

Will the New Millennium Arrive Before Your Succession Plan?

IS YOUR COMPANY FACING CHANGE?

Less than 30% of all privately held companies are successfully passed to the second generation, and only 9% make it to the third. Yet, it is widely recognized that most family businesses continue to operate without a succession plan.

Clearly, without a well developed succession plan, the next generation has only a slightly better chance of success than if they were to start up a company from scratch. A succession plan can make a huge difference.

The first step is to work with your attorney and begin to develop an estate plan. This will focus on the preservation and

distribution of the wealth you have created. As that is progressing, EXCEL can help you develop a succession plan to ensure that your company continues to create more wealth, even while you are enjoying retirement.

EXCEL has developed strategies and tools to strengthen your succession management team. Your chosen successors develop the necessary skills, demonstrate their ability, and earn your confidence long before they take the helm.

Call or email Steve Hancox at EXCEL MANAGEMENT CONSULTING to arrange a no cost, no obligation initial interview to see how this could work for you.

The strong economy has created all sorts of opportunities for companies. But capturing these opportunities often requires more management talent than that which is needed for the day-to-day operation of the business.

EXCEL has helped many Tri-State companies and non-profit organizations with a variety of needs. Whether you need interim management or help with a key project (such as a succession plan, acquisition, computer system conversion, or a strategic plan), EXCEL can help.

USE THE WEB TO GENERATE NEW IDEAS FOR YOUR BUSINESS

The Internet is developing into an outstanding source of new ideas and research for your business. Every day, more companies are developing new or improved sites containing a substantial amount of worthwhile information. In addition, a variety of search engines make

it possible to zero in on just what you are seeking.

While you're surfing the web, be sure to visit EXCEL's website (www.xlmc.com). It's loaded with ideas other successful CEO's have used to improve their business. Use the site map to help you discover all that is there.



*Steve Hancox, President,
Excel Management Consulting
Email: shancox@xlmc.com
Phone: 513 / 563-7339*