Business Planning Committee
February 19, 2014
At Saul Ewing Offices

Present:

Bob Louis         Marguerite Weese         Alan Mittelman
Dennis Reardon    Bill Hussey            David Shapiro
Jon Sokoloff      Shannon McNulty         Mark Blaskey

Discussion:

- **Overview of the vision for the Committee:**
  - Meetings in February, May, September, November
  - Speakers Format (similar to Tax Committee)
    - consisting of either outside speakers or internal committee members
    - speakers not restricted to attorneys (CPA’s, valuation experts, etc)
  - Topics of sessions based upon lifecycle of a business – not restricted to business succession (to family members) or exit planning (selling to 3rd party)

- **Family Business Consultants**
  - There many organizations and individuals who specialize in working with Family Businesses
  - Family Firm Institute (mostly not attorneys - rather psychologists, consultants, financial planners)
    - Judy Green, executive director ([www.ffi.org](http://www.ffi.org))

- **Life Cycle of a Business**
  - What do we mean?
    - Start up- selection of entity and the implications down the road
    - Maturity
    - Succession or Exit
  - Steve Akers did a paper and presentation on this, maybe take a look at his stages

- **Calendar:**
  - Wednesday May 21st at noon
  - Wednesday September 17th at noon
  - Wednesday November 19th at noon

- **Wednesday, May 21st Meeting:**
  - “Is your Buy-Sell ready to explode?”
  - A combination of general orientation and advanced topics
  - Speakers: Dennis Reardon and Alan Mittelman

- **Ideas for future meetings:**
  - Probate & Trust Section’s Quarterly meeting in 2015
  - Collaborate with FFI or AFHE