

Coral Gables Trust and Judy Zeder Host Panel Discussion on the Greatest Transfer of Wealth in History

November 20, 2024



Held on October 31 at Biscayne Bay Yacht Club, the panel was moderated by Jane Wooldridge, Senior Director of Journalism Sustainability and Partnerships at the Miami Herald, and featured a distinguished list of speakers, including Pascale Hainline, CRPC®, Executive Director and Wealth Advisor at J.P. Morgan Wealth Management in New York; Dr. Andrea J. Heuson, Professor of Finance at the University of Miami; and Judy Zeder.









Over a sumptuous breakfast, the audience of accomplished women explored the unprecedented wealth transfer impacting women and their financial futures as trillions of dollars begin to change hands.

Donald A. Kress, CEO and President of Coral Gables Trust, opened the event articulating the concept behind the Women & Wealth series, now in its fourth year, designed to be a thought-provoking and engaging succession series of events that empower South Florida women by building financial confidence through sound wealth strategies. The popular events regularly feature renowned experts across fields from philanthropy to entrepreneurship to estate planning.

“We are witnessing a pivotal moment in history where women are not only inheriting wealth but are also becoming key decision-makers in financial management. Conversations like this are crucial in fostering education around these opportunities,” stated Donald A. Kress, CEO and President of Coral Gables Trust.

Jane Wooldridge, whose previous role included serving as the long-time business editor of the Miami Herald, guided the panelists through insightful questions regarding the unique challenges women face in wealth management, differences in investment behaviors between genders, and the importance of cultivating trustworthy relationships with financial advisors.



The panel addressed that the wealth management industry often tailors its approach to male clients, leaving a gap in addressing the distinct priorities of female investors. For example, they are more likely to emphasize sustainability, family legacy, and long-term financial wellness, pointing to a need for financial advisors to adapt their approach to better serve women's goals.

With the rise of women as significant beneficiaries in this wealth transfer, due to such factors as outliving their spouses and realizing the fruits of their own successes in business, the panel delved into effective strategies for preparing for financial futures and the necessity of financial education in an age of misinformation. Professor Andrea Heuson provided the audience with a list of informative websites she recommends to her students as well as offering tips such as joining investment clubs and being mindful of anticipating sudden life changes such as a divorce, business interruption or failure, and the need to care for ailing family members. Pascale Hainline shared her years of knowledge of the time-honored best practices for wealth growth and preservation and her own perspective as a woman in a male dominated industry.

Judy Zeder, one of the most successful businesswomen in Florida, spoke to the importance of investing in the community. The philanthropist and high-powered realtor, part of The Jills Zeder Group of Coldwell Banker Realty—the nation's top real estate team as recognized by *The Wall Street Journal*—sits on the board of several nonprofits and urged the women in the audience to give back to a cause that resonates with them, emphasizing that one mustn't take from a community without giving back.

“I want my clients to not only enjoy their new home and for it to be a perfect match, but also to ensure they get involved in this community. It's one thing to enjoy the waters of Biscayne Bay, or the benefits of world-class medical care, it's another to get involved in its preservation and make an impact doing so,” said Zeder.

“The transfer of wealth provides an extraordinary opportunity for women to shape their financial futures. It is vital for us to create environments that facilitate learning and

collaboration, empowering women to navigate this with confidence,” remarked **John W. Harris**, Managing Director of Coral Gables Trust.

Founded in 2004, Coral Gables Trust was established to provide transparent, high-level wealth management and fiduciary services to local affluent high-net-worth families, charities, and professionals. The firm has forged a reputation as the gold standard in trust and wealth management services – growing from a startup with an HQ office in Coral Gables to the leading independent, privately-owned Firm in South Florida with 40 professionals in three additional offices in Fort Lauderdale, Boca Raton, and West Palm Beach.

About Coral Gables Trust

Coral Gables Trust (CGT) is the fastest-growing independent and privately held trust company headquartered in South Florida and a leading provider of Trust and Estate, Wealth Management, and Financial Planning services for clients throughout the State, nationwide, and internationally. Devoted to putting our clients’ interests first, CGT provides conflict-free services, personalized advice, open-architecture institutional quality (no proprietary products), and asset-based fees.

About The Jills Zeder Group:

[The Jills Zeder Group](#) at Coldwell Banker Realty, is consistently ranked the #1 real estate team in the United States. The team is comprised of three families including [Jill Hertzberg](#), [Jill Eber](#), [Judy Zeder](#) and [Felise Eber](#), and the second generation, [Danny Hertzberg](#), [Hillary Hertzberg Benson](#), [Nathan Zeder](#) and [Kara Zeder Rosen](#). The Jills Zeder Group has sold over \$4 billion in real estate sales in just the last few years. With offices in Miami Beach and Coral Gables, [TheJills Zeder Group](#) specializes in high-end, multimillion-dollar luxury properties in South Florida’s most elite enclaves, representing celebrities, Fortune 500 executives, and a diverse international clientele. They offer incomparable knowledge and services to luxury real estate clients. For more information and to contact The Jills Zeder Group, visit [JillsZeder.com](#).

About Coldwell Banker Global Luxury:

The Coldwell Banker Global Luxury® program embodies the Coldwell Banker brand’s legacy of excellence in luxury real estate and the globalization of luxury real estate in today’s ever-connected market. Coldwell Banker Global Luxury Property Specialists are an exclusive group within the Coldwell Banker® system, making up under ten percent of independent sales associates affiliated with the brand worldwide. Coldwell Banker affiliated agents conducted 48,000 transactions of homes priced at \$1 million or more in 2022 including 350 transactions over \$10 million. This equates to \$288 million in luxury sales every day. Coldwell Banker Global Luxury and the Coldwell Banker Global Luxury logo are registered marks owned by Coldwell Banker Real Estate LLC.