



2018 NEXT GEN ACADEMY for Finance & Leadership

Next Generation Leader for Your Business:
What's Your Plan for Success?

Concannon Miller
Certified Public Accountants
Business Consultants

The odds are pretty staggering – only 30% of family-owned businesses succeed in transitioning their business to the second generation.

For those transitioning to a third generation, the odds are even worse – only 10% succeed.

There's a way to beat the odds – prepare.

The best business transition plans happen over a period of years, both to allow the next generation to learn the family business and move up the leadership ranks and also to best prepare the business financially. How that transaction is executed will affect the livelihood of both the current and future owner, as well as the success of the business as a whole.

Leadership training and developing financial skills are the top two skills you need to succeed in taking over your family business.

Concannon Miller's Next Gen Academy for Leadership and Finance for Private Businesses will prepare upcoming business owners to take the reins to continue their family legacy. Participants will develop the leadership and finance skills critical to their business's ongoing success as well as develop a network of peers in the business community.

Session topics include:

- Self discovery and whole brain thinking
- Crucial conversation between generations and with your team
- Principles of exit planning
- Valuation and vehicles for business transition
- How to think about and plan for taxes
- Business organizational design and development
- What to look for in financial statements to better manage your business
- Scaling up your business
- Time management and juggling multiple priorities
- Risk management
- Business banking tips

The curriculum is delivered by credentialed, tested professionals in the specialized areas of finance and accounting, leadership and human capital strategy.



You won't want to miss . . .

Concannon Miller

**Next Gen Academy for Finance & Leadership
for Private Businesses**

Become a Better Business Owner

Enroll today in Concannon Miller's Finance & Leadership Academy for Next Gen Business Owners, an exclusive offering for owners looking to develop and lead their organizations into the future through understanding and executing sound financial and leadership practices.



Who Should Attend

Next Generation family owners and Internal team members poised to run the business in the future.

Register Today!

<https://nextgen-lv.eventbrite.com>

For any questions about the Academy,
contact Betsy Storey-Bono at 610-625-1123
or bstorey-bono@concannonmiller.com



The Academy runs for six half-day Sessions, along with an Exit Planning Workshop & Kickoff Cocktail Party, and Wrap-Up Session & Celebration. The schedule is:

Exit Planning Workshop & Kickoff Cocktail Party with 1st Generation	Sept. 6, 2018	5:30 p.m.	Saucon Valley Country Club 2050 Saucon Valley Rd Bethlehem, PA 18015
Monthly Sessions	Sept. 11, 2018 Oct. 9, 2018 Nov. 13, 2018 Dec. 11, 2018 Jan. 8, 2019	7:30 a.m. to 12:00 p.m.	Concannon Miller 1525 Valley Center Pkwy, Suite 300 Bethlehem, PA 18017
Wrap-up Session and Celebration Cocktails with 1st Generation	Feb. 12, 2019	4:00 p.m.	

The monthly sessions include both breakfast and lunch.

Preferred Pricing for Early Registration through July 31 - \$700

Registration Pricing after July 31 - \$850

Register Today!

to secure your space in the Next Gen Academy for Finance and Leadership

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