



# Guide to High Net Worth Wealth Preservation

Build and Secure Your  
Legacy for Generations



GESTION DE PATRIMOINE  
**ASSANTE**  
WEALTH MANAGEMENT

Le Groupe St-Georges  
The St-Georges Group



## **Building and Protecting a Legacy That Lasts**

Wealth, especially at the high-net-worth level, is never the result of chance. It is earned over decades of discipline, vision, and perseverance—whether through entrepreneurship, investments, or family stewardship. Yet the very qualities that create wealth do not always ensure its preservation. History reminds us that fortunes can quickly diminish without intention, structure, and foresight.

This ebook is designed to help you see wealth differently, not simply as assets on a balance sheet, but as a story that continues long after you. Through thoughtful strategies and shared values, financial success can be transformed into a legacy of resilience and purpose.

At The St-Georges Group of Assante Capital Management Ltd., we believe true wealth is defined by its lasting impact across generations, through challenges, and in the lives you influence. Our mission is to help you protect what you have built and shape a legacy that reflects your vision.

We invite you to read, reflect, and connect with us if we can support you on this journey.

Sincerely,

**Darren St-Georges and Valérie Forget**

*Wealth Management Advisors*

*The St-Georges Group – Assante Capital Management Ltd.*

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# 1



## 1. Understanding Wealth Erosion Risks

For most high-net-worth (HNW) individuals, wealth accumulation takes years of disciplined investing, successful business decisions, or well-earned compensation. However, while the spotlight shines on a growing portfolio, a quieter threat often lurks in the shadows: a cluster of wealth erosion risks. Unrecognized or left unchecked, it can silently chip away at your legacy, no matter how robust and stable your portfolio might seem today.

Wealth erosion is the slow and steady loss of your net worth. It may be caused by financial missteps, legal matters, or even family dynamics. Because it unfolds over time, it usually goes unnoticed until the damage is hard to reverse.

Let's take a look at the most common wealth erosion risks faced by high-net-worth individuals, including taxes, concentrated investments, family conflict, and legal exposure. Recognizing these threats is the first step to building a strategy to ensure your wealth lasts well beyond your lifetime.

# 1. Taxation: The Most Predictable Erosion Risk

Taxes are one of the most consistent and predictable threats to long-term wealth preservation. For high-net-worth individuals in Canada, the burden can be especially heavy when considering capital gains, dividend income, and estate-related taxes. Aside from poor decisions, wealth erosion can also result from shifting policy landscapes, like changes to tax rules. Staying informed and adjusting your strategy accordingly is essential to prevent the slow erosion of wealth.

Similarly, individuals with corporate holdings may encounter double taxation when extracting dividends. Without thoughtful estate planning, your heirs could face tax consequences that force the premature sale of cherished assets like cottages, investment properties, or family-owned businesses.

Taxation-fuelled wealth erosion is preventable with proactive, long-range planning. Strategic use of tax-efficient accounts, timing of asset disposals, and careful estate structuring can significantly [reduce your tax burden](#).

# 2. Concentration Risk: Overexposure to a Single Asset

Another common wealth erosion risk is over-concentration: when too much of your wealth is tied to a single asset, sector, or company. This is especially common among entrepreneurs and investors who have experienced success with a particular business or stock.

Let's take the example of an individual who built considerable wealth through early investment in a technology company. While the returns may have been impressive, a sudden downturn in the tech sector or company-specific issues could dramatically reduce their net worth. The same can happen with real estate if all holdings are concentrated in one geographic area vulnerable to market shifts or regulatory changes.

A strategically diversified portfolio across asset classes, industries, and geographies can help mitigate this risk and

safeguard your wealth. You don't have to abandon what worked, but it's important to ensure that one downturn doesn't put your entire financial future at risk. The age-old wisdom of "don't put all your eggs in one basket" still holds true.

# 3. Family Conflict and Unprepared Heirs: The Human Risk

Numbers may build a portfolio, but it's the people handling it who determine whether that portfolio survives and thrives. One of the less talked-about but highly impactful wealth erosion risks comes from within the family itself.

Consider a scenario where a family has significant wealth but no clear succession plan. When the primary wealth holder passes, differing expectations among siblings can lead to disputes over assets, businesses, or responsibilities. Or a spouse or child may inherit a portfolio they are ill-equipped to manage, leading to poor investment decisions or premature depletion of assets.

These risks are backed by data: the majority of wealth transfers fail within three generations due to a lack of preparation and communication. Creating a family governance structure, holding regular discussions about values and intentions, and educating heirs about financial management are all essential components of a long-term wealth preservation plan.

