



## Delaware Valley Family Business Center

*Helping Business Families Thrive*

### FAMILY BUSINESS FORUM:

An association of over 80 family firms which offers **educational seminars** featuring renowned business experts and the “best practices” of regional family businesses.

- ◆ Quarterly Membership Meetings
- ◆ *Handbook for Business Families*
- ◆ Business Advisory Network
- ◆ Estate Planning Fire Drill

### BEST PRACTICES ACADEMY:

**Individual assessments, mentoring and peer-based learning groups** designed to address specific learning needs of key family business leaders who face similar challenges. Please call about our Next-Generation Learning Labs.

### THE CONSULTING GROUP:

**Customized coaching** by specialists with expertise in:

- ◆ Family Meetings/Relationships/Conflict Mediation
- ◆ Strategic Business Planning/Compensation
- ◆ Shareholder/Board Development

**For more information,**  
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**Visit our website at  
www.dvfambus.com**

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You're invited to the next ...

# Family Business Forum

## Love, Power and Money: The Crossroads of Family Business



Thursday,  
September 18, 2003

*7:30 a.m. to 11:15 a.m.*

*(includes breakfast buffet)*

*Indian Valley Country Club, Telford*

**Dean R. Fowler, Ph.D., CMC**

**Dean Fowler Associates, Inc.**

Brookfield, WI

The stories of families in business are woven by intertwining the threads of love, power and money. Participants will **learn how to find the balance among love, power and money** in order to master the complexities of family business transitions.

### Part 1: Seven Habits of Highly Successful Successors

Fowler will illustrate the seven habits common to the successful transition of family-owned companies. Traditionally, succession planning is driven by the senior generation; but the underlying message is that successful transitions are driven by the pro-active involvement of the successor generation. The successors, not the senior generation, must create and implement the vision for their future success.

### Part 2: Where's the Cash? Fairness and Liquidity in Family Business

Illustrated through the discussion of case examples, Fowler will explore both the emotional and financial aspects of strategies used to transact inter-family purchases of the family business, which shift the financial risks and the corresponding rewards to the next generation of business leaders in the family.

**Meet the Speaker:** One of the world's leading family business experts, Dean R. Fowler, Ph.D., is recognized by the Institute of Management Consultants as a Certified Management Consultant (CMC). Fowler has consulted with over 180 family businesses, both in the U.S. and Europe. His recent book—**Love, Power and Money: Family Business Between Generations**—has won world-wide acclaim as one of the best books on integrated family business planning and development.



Registration Form on Back...

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