

## International Women in Wealth “five minute interview”



Emily Yiolitis  
Partner  
Harneys

satellite slots in orbit.

**What lessons have you learned that you could share with women?** Be practical, be informed, be confident without becoming overbearing, reassess client structures regularly. Put in the time to nurture client relationships.

**What initiatives do you think there should be for women?** I believe that reverse discrimination redresses social inequalities at a cost which outweighs the benefit.

**If you had to win a wealthy new client where would you take them to impress them?** A home cooked meal is always a winner if you are playing on home ground.

**What are your three USP's for working with uhnw clients?** Listen. Inspire confidence. Work hard to deliver.

**What is the best thing that has ever been said about you or you have done or won?** I have had praise from the Legal 500, Chambers Global and Citywealth Leaders List 2010. The greatest praise also comes from recognition from a client.

**What is your individual focus?** The majority of our private client portfolio emanates from Russia and the CIS.

**How much do you travel on business and where do you tend to go?** On average twice a month to Moscow, New York, Tel Aviv and Hong Kong.

**What is the next big thing in private wealth management?** The convergence of the real and digital worlds in health care, infrastructure and manufacturing.

**Will you still be successful as a woman if you don't dress the part?** If you want to be taken seriously you should dress the part.

**What would you tell a divorcing woman in the UK, whether she was British or International, and why?**

Divorce is common nowadays. Take sound financial, tax and legal advice and reassess your working model.

**Is the glass ceiling still with us?** Only for the women not tall enough to break it.

**What charities do you admire and why?** Make a Wish foundation and charities which help the elderly.

**What is the dummies guide to making it to the top in finance or pwm?** Be equipped with information and be interested in your work - it's the passion from within that helps you succeed.

**What signature taxation, laws, trusts or investments do you think work for uhnw clients?** UHNW clients are not a homogenous segment and have different and distinct needs which require bespoke planning.

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

**Are women really going to take over the world, if so how?** Globally women are becoming an economic power and there is a shift from the position of women's prosperity deriving from inheritance and marriage. I believe that a diversity of both male and female input in think tanks and on management boards is ideal and likely to lead to more thorough analysis.

**What size of client do you generally work with?** Circa 50 million.

**What is the most interesting or unusual private client deal you have ever been involved with?** Most recently N acquisition/leasing of