



**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.

You're invited to our **Family Business Forum ...**

**Building Our Team & Defining Our Strategy
for the Next Generation**



Julia Klein, 3rd Gen. President
C. H. Briggs Hardware Co.
Reading, PA

**Wednesday
March 22, 2006
7:30 a.m. to 11:15 a.m.**

(includes breakfast buffet)
Blue Bell Country Club
1800 Tournament Drive
Blue Bell, PA



Doug Clemens, 4th Gen. President
Hatfield Quality Meats Inc.
Hatfield, PA

**Forum Celebrating
15 Years!**

Successful generational transitions are driven by two critical factors: building a superior top team (defining the seats on the bus, getting the *right* people in the *right* seats) and strategic renewal (figuring out *where* to drive the bus).

Join us on March 22 when family business presidents Julia Klein and Doug Clemens share how they've shaped their team and refreshed the strategy of their family business. While strategy can't be outsourced, organizations often greatly benefit from outside facilitators to help *define* the strategy. Dr. Adam Fein, a national authority on strategic planning, will share his expertise with us.

CHBRIGGS



C.H. Briggs Hardware Co. is one of the largest independently owned distributors of specialty building materials in the industry, employing 160. Briggs has forged a reputation for unparalleled service levels, customer relationships, and technology and e-business leadership. An articulate speaker, Julia Klein has been named among the top 100 women-owned businesses by *Women's Enterprise USA* magazine.



Hatfield Quality Meats Inc. has been manufacturing and supplying over 1,200 quality pork products to satisfied customers since 1895. Currently employing over 2,000, HQM has distribution from Maine to Miami, as well as several international markets. Doug Clemens was named president in 2000. Under his guidance, Country View Family Farms joined the Hatfield Family in 2004.

“Fact-Based Strategic Planning for the Family Business”

Leading strategy expert, Dr. Adam Fein, will provide a practical approach to strategy and highlight how to make planning work in a family business. As president of Pembroke Consulting, Inc., Fein's national practice includes Fortune 500 corporations as well as family businesses including Forum member, *Delaware Valley Floral Group*. Dr. Fein has published over 80 academic and industry articles, as well as authored or edited seven books.

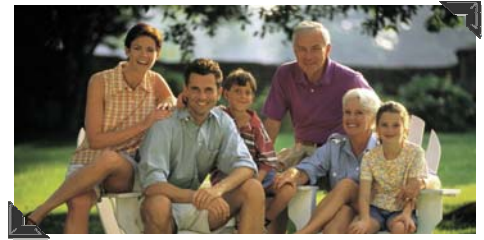


Adam J. Fein Ph.D.
Pembroke Consulting, Inc.
Philadelphia, PA

FORUM PARTNERS: Hamburg, Rubin, MMA Trust, Kreischer, Key Advisors, National Penn Bank, O'Neill, Commerce Insurance
Mullin, Maxwell & Lupin & Foundation, Miller, Group, Member FDIC, Employee Benefits, Services

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 which provides a roadmap to 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. Forum companies are eligible for admission to a Next-Generation Learning Lab—facilitated 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.

Family Business Advisor Newsletter. Complimentary 3-month subscription.

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 (*Ray Abbott, National Penn Bank*).

New Member Application. Thanks to the generous support of our Partners, the annual membership fee is \$975.

Forum Registrations: I/we would like to register for the following Forum events:

- Wed., March 22, 2006** "Building Our Team & Defining Our Strategy" **Wed., September 20, 2006** "Ownership Transfer"
 Wed., May 24, 2006 "The Art of Letting Go" **Wed., November 15, 2006** "The Passion, Power & Perils of Sibling Teams"

Name(s) _____

Business Name _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____ Website _____

If paying by check, please make check payable to:

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

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

If NEW Member, \$975 = \$ _____

If paying by credit card, please complete the following:

Card Type: Visa  MasterCard  AmEx  Discover  Expiration Date _____

TOTAL = \$ _____

Cardholder's Name _____ Street Address _____ Zip _____

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

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.