



Strategic Advisor & Mentorship

Steve A. Tineo (PhD, DBA, Prof.)

"While your internal advisors provide essential insights, my role uniquely enhances their capabilities - particularly in high-stakes, emotionally charged, or extremely sensitive scenarios. By employing comprehensive psychological profiling, emotional intelligence assessments, and sophisticated individual and team diagnostics, my extensive experience and proprietary methodologies deliver concrete, quantifiable outcomes that precisely complement existing skill sets."

With dedicated and highly reputable partners in all specialised fields : Tailored Strategic Advisory & Actionable Solutions for UHNW Families, Family Offices & Their Enterprises

High-Stakes Negotiation & Conflict Resolution Advisory & Response

- Conduct comprehensive pre-engagement assessments, integrating deep psychological and emotional profiling, stakeholder analyses, team dynamics evaluations, and confidential intelligence gathering.
- Create customized negotiation and conflict resolution strategies with clear scenario forecasting and robust contingency plans.
- Actively lead sensitive, high-value negotiations tailored to family governance, succession issues, and/ or any international conflicts/ situations.
- Post-negotiation strategic follow-ups and comprehensive reporting with actionable insights.

Chief Negotiation Officer (CNO) Advisory Role

- Provide continuous strategic oversight as an external Chief Negotiation Officer (CNO), directly complementing internal teams.
- Manage and supervise negotiation strategies, ensuring alignment with strategic business goals and enhancing internal negotiation capabilities.
- Offer structured internal training, coaching, and mentorship programs to empower internal negotiators and executive teams.
- Implement and oversee advanced negotiation frameworks within client organizations, ensuring long-term skill transfer and sustainable competitive advantage.

Tailored Financial & Wealth Strategy Advisory

- Wealth preservation strategies, tailored specifically to ultra-high-net-worth family requirements. Provide ongoing strategic counsel on mergers, acquisitions, partnerships.
- Perform detailed financial diagnostics and customized risk assessments, including advanced scenario planning for complex financial situations.
- Offer regular financial strategy evaluations, market insight reports, and proactive alignment of strategies with evolving economic conditions and client objectives.

Executive Self-Mastery & Advanced Leadership Development

- Intensive, bespoke mentoring engagements utilizing proprietary KYF© methodology, anchored in rigorous individual psychological assessments, emotional intelligence profiling, and customized team interaction diagnostics.
- Develop precise personal leadership blueprints, clearly actionable plans, and measurable growth metrics for executive clients.
- Regular personalized mentoring sessions, strategic progress reviews, and continuous support aimed at optimizing executive leadership effectiveness.

Family Governance & Succession Planning

- Detailed diagnostic assessments, including psychological profiling, emotional health diagnostics, and family member interaction mapping - to identify family DNA, values, mission, and vision, thus enabling the establishment of optimal governance structures.
- Facilitate custom-built family governance workshops, strategy meetings, and conflict-resolution sessions.
- Develop robust, actionable succession plans and governance documentation with structured timelines and clear accountability mechanisms.
- Conduct ongoing monitoring and periodic review sessions to ensure governance frameworks remain effective and adaptable.

Financial Proposal & Retainer Model

Annual Trusted Advisor Retainer

CHF 65,000/year

Monthly Strategic Advisor Retainer

CHF 6'000/month

Individual Engagements

Full-Day: CHF 4,000

Half-Day: CHF 2,500

Hourly: CHF 500*

Annual Engagement: CHF 65,000/year - Includes weekly strategic advisory sessions, unlimited crisis intervention availability, monthly in-depth strategy performance reviews, and priority access.

Monthly Strategic Advisor Retainer - CHF 6,000/month: Regular bi-weekly sessions, immediate crisis intervention, and tailored monthly strategic reporting.

Individual Engagements – Full-Day Advisory: CHF 4,000 | Half-Day Strategic Consultation: CHF 2,500 | Hourly: CHF 500*

① *Pricing is calculated based on an estimated hourly schedule and is subject to adjustment if additional hours are required.

6 Big Takeaways



The Instant Value of a Trusted Advisor



Your Guardian of Wealth & Reputation

Preserving family influence, minimizing risks, and securing long-term success..



Your Private, Negotiator & Problem Solver

Resolving conflicts with precision while safeguarding your privacy.



Your Family's Strategic Architect

Designing governance frameworks that align power, purpose, and generational continuity.



Your Risk Mitigator & Crisis Manager

Anticipating and neutralizing threats before they escalate.



Your Legacy & Leadership Mentor

Mentoring your Family members. Grounding Family Governance, Growing Future Leaders.



Your Private Wealth Protector

Safeguard expertise, preserve know-how, and integrate negotiation excellence into your family's DNA.

Unique Competitive **Advantages**



Global Experience

Extensive global negotiation and crisis management experience with governments, listed companies, banks, executives, celebrities and athletes.



Elite Credentials

PHD, DBA, Prof. credentials, certificate from Harvard and high-profile financial institutional experience (Credit Suisse, HSBC).



Proprietary Methodology

Proprietary KYF© methodology providing measurable outcomes in leadership development, negotiation mastery and emotional intelligence enhancement.