

Women in Wealth Five Minute Interview: Kecia Barkawi-Hauser, Managing Partner, ValueWorks, Zurich



Are there any private clients in the world you would really like to work with?

I'd love to have more female clients. Perhaps one of the young women in China who have come in to enormous wealth.

Are women really going to take over the world, if so how?

I hope they will and I am sure women have the power. Here in Switzerland and probably this is true in Europe too, I know this will be really difficult with the business related dominance of men throughout industries. However in Asia and Africa, I have great hope that that women will leapfrog men

and take over key functions.

What is the most interesting or unusual private client deal you have ever been involved with?

Convincing a young client to become a philanthropist, coaching his wife to become a board member of the charity and seeing the impact of their work. It's so inspiring.

What lessons have you learned that you could share with women starting out in the finance industry?

It is important to find the right balance between being tough, focussed on business and female at the same time.

What initiatives do you have or do you think there should be for women?

Quotas are something that need to be look at more widely, not just for boards but in management. It is also important that women support each other to climb up the career ladder. In 2010 the UN set UN Women For Gender Equality

And Empowerment. (<http://www.unwomen.org/about-us/about-un-women/>). It would be wonderful to see these initiatives on all boards and in all countries.

Do you think the British government should legislate to bring women on boards as they did in Norway?

Yes I am in favour of quotas but I think the 40% in Norway is to high and 25% is better and should be introduced across all countries.

What are your three USP's for working with uhnw clients?

Personalise your services, work in a niche market and remain truly female.

What is the best thing that has ever been said about you or you have done or won?

The nicest compliments come from my husband but I think the fact that I am President of the Swiss Association of Trustees and have established a company with twelve em-

Continued next page

Women in Wealth

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Kecia Barkawi-Hauser

employees of which eight are women speaks for me.

What is the next big thing in private wealth management?

Compliant structures, focus on niches, top service and professionalism. Preservation of wealth will be key.

What charities do you admire and why?

I would like to mention 1000 Peace Women, a powerful worldwide initiative.

(<http://www.1000peacewomen.org/eng/aktuell.php>).

What is the dummies guide to making it to the top in finance or pwm?

Be smart, be efficient, be truly professional, be honest and focus on the future.

Women in Wealth

Five Minute Interview:

Karen M Troy, Sr Relationship Manager

RBC Wealth Management Int'l



Karen Troy

What signature taxation, laws, trusts or investments do you think really work for uhnw clients and why?

I work with clients from around the world, and many are multi-jurisdictional and multi-generational families, so there really are no cookie cutter investment or trust solutions that fit all. But, what we find that allows these types of families the flexibility many of them wish for is the utilization of private trust companies. We strongly encourage the heads of the families to involve the next generation, when appropriate, in the decision-making proc-

ess, which enables them to learn about money, structuring, and take some responsibility for it. By establishing advisory boards in private trusts, various members of the family may get involved, which helps preserve the wealth for many generations.

Are there any private clients in the world you would really like to work with?

For me personally, it isn't so much going after a particular client, but a particular type of client. I like to work with uhnw families, particularly families that want the future generation to understand the values of the previous generations and build upon these. I also like to work with families that like to involve the family in their decisions, teaching current and future generations to not only take care of themselves, but also the greater good, through charita-

Continued next page