Questions fréquentes des clients

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Les quarante questions de ce chapitre sont celles que les clients posent réellement, dans les termes qu'ils emploient. Les réponses sont volontairement brèves et renvoient à la partie de l'ouvrage qui contient l'analyse complète. Elles sont regroupées selon le type de client qui a tendance à les poser, même si ce regroupement est souple : les questions du fondateur intéressent l'investisseur, tandis que celles du trustee intéressent le family office. Chaque réponse expose la situation au 30 juin 2026 et le signale lorsque le droit est en mouvement.

Un mot sur la forme des réponses s'impose. Les clients préfèrent une réponse directe assortie de la principale réserve à un panorama équilibré des possibilités, et les réponses ci-dessous sont rédigées dans cet esprit. Lorsque la réponse directe est « cela dépend », la réponse indique de quoi cela dépend, car c'est l'information dont le client a besoin pour décider de la suite.

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