## 4. Legal and Liability Exposure: When Protection Breaks Down

High-net-worth individuals are also more likely to face legal challenges simply by virtue of their visibility and assets. These may come in the form of lawsuits from former business partners, divorce proceedings, or even reputational damage that impacts income-generating ventures.

For example, someone with multiple rental properties may face a legal claim from a tenant. Or a professional may be targeted in a liability suit, putting both personal and business assets at risk. Even well-meaning philanthropy or online activity can spark legal scrutiny if not carefully managed.

To guard against these types of wealth erosion risks, asset protection tools like trusts, holding companies, and insurance policies can be invaluable. These structures create a layer of legal separation between personal wealth and potential liabilities, enabling more sustainable, [integrated wealth planning](#).

### Prevention Is the Best Protection Against Wealth Erosion Risks

"If past history was all that is needed to play the game of money, the richest people would be librarians."

- Warren Buffet

Your journey to wealth accumulation may have been paved with strategy and success. But preserving that wealth requires a different kind of discipline, one rooted in anticipation and resilience. Wealth erosion risks, from taxation and concentration to family conflict and liability, are all very real. With awareness and the right team of [strategic wealth advisors](#), they are also manageable. Forward-thinking strategies can help ensure that what you've built is protected and well-positioned to grow and serve generations to come.



# 2

## 2. Structuring Wealth for Maximum Protection and Longevity

### Build a Financial Legacy That Withstands Time, Tax, and Transition

Many of us harbour the strong desire to take care of our next of kin. We make every effort to teach values and life lessons through example and hope that they will carry on the legacy. When it comes to preserving wealth for future generations, investment returns alone aren't enough. The real power of [wealth management](#) lies in how that wealth is structured. The right wealth structuring strategies can ensure not only tax efficiency but also greater control, protection from liabilities, and a smoother transfer of assets across generations.

Whether your wealth comes from years of strategic investments, a thriving business, or a substantial inheritance, implementing fundamental wealth structuring strategies will enable you to safeguard your legacy and contribute to its longevity.

## Start with Purpose, Not Paperwork

Rather than focusing on any sophisticated financial instruments or legal frameworks, it's essential to define the 'why' behind your wealth. Are you aiming to support multiple generations, prepare for a smooth business succession, or redirect a part of your wealth toward philanthropy? Each objective influences the most appropriate wealth structuring strategies.

For instance, if you are a couple in your 50s who built wealth through real estate, you might want to support your grandchildren's education and donate regularly to a local hospital foundation. In contrast, a technology executive may want to pass on their company shares to their children while maintaining voting control during their lifetime.

Clarity and intention are critical aspects of your [estate planning strategy](#). Without them, even the most technically sound solutions can miss the mark. High-net-worth individuals must have a detailed understanding and cognizance of their personal values, family dynamics, and long-term aspirations. Only then can a tailored wealth structure provide meaningful benefits.

## Holding Companies: The Control Tower of Your Financial Structure

One of the most versatile wealth structuring strategies for high-net-worth individuals is the use of a holding company. A holding company serves as a central entity to manage shares of various operating businesses or investments. This structure not only simplifies the administration of wealth but can also offer substantial [tax planning opportunities](#).

Think of a family that owns multiple rental properties and a stake in a tech startup. By transferring ownership of these assets into a holding company, they can streamline their finances, reinvest income more efficiently and, in some cases, share income among family members in a tax-smart way

Entrepreneurs particularly benefit from holding compa-

nies to isolate risk, keeping operational business liabilities separate from personal or family assets. Additionally, owners can control how income is distributed and when assets are passed on, which is crucial for succession planning.

## Trusts: The Gold Standard for Multi-Generational Planning

Trusts are another cornerstone of effective wealth structuring strategies. They offer a legal framework to hold and manage assets for beneficiaries while enhancing privacy, control, and often, tax advantages.

As a single parent with a blended family, you may consider using a discretionary trust to ensure your children from a previous marriage receive financial support, while also preserving assets for your current spouse. A family with adult children might create an inter vivos trust to gradually pass on wealth during their lifetime while maintaining oversight.

Discretionary trusts allow trustees to decide how and when beneficiaries receive distributions. They are ideal for managing inheritances for young or financially inexperienced heirs. Inter vivos trusts can be used to reduce estate size for tax purposes while keeping wealth transfer aligned with personal values.

