

Leadership and Succession Considerations

With the advent of some managing partners considering retirement or taking on a future successor, the opportunity to take over and lead a business can be enticing. The concept can be promising, but the challenge that cannot be overlooked is the need for due diligence by both parties. This includes agreed upon timelines, alignment of core values and vision, definition of roles and responsibilities, succession agreements and continuation strategies. You also need to be fully aware of the pitfalls that can stand in your way. This informative session covers several factors that need to be addressed to determine if a successor relationship may be viable for all parties.

You Will Learn the Key Factors in Leadership and Succession Planning, Including:

- *Due diligence required by the owner and successor*
- *The importance of business valuation and metrics*
- *Understanding and clarifying anticipated timelines*
- *Leadership and staff roles, responsibilities and emotions*
- *Written agreements and sunset provisions*

Suggested Presentation Time: 45 to 60 minutes

