

Lessons Learned *THE HARD WAY*
How My Business Is Surviving The Recession

Presented by
CFB MEMBERS

Tuesday, January 26
5:30 p.m. – 9:00 p.m.

University of New Haven, 300 Boston Post Rd., West Haven, CT

Moving Beyond Concepts
Getting Started on Lean Transformation

Presented by
Ken Branco

Tuesday, March 9
5:30 p.m. – 9:00 p.m.
Oak Lane Country Club
1027 Racebrook Rd.
Woodbridge, CT

Wednesday, March 10
8:00 am – 11:30 a.m.
Bigelow Tea
201 Black Rock Tpke.
Fairfield, CT

SUCCESSION:

It's Impact on the Family

Presented by
Steve Goldberg

Tuesday, April 27
5:30 p.m. – 9:00 p.m.

Oak Lane Country Club, 1027 Racebrook Rd., Woodbridge, CT

What Every Family Business Needs To Know

Presented by
CFB SPONSORS

Tuesday, May 25
5:30 p.m. – 9:00 p.m.

Oak Lane Country Club, 1027 Racebrook Rd., Woodbridge, CT

The Center for Family Business is sponsored by the following firms
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We're getting "greener"! To register to receive our CFB e-newsletter **FAMILY EQUITY** and event reminders via email, please e-mail
your Company Name and contact information to: cfbunh@newhaven.edu.

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LESSONS LEARNED THE HARD WAY

How My Business Is Surviving the Recession
presented by
CFB MEMBERS

Congratulations! Your company is surviving through the toughest economic times in recent history! What did you do differently from those who aren't doing so well?

CFB members who did not approach the recession as "business as usual" will lead us in a discussion of what they did differently, what they learned and the biggest challenges faced by their companies and their families.

At this event, we are asking our members to tell us what they learned from doing business in this tough economic environment that will prepare them, and perhaps others, to prosper when the economy rebounds.

We ask all participants to come prepared to tell us one thing they learned that they think could be helpful to their fellow CFB members.

Please join us for this highly interactive learning experience.

TUESDAY, January 26

5:30 p.m.
University of New Haven
Alumni Lounge, Bartels Hall
300 Boston Post Rd.
West Haven, CT

CENTER FOR  FAMILY BUSINESS

MOVING BEYOND CONCEPTS: GETTING STARTED ON LEAN TRANSFORMATION

presented by
KEN BRANCO

When Ken Branco presented to the CFB in 2009, he talked to us about LEAN principles. This time, he will be showing you how to put LEAN fully to work in your family businesses.

Participants will take part in "hands-on" exercises demonstrating how LEAN can work in any type of business - even in a non-manufacturing environment. Ken will provide pointers on how to implement LEAN in your family firm and give you the impetus to put LEAN to work for you.

We encourage you to invite your key employees to participate in this session with you. Now it's up to you to really put LEAN to work in your business!

TUESDAY, March 9

5:30 p.m.
Oak Lane Country Club
1027 Racebrook Rd.
Woodbridge, CT

WEDNESDAY, March 10

8:00 a.m.
Bigelow Tea
201 Black Rock Tpke.
Fairfield, CT

SUCCESSION: IT'S IMPACT ON THE FAMILY

presented by
STEVE GOLDBERG

Succession planning is hard work! It involves training, education, financial consideration, and some deep emotional work. It involves much more than preparing individuals to fill the new roles they will be assuming in your family's business. Families and key employees must also deal with psychological issues which present themselves as these major role changes occur.

Steve Goldberg has worked in the worlds of business, education, and family therapy. He understands how deeply and personally changes in the family business hierarchy can effect family dynamics, from the senior generation right down to members of the youngest generation.

Steve will help your family examine the impact of your succession planning on your family and provide you with insight on how to minimize emotional turmoil for everyone involved. Please encourage your family members to join you for this session.

TUESDAY, April 27

5:30 p.m.
Oak Lane Country Club
1027 Racebrook Rd.
Woodbridge, CT

CENTER FOR  FAMILY BUSINESS

WHAT EVERY FAMILY BUSINESS NEEDS TO KNOW

presented by
CFB SPONSORS

One of the perks of CFB Membership is access to the expertise of our sponsors. For this conference, we have asked our CFB Sponsors to present the latest, most pertinent information in their respective fields that they feel is vital for every family business to know.

This session will provide you with an opportunity to hear from top experts from **Wiggin and Dana** on estate planning, from **Bailey, Schaefer & Errato** on the latest developments in the world of accounting, and from **Daniel M. Smith & Associates** and **Charter Oak Financial Services** on financial planning and insurance issues.

Our panelists will allow time for participants to ask questions about issues facing their businesses. If you haven't had the opportunity to attend one of our sponsor presentations in the past, don't miss this one!

TUESDAY, May 25

5:30 p.m.
Oak Lane Country Club
1027 Racebrook Rd.
Woodbridge, CT

**TO REGISTER FOR ANY OF
THESE EVENTS OR TO
LEARN MORE ABOUT THE
CENTER FOR FAMILY BUSINESS**

**Please visit us on the web at:
www.newhaven.edu/cfb**

Or register by phone at 203-931-6031.
Call CFB Director Paul L. Sessions
for further information at 203-932-7421.

Evening meetings include
cocktail hour, dinner and presentation.
(Please inform us of special food restrictions you may have.)
Breakfast meetings include a breakfast
buffet and presentation.

If you are not a CFB Member, but involved in a family business, call Paul Sessions for information on attending one of our conferences, the best way to see if the Center is right for you, your family and your business. Directions to our conferences are available on the web.