that captures your history and the values involved in how you’ve built and managed your wealth.
- **Family meetings and educational resources** that will establish guidelines to help prepare your heirs for the long-term responsibilities of inheriting wealth and carrying on your legacy.

Why Vanguard?

We take to heart our company mission—to take a stand for all investors, to treat them fairly, and to give them the best chance for investment success. That means success for you and for your heirs. Through legacy planning, we can provide you with the human component invaluable for building a lasting wealth management framework. You’ve already entrusted us with your investments. Now rest assured you can trust us with what you treasure most—your family.

Your next step

You can read more about our services in the enclosed brochure. For additional details or to schedule an appointment with a Vanguard family legacy specialist, call your relationship team at 800-962-5095.

As always, thank you for belonging to the Vanguard community of investors.

Sincerely,

James M. Delaplane, Jr.
Principal
Vanguard Flagship Services
Preserve your family’s legacy for generations

Vanguard®
When you think about the legacy you want to leave your immediate heirs and future generations, what’s important to you? As you shape your estate plan, your first thoughts may be of material assets like your financial investments and property. But it’s also important to pass on personal values, family traditions, and lessons learned—the events that have shaped who you are and enabled you to build and effectively manage your wealth.

Call us. We’re here to help you succeed.

Our legacy experts will be happy to answer any questions you may have. Simply call your relationship team at 800-962-5095 to begin the conversation.
For many families, leaving a legacy can be more challenging than building wealth. According to The Williams Group wealth consultancy, 70% of families exhaust their wealth by the second generation and a shocking 90% by the third generation. Among the reasons are failure to:

- Prepare their heirs.
- Define the purpose of their wealth.
- Transition leadership to the next generation.

But the most important cause by far is the breakdown in trust and communication among family members.
“Vanguard did a great job of facilitating what felt like a natural discussion that would have never happened without help.”
— Son of a Vanguard Family Matters participant

Let us help you

At Vanguard, we understand that successful wealth transfer and strong family unity go hand in hand, so you can feel fully confident about your family’s future. Through Vanguard Family Matters®, you’ll get expert guidance from a family legacy specialist who has participated in the Heritage Design Professional Coaching Program provided through The Heritage Institute. Your family legacy specialist will help you develop a multigenerational vision that can enhance your unique family dynamics and prepare your heirs to successfully manage your legacy.
Our comprehensive process

Family Alignment Day
Full-day meeting with your family members, your Vanguard relationship team, and a family legacy specialist, to help your family:

**Define** what being an “effective family” means from everyone’s perspective.

**Learn** a comprehensive and balanced view of the different types of wealth.

**Identify** and integrate each individual’s personal communication and leadership style.

**Create** a collective vision by agreeing on a purpose, a mission, and values.

**THE OUTCOME**
- Aligns family around a collective goal.
- Provides resources to help you establish a foundation for effective family dynamics.

Family story preservation
Recorded interview with the heads of the family to capture the family values, stories, traditions, and lessons learned for future generations. The process will:

**Preserve** important aspects of the family’s values, vision, and history.

**Provide** heirs with a vision for the future.

**Capture** your journey of building wealth so the significance of the legacy endures.

**THE OUTCOME**
- Sustains your legacy across generations through heirs that understand their family history.
- Guides future generations as they make decisions about your legacy.
- Helps advisors understand your vision to effectively shape your planning documents.

Family meetings
Regular meetings as a family to address key topics, make decisions together, transfer leadership to heirs, and have fun.

**Gain insight** on how to effectively establish, plan, and run ongoing family meetings so you can self-provision.

**Prepare** your heirs to assume the legacy through pre-inheritance experiences.

**THE OUTCOME**
- Establishes infrastructure to perpetuate the family legacy over the long term.
- Prepares heirs to lead within the family as wealth transfer occurs.

Family education resources
Interactive sessions facilitated by Vanguard experts to dive deeper into wealth management topics.

**Participate** in sessions on wealth management topics to educate your family.

**Incorporate** education sessions into family meetings or as a stand-alone event.

**Access** online educational resources through our Knowledge Center.

**THE OUTCOME**
- Equips heirs with knowledge of wealth management topics so they can manage their portfolio or their wealth management team.

While we recommend that most families go through the entire process to successfully prepare, we recognize that families may be at different stages of development. Your Vanguard relationship team can help to assess your needs to create a customized plan. Note there may be fees associated with each service.
“The day couldn’t have been more rewarding.”
— Head of family, Vanguard investor since 1980

“I really enjoyed the whole day and it was much more meaningful than I anticipated. Your facilitation created such a different experience for me than I have had in the past when meeting with the family.”
— Son-in-law of a Vanguard Family Matters participant

Solidify your legacy, empower your family.
For more information about how Vanguard Family Matters can help you establish an enduring family legacy, visit us at vanguard.com/family-matters.