

200 Gibraltar Road, Suite 200
Horsham, PA 19044-2378
215-441-4600

Name _____

Title _____

Company _____

Address _____

City, State, Zip _____

Phone _____ Fax _____

E-mail _____

All Attendees will receive a **FREE** copy of the *Family Business Magazine*



I will attend the following seminars:

- Creating and Effectively Using a Board of Directors**
Friday, June 16, 2006
- A Family Business Success Story: Sytex, Start to Finish to Restart**
Friday, July 14, 2006
- Building Value in your Family Business—Attributes of Well-Run Companies**
Friday, September 29, 2006
- Family Business Transfer Channels**
Friday, October 20, 2006
- Preserving Family Business Value—Efficient Estate and Income Tax Strategies and Structures**
Friday, November 3, 2006

Time: 7:30 a.m. – 8:00 a.m. Registration/Continental Breakfast
8:00 a.m. – 10:00 a.m. Program
10:00 a.m. – 10:30 a.m. Networking opportunity

Location: Williamson Restaurant, 500 Blair Mill Road,
Horsham, PA 19044

Register by mail or fax:

Kreischer Miller; Attn: Emily Jeske; 200 Gibraltar Road, Suite 200
Horsham, PA 19044-2378; Fax: 215.672.8224

Register Online at: www.kmco.com/news/seminars.html

For further information, contact Emily Jeske at 215.441.4600 or
ejeske@kmco.com

These seminars qualify for CPE credits.

**Kreischer
Miller**

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A must attend Family Business Seminar Series.
Five seminars that cover topics specifically developed to help business families make wise choices today and provide them with the knowledge to plan for future generations.

**Kreischer Miller Family
Business Group**

Our family business group works exclusively with family-owned firms to address their unique challenges and offer assistance in areas such as valuing the family business, essential elements of buy/sell agreements, training successful successors and finding capital through non-traditional sources. As a leading audit and accounting, tax, and business advisory firm in the Greater Philadelphia area, we have over 30 years of experience in providing our clients with the services that help them succeed.

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for the third consecutive year!

**2006 Family Business
Seminar Series**

Creating and Effectively Using a Board of Directors

Friday, June 16, 2006

A Family Business Success Story: Sytex,

Start to Finish to Restart

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Media Partner:



2006 Family Business Seminar Series

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People ■ Ideas ■ Solutions

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Media Partner:



Friday, June 16, 2006

Creating and Effectively Using a Board of Directors

Moderator: Henry Landes—Delaware Valley Family Business Center

Panelists: Thomas and Terry Leidy—Leidy's Premium Pork Products;
Sherry Russell—Alderfer Inc.; Brian Peirce—Peirce Phelps, Inc.

Private company boards can be a key advantage to a family-owned company, yet as our recent Family Business Survey (see inset) indicates, many companies don't utilize a board. This program explores everything about private company boards; the advantages and disadvantages, how to create one, how to select and compensate the members, and the board's role in assisting with both business and family issues. Our panel consists of family business owners and operators who utilize their board to help them lead their companies. They will share their experiences about what to expect and how to get the most out of a board.

Friday, July 14, 2006

A Family Business Success Story: Sytex, Start to Finish to Restart

Moderator: Mario Vicari—Kreischer Miller

Panelists: Syd and Sharon Martin—MacAuley Brown;
David Shaffer—Kreischer Miller;
Bruce Lesser—Wolf, Block, Schorr and Solis-Cohen LLP

Syd and Sharon Martin started Sytex, Inc. in their home in 1988 and grew their company to over \$400 million in revenue, with 3,000 employees, before selling most of the company in 2005. This husband and wife team worked together at the company since its inception. The Martins will share the story of their company and will also share, along with their key advisors, the issues that they confronted in deciding to sell the business to a large, public company. Lastly, Syd and Sharon will discuss their current plans in starting a family office and restarting their growth story with MacAuley Brown, the division of the company that they retained.

Friday, September 29, 2006

Building Value in Your Family Business—Attributes of Well-Run Companies

Moderator: Stephen Christian—Kreischer Miller

Panelists: Mark Turgyan—Conair Corporation;
Christopher Craley—Family Capital Growth Partners and de
Visscher & Co.; Graeme Frazier—Private Capital Research LLC

The ultimate sign of success in a family company is to create a business that is valuable enough to be attractive to an acquirer - whether or not you wish to sell it. Success leaves clues and our

panelists are all in the business of evaluating family-owned companies as acquisition targets. They will discuss the attributes and characteristics that they look for in successful private companies that attract capital to these businesses. This program will provide an outsider's look into a family business and tell the truth about how to create value in your business.