Choosing the right trustee, i.e., someone with financial acumen, integrity, and a deep understanding of your family goals, is essential. Trust terms should also be reviewed regularly to adapt to legal changes and evolving family needs.



## Estate Freezes: Lock in Value Today to Empower The Future

An estate freeze is a powerful tool that locks in the current value of an individual's assets, allowing future growth to accrue to heirs. This is particularly effective for reducing tax liabilities upon death and ensuring a fair, orderly transfer of business interests or investment portfolios.

Consider a business owner whose company is poised for significant growth. By implementing an estate freeze, they can “freeze” their current value in preferred shares and issue new common shares to their children or a family trust. This allows future appreciation to bypass their personal estate and reduces the tax burden upon death.

Estate freezes are also helpful for those with investment portfolios expected to grow substantially. The wealth holder retains control via voting shares while successors benefit from future gains.

As with any strategy, it should be implemented with careful legal and tax guidance from various professionals, including tax lawyers, CPAs and [strategic wealth advisors](#) to avoid unintended consequences and ensure compliance.

## Wealth Structuring Strategies: Protect Your Loved Ones, Preserve Values, and Pass on Wealth with Precision

Think of a family that, through thoughtful structuring, ensures their vacation home stays within the family, their charitable goals are met, and their grandchildren's futures are funded. That's the power of [integrated wealth planning](#).

Strategic structure is the scaffolding on which lasting wealth is built. Holding companies, trusts, and estate freezes are more than technical tools; they are enablers of legacy, protection, and clarity.

# 3



## 3. Estate Planning and Succession for HNW Families

### Shaping A Legacy that Lasts Beyond A Lifetime

Estate planning for high-net-worth (HNW) individuals might seem like a lot of paperwork left to professionals like lawyers, notaries, and financial planners. In reality, it is much more than drafting documents, and it requires your involvement to shape the future you envision for your family and community. Yes, there are legal frameworks, tax strategies, and financial structures to navigate with professional assistance. But beneath it all lies a deeper question: What story will your wealth tell when you're no longer here to tell it yourself?

With intention, clarity, and care, estate planning becomes less about dividing assets and more about uniting purpose. It is a form of leadership, ensuring that your legacy continues to serve, inspire, and uplift your heirs and beneficiaries.

## What Makes HNW Estate Planning Unique?

Estate planning for high-net-worth individuals is a multi-layered endeavour that requires a different playbook. While one foundational layer will be deciding who inherits what, other equally important aspects involve orchestrating the smooth transfer of complex wealth, such as multiple properties, investment portfolios, private businesses, trusts, and sometimes even assets across borders.

This level of planning requires a harmonious integration of legal, tax, and emotional considerations. For example, transferring ownership of a cherished family retreat might involve intricate legal structures and significant tax planning, but it also requires sensitivity to the memories, traditions, and connections tied to that place. It's the balance between the technical and the human that constitutes successful estate planning as part of a comprehensive wealth management strategy for high-net-worth individuals.

## Building a Values-Aligned Estate Plan

True estate planning for high-net-worth individuals begins with vision. Before you decide on structures or timelines, you need to define the legacy you want to leave. How do you envision it being put to use, purposefully? Is it about safeguarding your family's summer cottage for future generations? Ensuring that every grandchild has access to higher education? Creating a philanthropic foundation that carries forward your values long after you're gone? In short, what do you want your wealth to do?

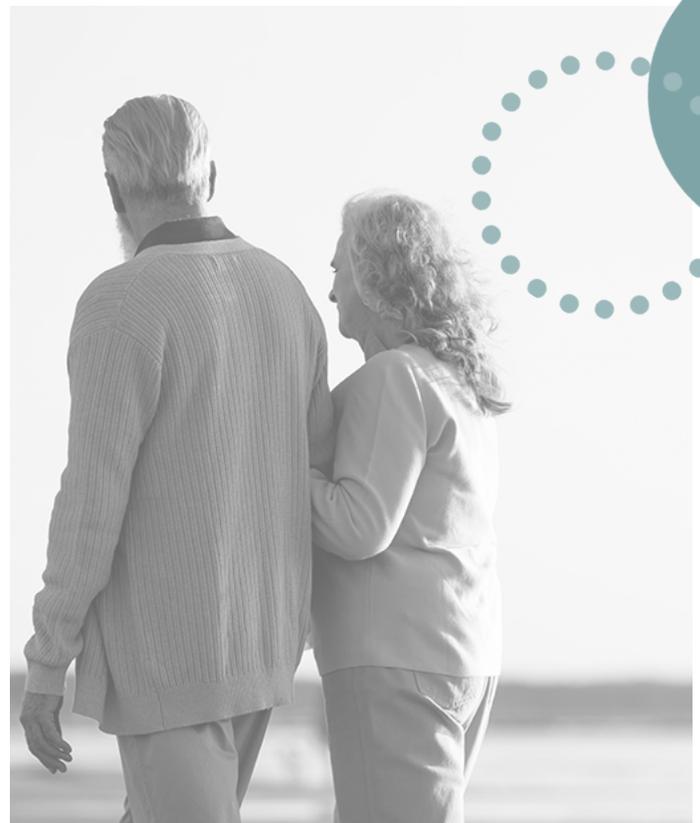
If your vision is to preserve the family's history and togetherness, that might mean structuring shared ownership and responsibilities for certain assets. If your goal is to foster opportunity, it could mean establishing dedicated funds to support education, entrepreneurship, or charitable work. When you anchor your estate plan in your personal values, every subsequent decision becomes clearer. This values-first integrated approach to estate planning gives your wealth lasting power to endure and continue to support meaningful work in the world.

