

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
 - Fredda Herz Brown – “Relative Solutions” (<http://relative-solutions.com/>)
 - Family Firm Institute (mostly not attorneys- rather psychologists, consultants, financial planners) – Judy Green, executive director (www.ffi.org)
 - Attorneys for Family Held Enterprises – (<http://www.afhe.com/>)
- **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