"Family. We may not have it all together, but together we have it all."

The holidays are upon us! You know what that means — spending time with family! Some might view this as a blessing and look forward to the additional togetherness with anticipation, while others might dread the potential conflict and resurgence of unresolved tension.

No matter which boat you are in, it is always a good idea to make family time a priority. Whether you come together as a family outside of the business and all business-talk is off-limits, or hold regular family meetings where everything, business and family related, is open to discussion, the structured time together is creating a space for open communication and providing the opportunity to learn and grow together as a family.

Find what type of "togetherness" works best for your family and make it standard practice. After all, what makes your business special is the united family that stands behind it.

INSIDE THE COMMUNITY

We asked this IFBE insider (and current SJU student) what working with family and maintaining harmony means to his 4th generation family business...

Kyle Eisele
Sales Representative, Coast Tile & Marble Supply
SJU, Class of 2019
IFBE Member 2017

In this issue
Theme for the month
Inside the community
This month's events
Media must-sees

Upcoming Events

Family Business Seminar:
Attendance Mandatory!
The Value & Role of Family Meetings

Thursday, November 9, 2017
8-10:30am
at Saint Joseph's University
MEMBERS & PARTNERS ONLY
RSVP Now!
Q. With parents and children actively involved in the family business, what are some of the ways you separate family time from business?

A. The number one rule is that you never bring any negative aspect of your day home with you. However, it is great to be able to discuss the positive parts of your day with your family. We also restrict any open discussion about business at the "Dinner table," meaning at any family outings or meals.

Q. What are some of the values that you share as a family that have carried through to the core values of the business?

A. Honest hard work is the foundation of everything we do. From making sure that the yard has been trimmed perfectly, to throwing a 50 pound box of tile on your shoulder and walking it to the customer's car and going the extra mile. We are always told that whatever we want in life we must earn, to the point where I am not even allowed to buy a scratch off ticket. Apparently, getting lucky is not earning it.

Q. Can you share an example of how your family works to maintain harmony and cohesion?

A. People ask my grandmother all the time how the four boys work so well together and even she says, she has no idea. But the truth is, they work together for 60+ hours every week, take a family vacation together every year, and spend all holidays together. They are brothers, friends, and partners in that order. That they have been able to work together for so many years is a direct testimony to how they were brought up. Above all else was always the importance of family, love and an incredible work ethic. A tradition I would like to see live on for generations to come.

In 1965, Joe Eisele jr. opened Coast Tile and Marble Supply. Over time, all of Joe's sons came to work with their father. Now, the fourth generation of the Eisele family is in the tile business and continues to treat customers like family and friends. This concern for customer's needs and attention to detail are just two of the reasons Coast Tile and Marble Supply has continued to grow. If your decorating needs include tile, hardwood or some other custom project, you can count on Coast Tile and Marble Supply to "Make your decorating dreams come true."

______________________________

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Learn more about membership

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Chief Investment Officer at Pitcairn, Rick Pitcairn, shares investment trends in family offices in the latest MarketCurrents issue. Read more.
NOVEMBER EVENTS

Family Business Seminar -
Attendance Mandatory! The Value & Role of Family Meetings
Thursday, November 9, 2017
8 - 10:30 a.m.
at Saint Joseph’s University

Members & Partners Only

Join us for our next members breakfast seminar as we dive deep into the mechanics of family meetings, address your concerns and provide a process to start implementing family meetings today!

[RSVP here]

SAVE THE DATES

Thursday, December 7, 2017
Holiday Cocktail Reception
5:30-7:30pm
Location TBD

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