

HANNAH SHAW GROVE

Ms. Grove is a respected author, columnist and speaker and a leading authority on the mindset, behavior, concerns, preferences and finances of high-net-worth individuals. She spent more than 15 years in the financial services industry working closely with affluent investors and their advisors to develop sophisticated financial, planning and servicing solutions. She is the executive editor of *Private Wealth*, the first and only magazine for professionals with ultra-affluent clients, and *Cultivating the Affluent*, a practice management newsletter for financial professionals. Her body of work also includes eight books and numerous reports on private wealth and related topics, and regular columns for commercial, trade and online publications, including *Elite Traveler*, *Worth* and *Financial Advisor*.

Ms. Grove is the principal of HSGrove Private Wealth Consultancy, and an equity partner of Prince & Associates, Inc., the leading high-net-worth research firm. She consults to companies and entrepreneurs on marketing to the wealthy, and does one-on-one coaching with financial professionals on business growth and practice management.

She is a *cum laude* graduate of Harvard University and lives in the New York-metro area. More information is available at www.HSGrove.com and www.pw-mag.com.