

Kimberly Smith Speaks with *Crain Currency* on the Rise of Club Deals Among Family Offices

March 5, 2026

Kimberly Smith, partner and global chair of Katten's Corporate department, was quoted in a recent *Crain Currency* article examining the growing trend of club deals among family offices.

Kimberly discussed how collaborative investment arrangements allow wealthy families to share risk, costs and expertise while competing more effectively for larger transactions. She noted that joining forces with other family offices "can be an effective strategy to increase deal flow and put capital to work." It may allow participants "to move up market, doing a deal with a higher-enterprise value than they would have the appetite to do on their own."

Successful club deals often create lasting relationships that generate future opportunities. Kimberly shared that one of her clients recently completed a club deal with an independent sponsor with whom they had previously partnered on large projects. "We find that — once parties do a deal together and have a successful relationship — they tend to bring each other into new opportunities going forward."

["As Deals Get Bigger, Family Offices Increasingly Favor Club Deals to Share Risks,"](#) *Crain Currency*, March 5, 2026

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