# Frequently asked client questions

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The forty questions in this chapter are the ones clients actually ask, in the words they use. The answers are short by design and point to the part of the book that carries the full analysis. They are grouped by the type of client who tends to ask them, although the grouping is loose: the founder's questions interest the investor, while the trustee's questions interest the family office. Each answer states the position as at 30 June 2026 and, where the law is in motion, says so.

A word on the form of the answers is needed, because clients prefer a direct answer with the main qualification to a balanced survey of possibilities, and the answers below are written in that spirit. Where the direct answer is "it depends", the answer says what it depends on, because that is the information the client needs to decide what to do next.

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