## Managing Heirs and Family Dynamics

The human side of estate planning for high-net-worth individuals often comes down to one of the most delicate questions: How do you pass on wealth without creating conflict? How do you divide assets without dividing your family? Equitable distribution may not necessarily be the best method because fairness isn't always equality; it's alignment with each beneficiary's role, readiness, and potential to preserve and grow their inheritance.

One heir may be prepared to take the reins of a family business, while another may prefer a more hands-off involvement. Some families use gradual, milestone-based distributions to help younger heirs develop financial acumen before managing significant wealth. Others assign different assets to different heirs, balancing overall value but recognizing unique skills, passions, or life paths.

Approaching these decisions with foresight and incorporating family education and financial literacy planning helps prepare heirs to receive wealth and steward it wisely.



## Estate and Succession Mechanisms

The vision you create for your legacy must fit seamlessly within a strong, adaptable framework. For estate planning in high-net-worth families, that framework is the structural backbone of a future-proof estate plan that often includes:

- **Wills:** Defining asset distribution, naming executors, and sometimes structuring multiple wills for different jurisdictions or asset classes.
- **Probate Planning:** Streamlining or avoiding the probate process to reduce delays, costs, and public exposure of family affairs.
- **Trust Planning:** Using trusts to protect assets, control timing of distributions, minimize taxes, and support long-term legacy goals.
- **Powers of Attorney and Mandates in Case of Incapacity:** Ensuring trusted individuals can act on your behalf when you cannot.
- **Letters of Wishes:** Offering personal guidance to executors and trustees, translating your intentions into practical direction.
- **Family Values Letter (Also called an Ethical Will):** Sharing your beliefs, principles, ethics, and hopes to guide future generations.
- **Bequest Memorandum:** Indicating how specific personal and household items are to be distributed among particular beneficiaries.
- **Charitable Donation:** Directing part of your estate to causes that reflect your values, whether through one-time gifts, ongoing endowments, or the creation of a family foundation.



Keep in mind that the timing of transfers is just as strategic as the tools themselves. Lifetime gifting can allow you to mentor the next generation as they assume responsibility, while posthumous transfers can protect the structure and intent of your estate.

Your estate plan should be a living document that is reviewed and refined as your family grows, laws change, and your goals adapt to the dynamics of your situation and your relationships. Your [strategic wealth advisors](#) can help integrate these updates to fit your broader wealth management strategy, so your plan remains as dynamic as the life you're living.

## From Paperwork to Purpose: Estate Planning is Family Leadership

To reiterate, estate planning for high-net-worth individuals takes more than wealth distribution. Consider it an essential step toward wealth preservation focused on continuity, clarity of purpose, and harmony. It's the bridge between the life you've built and the future you imagine. Done with vision, it ensures your values remain as enduring as your assets, leading your family as a guiding light with the same clarity and care that shaped your success.

# 4

## 4. The Role of Insurance in HNW Wealth

Insurance is often seen as a safeguard against risk. Yet for high-net-worth (HNW) families, its potential is far greater. It is not just about protection; it is also about possibility. When integrated into a wealth strategy, insurance becomes a tool of foresight; one that creates liquidity, strengthens estate planning, balances inheritances, and reduces tax exposure.

For HNW individuals, insurance strategies are not simply defensive measures. They are instruments that help shape how wealth endures, how families remain united, and how values are carried forward. Whether your legacy stems from entrepreneurship, investments, or generations of family stewardship, [insurance planning](#) ensures the wealth you have built transcends the present moment and resonates across time..



