PRACTICE INSIGHTS

Conversation-Starting Articles to Share with your Clients

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From *FFI Practitioner*

One of the primary goals of *FFI Practitioner* is to provide readers with thought-provoking and practical articles to improve the services they offer to their family enterprise clients and the field in general. To further this mission, this week, we are pleased to feature a selection of articles addressing common topics, across disciplines, that can be used as examples or conversation starters with clients.

Family Wealth

Articles in this section address common issues relating to family wealth and can help provide guidance in conversations about the benefits and limitations of family philanthropy and the influence that money can have in multi-generational family enterprises.

Philanthropy

Family Philanthropy: The glue but not the panacea!

by Maya Prabhu

Psychology of Money

The Inescapable Influence of Money on the Family Enterprise

by Randy Waesche

Family Dynamics

Articles in this section can be valuable resources for clients with adult Next Gen successors who are seeking to establish their leadership presence in the firm, especially if the client is experiencing overly-conflictual family meetings.

Next Gen/Leadership

The Challenge of Developing Next Generation Leadership Presence in a Family Business

by Denise Federer

Conflict/Communication

Eight Strategies for Conflict Management in Family Meetings

by Mariana Martinez

View in English or View in Spanish

Governance

These governance-related articles can be effective tools to use with clients facing concerns about whether their current ownership model will work for future generations or clients looking to codify their family values and legacy.

Models & Structures

Is Your Client's Generational Transition Stuck? How changing the ownership model can create traction

by Josh Baron and Nick di Loreto

Family Values

Story Power: Families' hidden asset

by Judith Kolva

Legal

Articles in this section address two legal topics of perennial relevance in the field. The first article can be helpful to start a thoughtful conversation with clients who are confronting the sensitive topic of prenuptial agreements. The second article provides a practical and easy to understand overview of some relevant considerations for families looking to select trustees.

Prenups

Prenuptial Agreements - Uncomfortable and Necessary

by Mitzi Perdue

Trusts

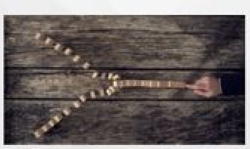
21st Century Trustees

by Patricia Angus

Do you have an idea for an article that could serve as an example or conversation-starter with clients? If so, please consider writing for *FFI Practitioner*.

LEARN MORE

Sneak Peek



Up next week, "Deviance in the Family Business: An interview with Kim Eddleston and Roland Kidwell" by Russ Haworth