



**FAMILY BUSINESS: CURRENT LEADERS**

# Start the Journey

How prepared are you for what comes next in your family’s business? This assessment will help you think about some important underlying issues. It will also perhaps give you a new sense of what needs to be done and areas where you are less prepared – or less comfortable – than you could be. Read each statement carefully (some people like to read them aloud) and decide how much you agree – or do not agree.

Now take a look at your responses.

- **If you have strongly agreed** with a statement, you probably don’t need to worry about that area at this point.
- **If you have merely agreed**, something is missing for you and you would almost certainly benefit from a conversation with a trusted advisor.
- **If you are not certain**, obviously things are not arranged in your best interests right now and you should begin to take action.
- **If you have either disagreed or strongly disagreed**, there are some significant concerns that should be addressed as soon as possible.

Sage360 Advisors would welcome the opportunity to help you get started on your journey. No matter how you responded to the statements on this assessment, a conversation with us will give you some new perspectives on some critical issues in your family’s life – and livelihood. If you found yourself in less than full agreement with three or more statements, we urge you to call us today at **518.465.4642**. You can also fax this form to us (**518.572.5076**) with your name and phone number and we’ll be in touch to schedule some time to talk.

What part of your plan would you be willing not to have ready when you need it?

LAST NAME

FIRST NAME

DATE

PHONE NUMBER

## 1. Transition

We have a clear plan for my transition out of active day-to-day leadership of the company that includes a defined – and satisfying – ongoing role for me.

STRONGLY AGREE	AGREE	UNSURE	DISAGREE	STRONGLY DISAGREE
<input type="checkbox"/>				

## 2. Finance

The vast majority of family members understand the business’ financials enough to ask good questions or make sound business suggestions.

<input type="checkbox"/>				
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## FAMILY BUSINESS: CURRENT GENERATION

### 3. Communication Effectiveness

Within the last year I have changed my mind about an important business matter because of input provided by a family member other than my spouse.

STRONGLY AGREE	AGREE	UNSURE	DISAGREE	STRONGLY DISAGREE
<input type="checkbox"/>				

### 4. Communication Structure

We hold regular family meetings to discuss ownership issues related to the business.

<input type="checkbox"/>				
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### 5. Governance

The right family members are involved in running the company – and they are in the right roles.

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### 6. Family Issues

We are able to speak to each other as a family without drugs, alcohol or past events clouding the current conversation.

<input type="checkbox"/>				
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### 7. Affinity

I know what excites and motivates each of my children and grandchildren and we've talked about their dreams.

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### 8. Vision

My vision for the business is an important part of the whole but it doesn't dominate it.

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### 9. Empowerment

Every member of the family has something important to contribute to our family's enterprises.

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### 10. Key Perception

It's as much my family's business as it is mine.

<input type="checkbox"/>				
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