

YOUR NEXT SPEAKER . . . ANDREA FREDRICKSON



Family Owned Business FACTS...

- Family-owned businesses comprise 80 to 90 percent of all business enterprises in North America.
- Family-owned businesses account for 60% of total U.S. employment and 78% of new jobs created.
- Only 30% of FOB are run by the 2nd generation, 9% by the 3rd and 4% beyond that. (Figures from Mass Mutual/Arthur Anderson study)

Four common hurdles that challenge family business owners today...

1. Lack of job descriptions
2. Lack of performance measures
3. Not enough non-family members in leadership positions
4. Too much time focusing on the family issues



Andrea Can Help. . .

Andrea is the speaker you need. She is on a mission to help family owned businesses improve their performance, enhance their relationships, and work through the various transitions that are inevitable in family-owned companies.

Drawing on her 15 years of experience as VP of Operations and now President of the family-owned business, American Institute of Management, Andrea will give your audience a fresh perspective to the challenges facing business leaders today.

Andrea has the innate ability to relate to your audience, to communicate, to motivate, to educate, and to entertain.

Call AIM today at 712.322.1112 to schedule your **complementary** 30 minute presentation for your Association or Chamber members.

Presentation

Lessons from Dad, CEO

In the course of being and working with family-owned businesses we have come across some common lessons we think others should know. During this speech Andrea will discuss three of the most important lessons.

Lesson One: Every family member earns their position. No free rides!

Lesson Two: We're all in this together. Believe in one another!

Lesson Three: Don't let the business get in the way of the family. Family comes first!

The family business owners who are members of your association will find this presentation full of valuable information and useful tips to help them evaluate their current situation and consider both the business and family systems currently in place.

Schedule Andrea for your next meeting by calling AIM Today! 712.322.1112



AMERICAN INSTITUTE
of
MANAGEMENT
INCORPORATED

300 WEST BROADWAY, SUITE 20
COUNCIL BLUFFS, IOWA 51503
712-322-1112
www.americaninst.com