

# Transitioning the Family-Owned Business

## Agenda

<b>Thursday, October 27, 2011</b>	
7:30 am to 8:30 am	<b>Registration and Continental Breakfast</b>
8:30 am to 9:45 am	<b>Tommy Fulton – Owner/Founder of The Forum for Family Business</b> <i>“Why the Family Business Needs Transition Planning &amp; What Happens When They Don’t – The Real-Life Story”</i> <i>“Typical Reasons for Success versus Typical Reasons for Failure of Family Businesses”</i>
9:45 am to 10:00 am	<b>Break</b>
10:00 am to 11:00 am	<b>Greg Watts – Attorney with Johnstone, Adams, Bailey, Gordon and Harris, L.L.C.</b> <i>“Legal Aspects of Tax Planning, Wills, Trusts and Other Estate Planning Tools Used in Family-Owned Businesses”</i>
11:00 am to 12:00 pm	<b>John Lyle, III Esq. – Attorney with Adams and Reese, LLP</b> <i>“Entity Operation Issues and Business Succession Planning In A Family Corporation or LLC With Minority Owners and/or Family Owners Not Involved In Operations”</i>
12:00 pm to 1:30 pm	Lunch & Keynote Address: <b>Cam Marston – Expert On The Generations</b> <i>“How Generational Demographics Affect the Dynamics of Transitioning Family-Owned Businesses”</i>
1:30 pm to 2:30 pm	<b>Phil Webb – Webb Financial Group, Insurance &amp; Financial Strategies</b> <i>“Funding the Transition Using Insurance and Financial Products to Take the Uncertainty Out of Planning”</i>
2:30 pm to 2:45 pm	<b>Break</b>
2:45 pm to 3:45 pm	<b>John W. Jeffries – CPA, CVA with Wilkins Miller Hieronymous L.L.C.</b> <i>“Understanding business valuation including various approaches, methods and procedures as an indispensable tool for transitioning the family business”</i>
3:45 pm to 4:45 pm	<b>Darron Kendrick –W. Darron Kendrick, CPA, PC</b> <i>“Strategic Planning Using Bilateral Processes with Family and Business Concerns Side-By-Side”</i>
4:45 pm to 5:15 pm	<b>Tommy Fulton – Owner/Founder of The Forum for Family Business</b> <i>“Preserving the Legacy Using Family Meetings and Family Councils”</i>
5:15 pm to 5:30 pm	<b>Q &amp; A - Wrap-Up</b>