

PREPARED EXCLUSIVELY FOR FFI MEMBERS

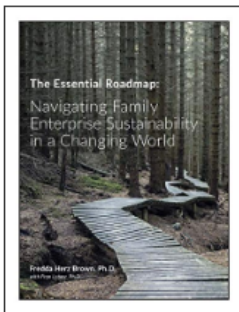
New books from FFI members

FEBRUARY 14, 2020



Today we feature six recent books by FFI members. Please help us continue this periodic feature by letting us know about books we might have missed. They don't have to be in English!

The Essential Roadmap: Navigating Family Enterprise Sustainability in a Changing World



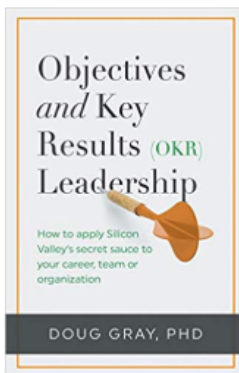
The Essential Roadmap more deeply examines the original four dimensions of Relative Solution's research on family enterprise sustainability via *The Family Wealth Sustainability Toolkit: The Manual*. Importantly, the book introduces a fifth dimension, **Generosity and Gratitude**, which examines the sense of connection and fulfillment gained by focusing energy beyond family and local community to positively impact the global community.

Fredda Herz Brown, PhD, is Senior Partner, Senior Consultant of Relative Solutions. For more than a quarter century, she has been a pioneer and continual innovator in the family enterprise field. An FFI Fellow, a founding member of FFI and the FFI 2086 Society, Fredda is a recipient of both the Barbara Hollander Award and the Richard Beckhard Practice Award.



**Fredda Herz
Brown**

Objectives + Key Results (OKR) Leadership: How to apply Silicon Valley's secret sauce to your career, team or organization



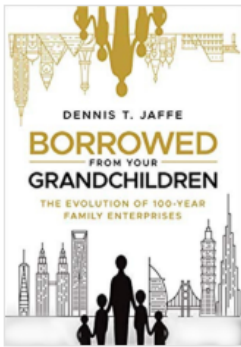
Leaders practice leadership, just as physicians practice medicine and attorneys practice law. Objectives and Key Results (OKRs) is a management theory that has driven a migration of financial assets and technological innovation to Silicon Valley, California, USA, since the 1970s. This book on OKR Leadership—the process for managers and leaders to practice OKR— discusses how use of this model can drive transformational leadership, employee engagement, and the next generation of management consulting.

Doug Gray, PhD, PCC, focuses on business consulting, executive coaching, organizational leadership, and applied Positive Psychology. Since 1997, as CEO of Action Learning Associates, LLC, Doug has provided leadership consulting, assessments, coaching, and behavioral change solutions for hundreds of clients in multiple business sectors.



Doug Gray

Borrowed from your Grandchildren: The Evolution of 100-Year Family Enterprises



Releasing February 26, 2020

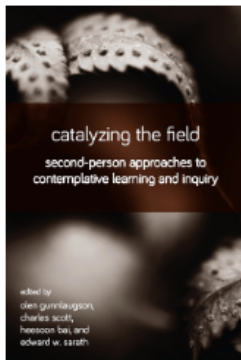
Borrowed from your Grandchildren is a fascinating look at how large, long-lasting business families succeed across generations. Based on interviews with 100 large, global families who have passed their 3rd generation of business together, this book is an essential read for family members, non-family executives, family offices, estate planning lawyers, family business consultants, trust officers, philanthropic and foundation advisors, financial advisors, financial planners, CPAs, and other finance profession.

Dennis Jaffe, PhD, is an FFI Fellow and recipient of FFI's 2017 International Award and 2005 Richard Beckhard Practice Award. He is with Wise Counsel Research based in San Francisco and the author of several books, including *Stewardship in Your Family Enterprise* and *Cross Cultures*. A GEN (Global Education Network) faculty member and family business advisor, Dennis is a professor emeritus of organizational systems and psychology at Saybrook University.



