

## **Call for Papers: From Asset Management to Wealth Management**

The editorial board of the VBA Journaal invites you to submit contributions for the 2026 summer edition. The theme this time is "From Asset Management to Wealth Management". Various developments are contributing to the significant rise of (private) Wealth Management, which is changing asset management. This trend is expected to continue in the coming years. For example, the number of family offices has strongly increased in recent years. Additionally, the expected introduction of the new Box 3 capital gains tax in the Netherlands, which levies tax on actual returns, creates a greater need for in-depth financial planning and advice. We also see a trend toward the democratization of institutional asset classes, for example through tokenization or innovative legal structures. In this edition, we explore how (private) wealth management will develop in the future and to what extent this signifies a shift away from classical asset management.

### **Topics of Interest**

We invite contributions that address, but are not limited to, the following topics:

**Single Family Offices:** What explains the rise of single family offices and what makes their investment policy unique? What challenges do they face? What do developments concerning AI, Blockchain, and Digital Assets mean for the investments of family offices?

**Multi Family Offices:** How does a multi-family office distinguish itself from a single family office? What is the advantage? And how does it continue to distinguish itself from large institutional asset managers? Where do family offices and institutional investors and processes (such as pension funds) differ (or align)?

**Wealth Management:** In what respects does wealth management differ from classical asset management? What unique activities does it add to the broad client range? And which activities are sometimes outsourced, and why or why not?

**Role of (Capital) Tax:** What is the implication of the (expected) new structure of the Dutch capital gains tax? Is there reason to expect that fiscal and legal wealth structures and/or tax-driven investment products will develop further? What insights can we derive from international experiences?

**Role of the Regulator:** What is the perspective of the regulator(s) on these developments? Where are the risks?

**Democratization of Private Assets:** Institutional asset classes such as Private Equity, Private Debt, and infrastructure are increasingly becoming available to private investors. This raises the question of whether this development is positive for this group of investors and to what extent these products can actually meet existing expectations. To what extent is the tokenization of private assets already a reality?

**Robo-Advisors & Consolidation:** Efficiency, economies of scale, and automation contribute to the minimum assets required for personal asset management continuing to fall, leading to strong market growth. What is the role of automation & AI in personal asset management? In what respects does a modest personal portfolio managed by a fintech bank differ from a portfolio under the management of a traditional asset manager?

**Future:** Are the trends sustainable, or are there dangers lurking? What is the role of foreign parties?

We aim to gather a broad range of perspectives and insights. This can include contributions that specifically focus on the Dutch asset management/advisory market. At the same time, there is also room for contributions that outline developments in the above areas, such as family offices and wealth management, from an international perspective. Your contribution can help to develop a deeper understanding of the changes currently taking place in asset management & wealth management and to better comprehend future developments.

### **Criteria for Acceptance**

- Originality and relevance to the theme
- Depth of analysis and substantiation
- Practical implications for professionals in the sector
- Clarity and accessibility of presentation
- Limited use of Artificial Intelligence; the content must primarily be the original work of the author(s).

We encourage both academics and industry professionals to contribute.

### **Submission Instructions**

We call upon interested authors to send a summary of their contribution to the editorial board (irma.willemsen@cfasociety.nl) before February 15, 2026. The work must be original and not yet published elsewhere. The article can be offered in either English or Dutch.

For more information on author instructions and examples of previous publications, please visit our website:

Voor meer informatie over auteursinstructies en voorbeelden van eerdere publicaties, bezoek onze website <https://cfasociety.nl/en/vbajournaal>.