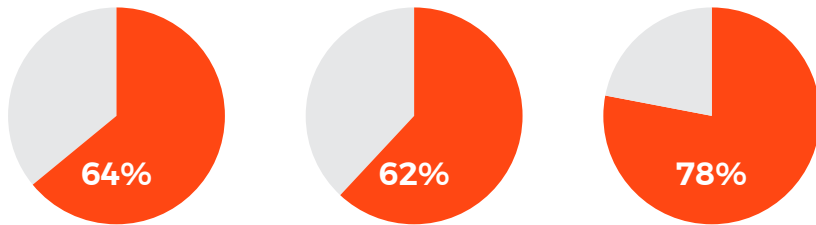




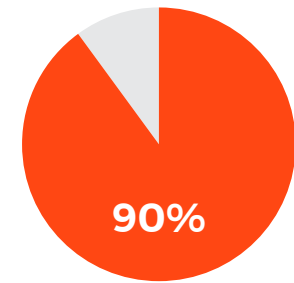
BUSINESS CONSULTING RESOURCES

FAMILY BUSINESS CONSULTING

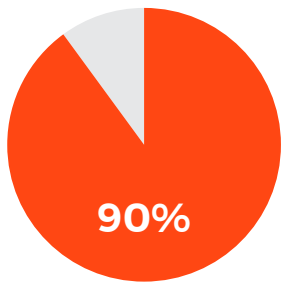
Family Business Landscape



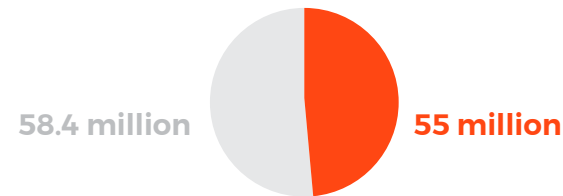
Family businesses account for **64 percent of U.S. gross domestic product, generate 62 percent of the country's employment, and account for 78 percent of all new job creation.**



The greatest part of America's wealth lies with family-owned businesses. According to the US Census Bureau, family firms comprise **90 percent of all business enterprises in North America.**



Roughly **90 percent of the families** responding to a survey indicated that they control more than a single firm. This suggests that there is strong entrepreneurial activity undertaken by controlling families beyond their core (i.e., largest) company.



Small businesses, including many family firms, employ just over half of US workers. Of 113.4 million non-farm private sector workers in 2011, **small firms with fewer than 500 workers employed 55 million** and large firms employed 58.4 million. Firms with fewer than 20 employees employed 20.2 million.

Family Business Operating Frameworks



Best Practices



Tools

The Strategic Plan

- ✓ Aspirational Vision - The why
- ✓ Mission - The what and the how
- ✓ Values - The foundation
- ✓ SWOT
- ✓ Strategic Goals
- ✓ Short Term Actions vs. Longer Term Tactics
- ✓ Tracking and Accountability

The Leadership Development Plan

Concept of collaborative leadership

Developing the non-family team members too

The Succession Plan

Passing the baton from generation to generation

Determining who catches the baton and why

Importance of linking the succession plan to the strategic plan - funding the process of succession is typically dependent on the financial performance of the company

The Estate Plan

Building the trusted advisor team



The Family Business Advisory Relationship

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CPA

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Attorney

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Estate Planner

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Asset/Wealth Manager

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RESOURCES

Thank You

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