



CONSULTING

Our consulting business offers creative financial alternatives to clients who often feel frustrated by the challenges of balancing the needs for growing their business enterprise while simultaneously dealing with potential shareholder liquidity and the desire to retain operating and economic control.

The firm also consults on other challenging issues such as: succession planning, strategic planning, working with non-family management, governance and conflict resolution, among other issues.

Options & Alternatives Analysis

Combining personal interviews with key shareholders/stakeholders, in order to gain a full understanding of individual objectives and goals, with a detailed review of the operating business to analyze shareholder value creation opportunities, we are able to develop a complete “menu” of options and alternatives to address our clients’ business and family needs.

Armed with a deeper understanding of the scope of issues, our clients are often surprised to find that their challenges are not unique and that there are many solutions available to choose from. In collaboration with the existing advisors, we answer the question of “what is possible”, thus enabling our clients to confidently select a proactive course of action.

Succession / Transition Planning

Family and closely held businesses often have rich histories and their owners take pride in preserving their multi-generational ownership. However, generational transitions present some difficult issues that many businesses are not accustomed to encountering, notably, the liquidity desires of retiring shareholders and the succession concerns when transferring leadership from one generation to the next.

We have ushered closely held business owners through these delicate transitions, and can guide businesses in passing on their business legacy without having to sacrifice growth or shareholder liquidity.

Additionally, through our long-time involvement with the Family Firm Institute, the leading membership association worldwide for professionals serving the family enterprise field, we have access to, and frequently collaborate with, some of the foremost thought leaders in family business.