# Creating Liquidity and Lasting Security In An Illiquid Estate

Affluent families often hold wealth in places that cannot easily be converted to cash, such as real estate, corporations, private equity, or trusts. While these assets represent strength and permanence, they can also present challenges when estates need to settle obligations.

Here, insurance unlocks possibilities, turning fixed wealth into flexible opportunities. A policy provides immediate liquidity to:

- cover taxes
- settle debts
- handle final expenses

This ensures your family does not need to dismantle the structures you spent a lifetime building. A family cottage, a portfolio of rental properties, or a cherished business can remain intact, preserved without compromise for future generations.

In this way, insurance strategies for high-net-worth individuals transform potential disruption into stability. Instead of burdening loved ones with difficult choices, it allows them to focus on carrying forward your legacy with clarity and confidence, inheriting not only assets but also the vision you had for them.

## Equalizing the Inheritance Across Generations

In HNW families, wealth extends beyond numbers. It encompasses the values of fairness, unity, and family harmony. When heirs' circumstances or interests differ, dividing assets equitably can be complex. A family business, for example, may be a source of pride for one child, but a burden for another.

Permanent life insurance bridges these divides between generations. It allows heirs outside the business to receive an equivalent share of value without fragmenting ownership or creating conflict. This foresight reduces the risk of legal disputes or emotional rifts, ensuring each generation

feels valued and included.

At its best, insurance strategies for high-net-worth individuals go beyond balancing wealth. They strengthen cohesion, preserve harmony, and reinforce the bonds of family while safeguarding the integrity of assets – helping ensure wealth unites rather than divides.

## Enhancing Tax Efficiency for Generational Wealth

Taxes are not merely a cost. Left unmanaged, they can erode the very legacy you intend to leave. Insurance offers an elegant solution by weaving [tax planning](#) efficiency into the fabric of wealth preservation.

- **Personally owned policies** may bypass the estate entirely, reducing probate fees (outside Quebec) and ensuring a smoother transition of wealth.
- **Corporate-owned life insurance (COLI)** offers even greater opportunity. Proceeds credited into a special account known as the Capital Dividend Account (CDA) can be distributed tax-free to shareholders.
- **Segregated funds (seg funds)** allow proceeds to pass directly to beneficiaries, minimizing estate administration fees.

Aligned with estate freezes, trusts, and other advanced structures, insurance planning for high-net-worth individuals does more than offset liabilities. It gives families the ability to protect hard-earned wealth from unnecessary erosion and redirect more of it toward the people and causes they care about most. The right strategy depends on your circumstances and should be tailored with guidance from tax and legal professionals.

## Supporting Succession in Family Enterprises

“Succession is not about the next generation filling your shoes; it’s about giving them the ground to stand on.”

Family enterprises are often the heartbeat of multi-generational wealth. Yet their continuity can be vulnerable to transitions in leadership or unexpected events. Insurance provides the liquidity to bridge these moments of uncertainty.

Through buy-sell agreements funded by insurance, successors gain the liquidity to acquire ownership without destabilizing the enterprise. Policies can also support gradual transitions, ensuring that both founders and the next generation navigate change with confidence.

When designed with intention, insurance turns succession from a risk into a rite of passage. It allows a business to remain not just operational, but visionary, facilitating growth beyond the lifetime of its founder. It also provides stability and confidence that your enterprise continues to reflect the values you worked hard to instill. With [integrated wealth planning](#) and the proper structure in place, succession is no longer a disruption. Instead, it becomes a powerful opportunity to strengthen the business and the bonds within your family.

## Enabling Strategic Philanthropy: Transforming Your Wealth into Purposeful Giving

“It’s not just about leaving money behind. It’s about leaving the world a little better than you found it.”

For many HNW families, wealth is not only about accumulation; it is about impact. Philanthropy becomes a channel to express values and extend influence into the wider world. Insurance magnifies this possibility.

By designating a charity as the beneficiary of a policy, or by transferring ownership during your lifetime, you can create transformational gifts that endure. With guidance from your [wealth advisors](#), these strategies not only enhance giving but also deliver tax advantages, reinforcing the cycle of generosity.

In this sense, insurance becomes more than a financial tool. It becomes a vessel of legacy, aligning wealth with your vision for society.

## Preserve, Protect, and Project Your Legacy: Insurance Reimagined

At its core, insurance is a promise, a promise that wealth will not simply endure, but flourish. By creating liquidity, balancing inheritances, enhancing tax efficiency, supporting succession, and enabling philanthropy, insurance becomes one of the most versatile instruments of legacy planning.

