

Successful Habits of Successors

Lessons Learned
from

Forums for Family Business™

A service of Dean Fowler Associates, Inc.

Dedicated to Enriching Leadership Across Generations

Managers ■ Successors ■ Owners

-
- Nationally 70% of family businesses fail to transition with family ownership
 - Of over 60+ Forum companies, 94% transition successfully with family ownership
-

Rate Company for Succession Success

1 - Poor —————> 5 - Excellent

- | | | |
|--------------------------|--------------|--|
| <input type="checkbox"/> | Habit One: | Establish Adult Independence - psychological and financial |
| <input type="checkbox"/> | Habit Two: | Reshape Family Communication |
| <input type="checkbox"/> | Habit Three: | Develop Competency |
| <input type="checkbox"/> | Habit Four: | Design Strategy |
| <input type="checkbox"/> | Habit Five: | Clarify Boundaries |
| <input type="checkbox"/> | Habit Six: | Coordinate Liquidity Strategies |
| <input type="checkbox"/> | Habit Seven: | Take Financial Risk |

<input type="checkbox"/>	TOTAL
--------------------------	-------

31-35 Excellent

24-30 More Work Needed

Below 24 Danger Zone

Copyright © 2006 Dean Fowler Associates, Inc.

All Rights Reserved.

For information, please call 262-789-7367 or email dean@deanfowler.com