

Lowenhaupt's Talent Influx Doesn't Mean CEO Plans Retirement

By Tom Burroughes, Group Editor | July 23, 2018



Founder and CEO of Lowenhaupt Advisors isn't getting any younger and has brought in new talent, but says he is as eager to go on working as ever.

Charles Lowenhaupt is no stranger to stirring up debate in these pages and also has no plans to retire any time soon, even though he is at the age when most Baby Boomers are looking to put their feet up.

"In my career I've had partners who worked into their eighties; families that we work with have older people in them so a company such as ours has to have the same," he told this publication in a recent call.

LGA's recent flurry of personnel announcements prompted this publication to wonder if Lowenhaupt might want to call it a day. He has been bringing in new blood into his eponymous firm in recent weeks to refresh its talent pool. A graduate of Harvard (1965-69), Lowenhaupt's business, [Lowenhaupt Global Advisors](#), recently brought back one of its founders, Chris Quinn, back into the firm. Quinn will help to set the firm's strategic direction, develop its management team and run operations in St Louis, New York and Chicago. He helped found LGA in 2006. In June, LGA also announced that Laura Hewgley and Tara Harris, two long-time associates in the firm, had been promoted. Hewgley, who has more than 17 years of experience, was named chief operating officer. Harris, who has more than 15 years of client services experience, was named chief family office executive.

Those announcements referred to "succession planning" so naturally FWR asked Lowenhaupt if he was thinking of moving on. "Absolutely not," he said.

"There is a need for younger people here to push the business further," he said.

Controversy

Lowenhaupt likes to raise uncomfortable questions, such as in a recent article when he spoke about the dynamics of rich families and a [recent tragic case](#) of Matthew Mellon, who died from a major drug problem. The article caused [pushback from other industry figures](#).

Lowenhaupt said that he was delighted he was able to stimulate debate in an industry sometimes afraid to do so. (The editors of this news service were similarly gratified at the reaction.)

One of Lowenhaupt's passions is framing how families need objective advice that is not linked to pushing products and services. In fact, families often need to sit down and understand what they want to use their wealth for, rather than chase after the latest money-making idea.

"It is about putting money in its place," he said.

"It's not easy to find people out there [who get the LGA philosophy]," he said. "The industry has been so orientated to selling and building products," he continued. "The starting question I have with clients is: what is the wealth for? The reaction is often 'No-one has ever asked us this question before.'"

With advisors playing the role of wealth "counsellors", this fits with families' instinctive understanding that, as was the case in decades past, they wanted someone who was "sitting on their side of the table", he continued.

By taking this approach, it is a fair bet that Lowenhaupt will be throwing his intellectual rocks in the pond for quite some time to come.