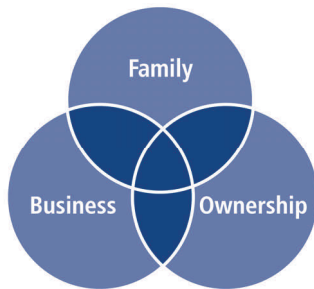


## Family Business Australia

# Passing the baton while you still can



## Breakfast with Martin Tobin

Best practice and succession planning  
for the family business

### Family business best practice

Research shows that the most successful family businesses do certain things. For example they:

- ◆ encourage their children to work outside the family business to gain valuable skills and experience
- ◆ develop a governance structure for the family as well as the business
- ◆ establish their values and ground rules in a Family Constitution or a Family Charter

These all help to professionalise the business and, more importantly, minimise the opportunities for conflicts that damage family relationships and destroy businesses.

### Family business succession planning

The most successful family business transitions have taken years to plan and implement. Family business succession, or transition, is inevitable. Planning early before emotional decisions are made is the key.

Prepare yourself with the knowledge, frameworks and strategies to ensure your family and business is on the right track for a successful journey through the process.

### The speaker

#### Martin Tobin

*Business Consultant*  
OutLore Consulting



Martin Tobin has a proven track record of managing and growing a successful medium-sized business, and is a recognised thought leader within the Australian family business community.

Drawing on his background as a solicitor, and previous leadership experience as Managing Director of Tobin Brothers Funerals, and Victorian Chairman of Family Business Australia, Martin is uniquely placed to provide creative input to Australian small-medium sized enterprises, particularly family businesses, across a range of industries.

Martin is an Adviser Member of Family Business Australia.

#### BREAKFAST DETAILS:

**Date:** Wednesday 19th June 2013  
**Time:** 7:15 for 7:30 start til 9:00am  
**Venue:** Hotel Charles, Launceston  
**Register:** [www.fambiz.org.au](http://www.fambiz.org.au)  
**Fax:** 03 9867 5344  
**Email:** [fbatas@fambiz.org.au](mailto:fbatas@fambiz.org.au)  
**Cost:** FBA member \$25.00  
 Non-member \$38.00  
 Light breakfast included.

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# REGISTRATION FORM

Breakfast with Martin Tobin  
Venue: Hotel Charles, 287 Charles St, Launceston  
Wednesday 19th June — 7.30 am - 9.00 am

## Step 1 - Contact details



Full name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Postal address: \_\_\_\_\_

Email address: \_\_\_\_\_

Contact number: \_\_\_\_\_

Are you a member of FBA?    yes     no

Or return registration form to:

Fax: 03 9867 5344

Tel: 0499 499 401

Book via

simply visit [fambiz.org.au](http://fambiz.org.au)

## Step 2 - Additional guests

Additional guest 1: \_\_\_\_\_

Additional guest 2: \_\_\_\_\_

## Step 3 - Registration fees

FBA members attending \_\_\_\_\_ @ \$ 25.00 pp \$ \_\_\_\_\_

Non FBA member attending \_\_\_\_\_ @ \$ 38.00 pp \$ \_\_\_\_\_

## Step 4 - Payment

**Direct deposit account** - Family Business Australia    BSB : 083 091 Account 477367651 (please quote your name and TAS1303 as a reference)

**Credit card** - (please circle)    MasterCard    Visa    AMEX (3% surcharge)

Card number: \_\_\_\_\_    Name on Card: \_\_\_\_\_

Expiry date: \_\_\_\_/\_\_\_\_/\_\_\_\_    CVV number: \_\_\_\_\_    Cardholders signature: \_\_\_\_\_