Dennis Jaffe

Catalyzing the Field: Second-Person Approaches to Contemplative Learning and Inquiry



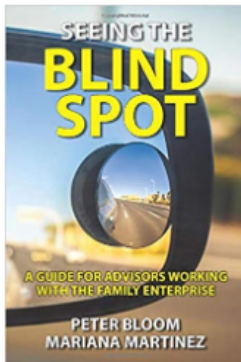
A collection of essays about the inner, shared experiences of participants engaged in second-person approaches to contemplative practice. *Catalyzing the Field* presents a diverse series of applied case studies about the second-person dimension of contemplative learning in higher education. FFI member Ian Macnaughton has written Chapter 7, "Self, Other & the System".

Ian Macnaughton, PhD, is the founder of Transition Point Coaching in Vancouver, Canada. Throughout his lengthy career in business and family coaching and in advising, he has helped build relationships and frameworks that keep families and their enterprises together to create a common future that lasts for generations. Ian is a FFI Fellow, the 2019 recipient of the Richard Beckhard Practice Award, and a member of the FFI GEN faculty.



Ian Macnaughton

Seeing the Blind Spot: A Guide For Advisors Working With The Family Enterprise



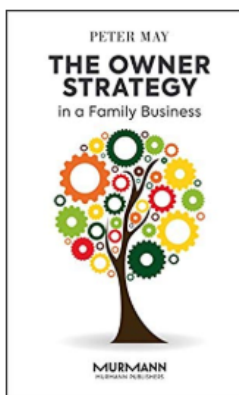
Seeing the Blind Spot is a guide for professionals who assist family enterprises regarding the psychological and relationship issues that often complicate their work with those enterprises. The book presents four case studies that illustrate those issues, with accompanying commentary based on Bowen family systems theory. A professional will finish this book equipped with tools and insights that will change the way they view and interact with family enterprises.

Dr. Mariana Martinez (ACFWA) is faculty at the Bowen Center for the Study of the Family in Washington, DC, and she serves as a Family Dynamic Consultant at Wells Fargo Private Bank. She currently participates in various clinical and academic activities including disseminating Bowen theory to the Spanish-speaking world. Mariana served on the 2017 FFI program committee for the Chicago annual global conference. You can read her *Practitioner* article in English or Spanish [here](#).



Mariana Martinez

The Owner Strategy in a Family Business



Family businesses have to deal with questions of ownership as professionally as they deal with the corporate strategy. This is the only way to guarantee the future of the company. The owner strategy is the key. *The Owner Strategy in a Family Business* contains the first complete and coherent description of how to develop an owner strategy. Owner families, family businesses, and their advisors can use the book to tailor a custom owner strategy and hence take the vital step from theory to practice.

Peter May is a leading expert on family businesses and a pioneer in the field of strategic consulting for family business owners. As a jurist and economist, he has counseled and accompanied renowned entrepreneurial families. In 1998, he founded INTES, the first German company focused on counseling and qualifying entrepreneurial families. He is an honorary professor at the WHU Otto Beisheim School of Management and an author and publisher of many publications about family businesses.



Peter May

PREVIOUS EDITION



We are pleased to provide you with an advance look at the March 2020 issue of *Family Business Review (FBR)*.

As an FFI member, you have access to the complete library of *FBR* articles at no charge.

[READ MORE](#)



DATES TO REMEMBER

FEB
26

Midwest Chapter meeting

Location: Chicago or via Zoom

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MAR
01

Deadline for Best Doctoral Dissertation Award submissions

[VIEW DETAILS](#)

MAR
06

Last day to begin FFI GEN online coursework for Q1 Capstone webinars

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MAR
11

Save the Date for the New England Chapter Breakfast

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APR
15

Last day for the following applications:

Best Unpublished Research Paper Award

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Nominations for an Achievement Award

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GEN Scholarships

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