Family Business Systems Model

**CORE VALUES**

Family Members

Manager(s) & Employees

Family Owners

Non-Family Owners

Family Owner-Managers

Owner-Managers

Communication

Got it all? Now let’s break it down

It Starts & Ends with Family

Family System + CORE VALUES

The heart of the family is also the heart of the business

70% of family businesses fail due to a breakdown in communication

Our Family Constitution

- Family ethics
- owned by all family members
- Defines differences between the family & the business
- Defines rules, policies, vision, purpose, governance structure & core values

The Business System

5 Pillars of Business Optimization

Ultimate goal: Be in a position to sell at all times. Do this by

Maximizing Value

Key Business Areas:

- Leadership
- Management
- Markets
- Advisory Council

Define Business Goals

1. Short-term
2. Long-term
3. Business Sale

Communicate with all And realign every 90 days

Can be helpful to invest in 3rd party tools:
Clifton Strengthsfinder, EOD, DNA Behavior Analysis, etc.

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