Now is the moment to consider whether your current coverage reflects your vision for the future. Carefully integrated insurance strategies designed for high-net-worth individuals can help ensure that your wealth does not merely pass on, but it lives on.

# 5



## 5. Instilling Financial Values in the Next Generation

Passing on wealth without wisdom is like giving your heirs a compass without teaching them how to read it. Rather than function as an instrument for navigation, it may become the reason for their confusion, drift, and sometimes, the loss of direction altogether. Too often, the conversation around inheritance stops at legal documents and asset transfers. In reality, the more pressing question is: Will the next generation know what to do with what they receive?

“A very rich person should leave his kids enough to do anything, but not enough to do nothing.”

-Warren Buffett

## Anchoring Wealth in Values

Money without meaning rarely endures. If wealth is transferred as a number on a statement, it risks becoming a source of confusion, or worse, contention. Families who view their wealth as more than capital see it not only as a resource, but also as a responsibility.

For families of significant means, the legacy is rarely just dollars and cents. True wealth is carried in the mindset, purpose, and responsibility that travel alongside the balance sheet. Without this foundation, even the largest fortune can shrink within a generation. With it, however, high-net-worth families pass on not just money, but also meaning.

Here lies the difference between “family wealth” and “family legacy.” Wealth comprises the assets themselves. Legacy is the why behind them: the story of the risks taken, the discipline shown, the vision pursued. When you make your family values explicit, whether you emphasize entrepreneurship, philanthropy, or education, you turn inheritance into a shared mission rather than a divided resource.

True legacies are built on values, not valuations.

## Planting Seeds Early Through Conversation

Silence around money may feel protective, but it often leaves the next generation unprepared. If your children never see how wealth is discussed, they may grow into adults who either fear money or take it for granted. Conversations started early, even in small, age-appropriate ways, help to set a healthier foundation. It also becomes easier to maintain a degree of flexibility in your wealth plan.

For a child, this could be as simple as saving allowance money for a toy or setting aside a portion for charity. Pre-teens can experiment with small investments or contribute to family giving decisions. Teenagers, meanwhile, can be invited into budgeting discussions, gaining exposure to how financial priorities are weighed and trade-offs are made.

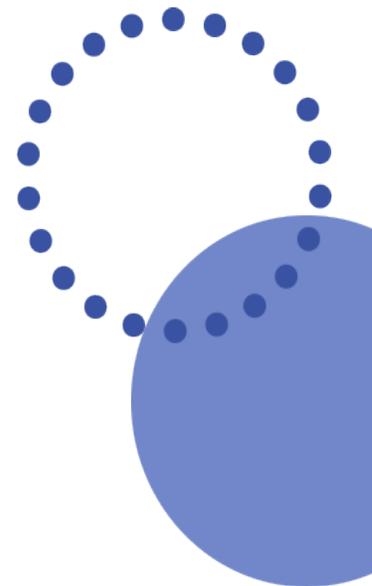
These early conversations normalize money as a tool for choice and responsibility, rather than a subject meant only for adults or a silent burden never spoken of with children. Instilling perspective alongside practice is what will help prepare your children for stewardship.

## Building Structure: Education and Governance

Wealth without structure invites drift. Over time, informal conversations must evolve into frameworks that enable intentions to become crystal clear and responsibilities to be mindfully shared. Families who succeed at wealth transfer often create governance systems that outlast any one generation.

This can begin simply with regular family meetings or discussions about investments and philanthropy. Some HNW families go further, creating investment committees or family councils to formalize decision-making. A mission statement or legacy letter can also act as a compass, reminding heirs of the principles behind the assets.

If you have a large and complex estate, family offices or constitutions may become essential, providing oversight and preventing disputes. These structures ensure that your wealth is managed in alignment with both financial prudence and family purpose. Governance is how vision becomes practice.



## From Learning to Stewardship: Gradual Responsibility

Knowledge without practice remains theory. The real growth comes when your heirs are entrusted with responsibility and the chance to make mistakes on a scale where those mistakes can teach rather than destroy.

This might mean allowing a young adult to manage a modest investment account, oversee a charitable fund, or shadow business leaders in your family enterprise. Through the learning years, these experiences will build confidence, discipline, and judgement. All essential qualities that no textbook or lecture can instill.

Equally important is defining what it means to be a “successful heir.” Is it someone who preserves wealth? Someone who grows it? Or someone who uses it to create impact? The definition will differ for every family, but having one ensures clarity for parents and children, making estate planning a thoughtful, responsibly fulfilled process.

