



**Delaware Valley
Family Business Center**
Helping Business Families Thrive

FAMILY BUSINESS FORUMS:

Educational, interactive seminars designed for family firms where several generations of family members and non-family key executives learn “best practices” from each other and from business experts. Membership exceeds 80 family firms and includes:

- ◆ **Initial Family Meeting Orientation**
- ◆ *Primer for Business Families*
- ◆ Estate Planning Fire Drill
- ◆ Financial Scorecard
- ◆ Cash Management Evaluation
(complete listing on the other side)

NEXT GENERATION LEARNING LABS:

Peer groups providing a proven **fast-track learning environment for successors**. Experienced facilitators guide the development of successors from non-competing businesses through **executive coaching, peer processing of real issues, and input from experts**.

CONSULTING:

Customized coaching and individualized assessments. Our **Family Business Strategic Planning Process** helps to strengthen family relationships while enhancing business performance in this generation and the next. Engagements may include Family Meeting Facilitation, Executive Team Development, Board Development; Successor Development, Compensation/Incentive Programs, and Succession Planning.

Invitation to an Evening Family Business Forum at Four Seasons Produce!

Wednesday, 5:30 p.m.
November 16, 2005
Ephrata, PA



Growing Ideas, Producing Excellence The Hollinger Family — Four Seasons Produce

Join us for our annual evening Family Business Forum, hosted by the Hollinger Family, members of the Family Business Forum since 1999. Founded by David Hollinger, Four Seasons Produce — a wholesale fresh produce distributor which employs 500 — has been “growing ideas and producing excellence” for almost 30 years.

5:30 p.m. Tour & Dinner Stations. Take a brief tour of Four Seasons’ new state-of-the-art, 260,000 square foot

building and have time for informal conversation with other family businesses while dining at dinner stations.



7:00 p.m. Program. Learn from the founding generation, David & Debbie Hollinger, their children and key executives what they are learning and doing to prepare for another generation of success. They will share their mission, vision and values, as well as the structure and function of their *monthly Family Meetings, quarterly Family Council meetings, and annual Advisory Council*.

We will also hear the perspectives from non-family President/CEO, Ron Carkoski, and learn about the 1st- and 2nd-generation members’ development plans.



Hollinger Family. (left to right)
Jason & Theresa Hollinger,
David & Debbie Hollinger,
Joelienne & Scott Guthridge.

REGISTER EARLY ... SEATING IS LIMITED!

**FORUM
PARTNERS:**

Hamburg, Rubin, Mullin,
Maxwell & Lupin

MMA Trust & Foundation

Brown Brothers
Harriman

Kreisler Miller

Key Advisors Group

National Penn Bank
Member FDIC

For more information, call Sally Derstine at Delaware Valley Family Business Center, (215) 723-8413.
1011 Cathill Road, Sellersville, PA 18960 ✉ sally@dvfambus.com ✉ www.dvfambus.com

Forum Membership Application & Registration Form



Take advantage of your Member Benefits!

An Initial Family Meeting Orientation. A confidential session with your family to clarify your objectives and introduce resources to help prepare your business family for another generation of success.

Primer for Business Families. A practical, how-to introductory booklet designed to educate and help business families meet together to develop their OWN family business policies and plans.

Quarterly Forum Meetings. Learn from successful business families and experienced family business advisors. Member companies receive one FREE registration to EACH Forum.

Next-Generation Learning Labs. Membership in the Family Business Forum is a prerequisite for membership in our Next-Generation Learning Labs, successor peer groups which fast-track the growth and development of the next generation.

Family Business Magazine sample. Written exclusively for the owners and managers of family companies focusing on the tough issues virtually all business families must face.

Membership Directory which facilitates member-to-member interaction and learning about family business issues.

**SUCCESS IS
NOT AN ACCIDENT ...
SUCCESS FOR BUSINESS
FAMILIES IS A CHOICE!**

Membership also includes these complimentary services from our Forum Partners:

Estate Planning Fire Drill. A quick, concise process designed to identify and resolve problems associated with your untimely death, culminating in a valuable written report (*Jon Samel, Hamburg, Rubin, Mullin, Maxwell & Lupin; Chuck Creighton, Key Advisors Group*).

Financial Scorecard. A complete diagnostic review of your firm's important financial and operational indicators (*Mario Vicari, Kreischer Miller*).

Philanthropy Review. A quick review to determine if your legacy plan adequately reflects your values and desires (*Bill Hartman, Mennonite Foundation & MMA Trust Co.*).

Cash Management Evaluation. A review of your firm's current cash management program and follow-up recommendations which include pricing discounts available exclusively to Forum Members (*Blair Rush, National Penn Bank*).

New Member Application. Thanks to the generous support of our Partners, the annual membership fee is \$900.

Forum Registration: I/we would like to register for the **November 16, 2005**, special evening Forum event featuring the Hollinger Family.

Name(s) _____

Business Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____ Website _____

Non-members may attend once with a guest registration of \$100.

Total Registrations _____ x \$75 (less one FREE at each event) = \$ _____

If paying by check, please make check payable to:

Delaware Valley Family Business Center, 1011 Cathill Road, Sellersville, PA 18960 USA

If NEW Member, \$900 = \$ _____

If paying by credit card, please complete the following:

TOTAL = \$ _____

Card Type: Visa  MasterCard  AmEx  Discover  Expiration Date _____

Cardholder's Name _____ Street Address _____ Zip _____

Card # _____ Authorized Signature _____

With my signature, I give Delaware Valley Family Business Center authorization to charge the above stated credit card for the amount indicated.

Questions? Phone: (215) 723-8413 Fax: (215) 723-8351 E-mail: sally@dvfambus.com

Cancellations must be made 2 days prior to event. The registration fee cannot be refunded or waived when cancellations are made after that date or when the registrant does not attend.