WISCONSIN FAMILY BUSINESS FORUM

Succession Planning Summit

Tuesday, December 5, 2017

7:30 am Registration/Networking
8:00 am - 4:30 pm
UW Oshkosh Alumni Welcome & Conference Center
625 Pearl Ave., Oshkosh, WI 54901

Spend the day hearing from local business owners on topics of succession planning. Learn what worked, what did not work and what areas were the most critical in succession planning.

8:00 am - 9:00 am

Join panelists Christine Utech, The Utech Group; Jonathan Bemis, Bemis Mfg. Co.; and Michael Schumacher, Services Plus, for “A Honest Look at Succession.” This panel will give you a look at three very different experiences of succession planning and the opportunities inherent with any path you choose.

9:00 am - 11:20 am

The Nuts and Bolts of Succession Planning in a Family Business


Speakers: Steve Sorenson - Attorney at von Briesen & Roper, s.c. & Nicole Smith - Organizational Development Lead at the Utech Group

One of the most difficult challenges facing owners of family businesses is taking the first step in the planning process. Perhaps that is why eighty percent of family businesses do not pass successfully to the second generation. Of this twenty percent which do pass successfully, eighty percent of them never make it to the third generation. Blame is placed on these incredible failure rates because of many things; market conditions, death taxes, cash needs and everything else but proper planning. Learn how to get started with planning and how to keep going regardless of the roadblocks that might come your way.

The Basics of ESOPS

Speaker: Aaron Juckett, President and Founder of ESOP Partners LLC

This presentation will cover the basics of employee stock ownership plans (ESOPs), the characteristics of an ideal ESOP candidate as part of their business succession plan, and the pros and cons of implementing an ESOP.

Succession Planning: What is my Company Worth?

Speakers: Amy Biersteker - Managing Director of Business Optimization & Donna Schultz - Senior Manager of Valuation Services at Schenck SC

Businesses face unique challenges at various points along the business life cycle and especially during times of transition. Join Amy Biersteker and Donna Schultz of Schenck as they discuss different approaches to valuing your business and share tips for how you can plan today to potentially create value for a future transition. Learn how your business value could vary depending on your objectives, your potential market of buyers and other factors. Then discover strategies for successfully navigating your business succession decisions.

11:30 am - 12:15 pm

Enjoy lunch while networking with other participants!

12:30 pm - 4:30 pm

Workshop:

Bonnie & Michael Hartley

Fire Drills: Contingency Plans for Managing Sudden Change

Contingency Plans for Managing Sudden Change looks at the impact of sudden death, disability, the leader's eventual retirement or the sale of the business on the family, the individual, the business and outside stakeholders, including clients, employees and your team of professionals, e.g. CPA, banker, attorney. This workshop gives participants tools like:

- The Sudden Death Checklist: Family and business data all in one file.
- Tools for Managing Change Assessment: The challenges, opportunities and strengths you can develop now to manage sudden changes in the future.
- The 800 Pound Gorilla Checklist: What happens if you sell your family business?

Registration for this event is required by **November 22.**
Cost to attend the event is $35.00 per person.

Register at: http://wfbf.uwosh.edu/Assets/programs_registration.php
For more information, contact Nancy Jo Dietzen, WFBF wfbf@uwosh.edu or 920-424-1541