True stewardship blends technical skill with a moral compass. The time to begin is now. Your legacy depends on it. The St-Georges Group supports families in this [wealth preservation](#) journey, helping clients align their wealth with purpose and guiding the next generation toward stewardship. The question is not whether you will pass on wealth, but whether you will also pass on the wisdom to sustain it.

## Build a Lasting Legacy Based on Solid Values

Inheritance without preparation is not a gift; it’s a gamble. Without values, conversations, structure, and experience, wealth rarely survives beyond one generation. With these in place, however, it can become a force that endures, shaping not only financial futures but also personal character.

Your wealth tells a story. Make sure it’s the story you want future generations to hear. Your [strategic wealth advisor](#) can help you turn assets into a lasting legacy by aligning your financial strategy with your family’s values and vision.



# 6

## 6. Philanthropy as a Wealth Preservation Strategy

“We make a living by what we get. We make a life by what we give.”

- Winston Churchill

For high-net-worth individuals, philanthropy is an intentional act; one that reflects values, vision, and a desire to create lasting impact. True giving shapes a legacy that aligns with your priorities and influences the future. High net worth philanthropy can lower your tax exposure, foster a sense of shared purpose across generations, and ensure that your wealth continues to serve the community well beyond your lifetime.

Thoughtful giving is an essential component of [advanced wealth management](#). When integrated with tax and estate planning, it transforms accumulated capital into a force that creates enduring value. Ask yourself the following questions: What values do you want your wealth to represent? How do you hope your contributions will shape the future for your family and for society?

## Aligning Purpose with Wealth

Incorporating philanthropy into your wealth plan creates harmony between financial success and personal meaning. High net worth philanthropy allows you to channel resources toward causes that matter, whether that's advancing education, supporting health initiatives, or funding conservation efforts.

This alignment can also deliver significant financial advantages. Donations can reduce taxable income, offset capital gains, and lower the overall value of your estate for probate purposes (Quebec's system differs). Many families view this stage of their journey as the point where wealth becomes a tool for significance rather than just accumulation. [Integrated wealth planning](#) can help ensure your giving supports your financial and personal objectives.

### Key Questions to Consider:

- Which causes or issues matter most to you right now?
- Do you want your giving to be local, national, or global in scope?
- How important is visibility or anonymity in your philanthropic efforts?



## Selecting the Right Giving Structures

Effective giving starts with choosing a vehicle that matches your goals, the size of your contribution, and your desired level of involvement.

- **Direct Donations:** Simple and immediate, direct gifts, whether cash, online transfers, or securities, offer flexibility and create instant impact.
- **Donor-Advised Funds (DAFs):** DAFs give you the advantage to contribute assets now, receive a charitable donation tax receipt, and recommend grants over time. They work well for donors who want an intentional approach without taking on the responsibilities of running a foundation.
- **Private Foundations:** If you seek long-term involvement, a foundation offers control over grant-making, mission setting, and family participation. This approach supports ongoing engagement and can involve multiple generations of your high-net-worth family.

Choosing the right structure ensures that your philanthropic efforts reflect your family's aspirations and align with your long-term wealth preservation strategy. Learn more about [charitable giving strategies](#) that are customizable to match your objectives.

### Key Questions to Consider:

- Do you want to actively manage the giving process, or keep it simple and hands-off?
- Is your goal immediate impact, or long-term, sustained support?
- How much administrative responsibility are you willing to take on?

## Philanthropy as a Tax and Estate Planning Tool

Philanthropy can play a powerful role in optimizing tax and estate outcomes. Charitable contributions can reduce your taxable income and minimize exposure to capital gains. In Canada, donating publicly traded securities eliminates the capital gains tax entirely, making this one of the most efficient ways to give.

As you engage in [estate planning](#), keep in mind that charitable bequests decrease the taxable value of your estate, which can support smoother wealth transfer and significantly reduce probate fees (Quebec's system differs). Some families use life insurance to create a larger charitable gift while maintaining liquidity for their heirs.

Integrating these strategies into your plan allows you to enhance impact while maintaining control over how your wealth grows, is distributed, and preserved as your lasting legacy.

### Key Questions to Consider:

- Are there appreciated assets you could donate to maximize tax benefits?
- How do you want charitable gifts to be reflected in your estate plan?
- Could life insurance or another giving strategy help you achieve your goals more efficiently?