Friday, October 20, 2006

Family Business Transfer Channels

Presenter: Mario Vicari—Kreischer Miller

Transferring the family business is normally the biggest transaction in the life of the business – and the family. This process can be fraught with complexity because there are a number of options and strategies available to make the transfer happen. This program will cover the broad spectrum of methods and structures to transfer the family business with a focus on valuation, financing and taxation.

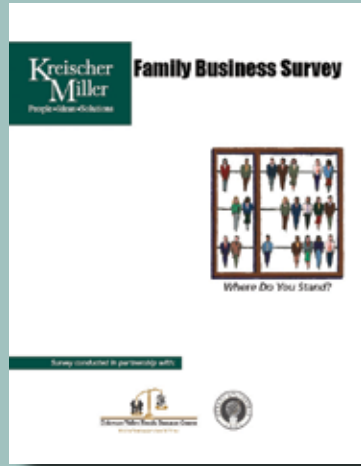
Friday, November 3, 2006

Preserving Family Business Value – Efficient Estate and Income Tax Strategies and Structures

Presenters: Michael Mills—Antheil, Maslow and MacMinn, LLP;
Michael Donahue—Kreischer Miller

Preserving the value created in a family business is an important element of creating a lasting legacy. However, ineffective or poorly executed tax planning can destroy a good portion of that hard-earned value. This program will address the latest estate and income tax planning techniques and structures to minimize the tax consequences of inter-generational transfers of family business ownership to maximize wealth preservation for the family.

Where Do You Stand?



Kreischer Miller, in partnership with the Delaware Valley Family Business Center and Bryant University, conducted a survey of family-owned businesses in the Greater Philadelphia area. If you would like to know where your family business stands in relation to others, contact Mario Vicari at 215-441-4600 or mvicari@kmco.com for a copy.

About Our Presenters:

Christopher Craley is a Vice President at de Visscher & Co. where he uses his skills as a management consultant, investment banker and private equity investor to guide shareholders and executives through the change and transitions of business strategy and ownership to create shareholder value. Chris also plays a key role in sourcing and evaluating direct investment opportunities for Family Capital Growth Partners.

Stephen Christian is the Managing Director of Kreischer Miller. Steve has a wide range of experience providing business advisory, audit, accounting and tax services to a variety of businesses. His clients comprise SEC registrants as well as small-to-medium sized privately-held companies and partnerships. Mr. Christian's experience includes assisting businesses to obtain financing through public and private offerings.

Michael Donahue is a Director in the Tax Strategies group of Kreischer Miller where his specific areas of concentration include entity selection, accounting methods and periods, buying and selling businesses, international issues, tax credit studies and estate planning.

Graeme Frazier is the founder of Private Capital Research LLC and has a diverse background in the areas of finance, operations and marketing. He also has a broad base of operational and investment experience and has participated in the acquisition and financing of a number of transactions.

Henry Landes is the founder and President of the Delaware Valley Family Business Center, which has served over 400 family firms since 1989. Using his unique *Model for Helping Business Families Thrive*, Henry and his team of consultants help business families speak the truth about the real issues, build strong, effective teams and develop policies and plans for the future. He is a contributing editor of *Family Business Magazine* and a frequent speaker to family businesses and advisors of family firms.

Bruce Lesser is Co-Chairman of the Financial Services Department and a member of Wolf, Block, Schorr and Solis-Cohen's Corporate/Securities Practice Group. He concentrates his practice in the structuring and documentation of financing transactions and in the areas of loan workouts, bankruptcy and business law.

Michael Mills is a Partner with the law firm Antheil Maslow & MacMinn, LLP, and also holds a Certified Public Accountant license. His practice concentration includes the areas of tax aspects of business formation, financing, reorganization, and acquisition transactions. In 2005, Mike was selected as a *Pennsylvania Super Lawyer® – Rising Star* by Philadelphia Magazine.

David Shaffer is a Director in the Audit and Accounting group of Kreischer Miller where he provides audit and accounting, and management consulting services for a variety of clients and industry groups. His areas of expertise include government contractors and service companies.

Mark Turgyan is the Director of Mergers and Acquisitions and Assistant Treasurer of Conair Corporation, a leading designer, manufacturer and marketer of branded personal care appliances. In Mark's career, he has successfully completed over 60 acquisitions.

Mario Vicari is a Director in the Audit and Accounting Group at Kreischer Miller where he leads the firm's Family Business practice. He is a CPA and Certified Valuation Analyst and has over 20 years of broad experience in providing accounting, auditing and advisory services to privately-held and family-owned entrepreneurial businesses and their owners. His expertise includes a wide range of areas such as business and strategic planning, succession planning, transfer planning, business valuation, financial management, and performance improvement.