## Engaging the Next Generation

Philanthropy is also an opportunity to bring families together. Many of our [high net worth clients](#) create family giving committees, engage children and grandchildren in selecting causes, and encourage them to participate in evaluating outcomes.

This approach builds financial literacy, nurtures shared values, and helps your heirs develop a healthy relationship with family wealth. High net worth philanthropy, when practiced as a family, turns giving into a unifying experience and prepares your next generation to continue the mission and keep your vision alive. [Strategic wealth advisors](#) can help structure these discussions to strengthen long-term family governance.

### Key Questions to Consider:

- How do you want your children or grandchildren to participate in decisions about charitable giving?
- What skills or lessons about wealth do you hope to pass along through philanthropy?
- Should philanthropy become a formal part of your family governance plan?

## Philanthropy: Turning Wealth Into Lasting Good

Philanthropy is one of the most meaningful ways to preserve and put your wealth to work for society. When planned thoughtfully, it reduces your tax burden, strengthens family ties, and has an impact that lasts for generations.

Your giving can become the defining chapter of your family's story. Your [strategic wealth advisor](#) will work with you to design a giving plan that reflects your values, supports your goals, and strengthens your family's legacy.



# Conclusion

## Preserving Wealth, Extending Legacy

The journey of wealth does not end with its accumulation—it begins there. For high-net-worth families, true success lies in transforming financial capital into a legacy that carries purpose, strengthens family bonds, and endures across generations.

Throughout this ebook, we have underscored one simple truth: preserving wealth requires more than numbers. It calls for foresight, structure, values, and the courage to make intentional choices that align with your vision for the future. When these elements come together, wealth evolves into something far greater than assets—it becomes a story of resilience, continuity, and impact.

At The St-Georges Group of Assante Capital Management Ltd., we are committed to helping you build that story. Our role is to guide you through the complexities of wealth preservation with clarity and care, ensuring that what you have created continues to serve both your family and the wider community for years to come.

Your legacy is not only what you leave behind, but also what you set in motion. Now is the time to shape it with intention.

**We look forward to being part of that journey with you.**

**Contact The St-Georges Group today!**

### **The St-Georges Group**

2020 Rte Transcanadienne  
Suite 200  
Dorval, QC, Canada  
H9P 2N4  
Tel.: 514-832-5124

# About the Authors & The St-Georges Group

**Darren St-Georges, BA, B.Comm.**  
Senior Wealth Management Advisor



Darren is the second-generation owner of The St-Georges Group and has over 15 years of experience in the wealth management industry. He began his career while completing his Bachelor of Commerce in Finance at the John Molson School of Business and took full ownership of the firm in 2015.

As a wealth management advisor, Darren has built a multidisciplinary team of professionals specializing in tax and estate planning, financial strategies, and insurance solutions. He believes in a collaborative, integrated approach to wealth management that goes beyond investment advice to align personal, professional, and family objectives. Darren is recognized for his ability to simplify complex financial matters and help clients make confident, informed decisions.

## Contact Darren St-Georges

[dstgeorges@assante.com](mailto:dstgeorges@assante.com)

Tel.: (514) 832-5112

**Valérie Forget, B.A.A.**  
Wealth Management Advisor



Valérie joined Assante Wealth Management in 2015 and became part of The St-Georges Group in 2019. She holds a Bachelor's degree in finance with distinction from the Université du Québec en Outaouais.

Valérie specializes in providing comprehensive wealth management services with a focus on tax and estate planning. She works closely with entrepreneurs, dentists, and healthcare professionals to design clear and effective financial strategies. Her personal, collaborative style helps clients feel informed, supported, and empowered in their decision-making.

## Contact Valérie Forget

[valerie.forget@assante.com](mailto:valerie.forget@assante.com)

Tel.: (514) 832-5125



## About The St-Georges Group

The St-Georges Group is an CI Assante Capital Management Ltd. firm based in Montreal, dedicated to helping entrepreneurs, dentists, and healthcare professionals achieve financial independence through integrated, expert-led wealth planning.

We offer a wide range of personalized services, including:

- Tax Planning
- Estate and Succession Planning
- Insurance Planning
- Retirement Planning
- Investment Strategies
- Charitable Giving
- Cash Flow and Debt Management

What sets us apart is our commitment to collaboration and transparency. We work closely with both our in-house professionals and our clients' existing advisors to deliver coordinated, long-term solutions. Our approach ensures that every decision, from day-to-day wealth management to long-term strategies, serves your broader goals with clarity and confidence.

The St-Georges Group – Where expert guidance meets personalized wealth management.

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