

In Australia some 97% of all businesses are classified as family and privately owned, of which a significant proportion meet the ABS definition of small business – i.e. employing less than 20 people.

A 2006 study by Royal Melbourne Institute of Technology (RMIT) found that 81% of the owners of family businesses plan to retire over the next ten years.

In addition and of particular concern 75% of the current CEO's of these family businesses have no documented business continuity or management succession plan.

Finally, the average age of family business owners in Australia is 56.3 years of age.



Clive Pearce
BSc, MBA, MREIQ

What does this mean to the nation in general and more specifically to you - the business owner?

The family business, it can be argued, is the single most important asset driving wealth creation for the majority of Australia today.

If we do not minimise risk whilst simultaneously implementing business continuity (succession) plans, great value will be lost both to the nation and untold families.

Business continuity (succession plan) must be developed and be SMART:

- **S**PECIFIC
- **M**EASURABLE
- **A**CTION ORIENTATED
- **R**EALISTIC
- **T**IME BOUND

These plans must allow for both planned and unplanned events:

Planned retirement and sale of business

Unplanned death, divorce, total permanent disability or incapacity, unforeseen market changes, changes to cash flow

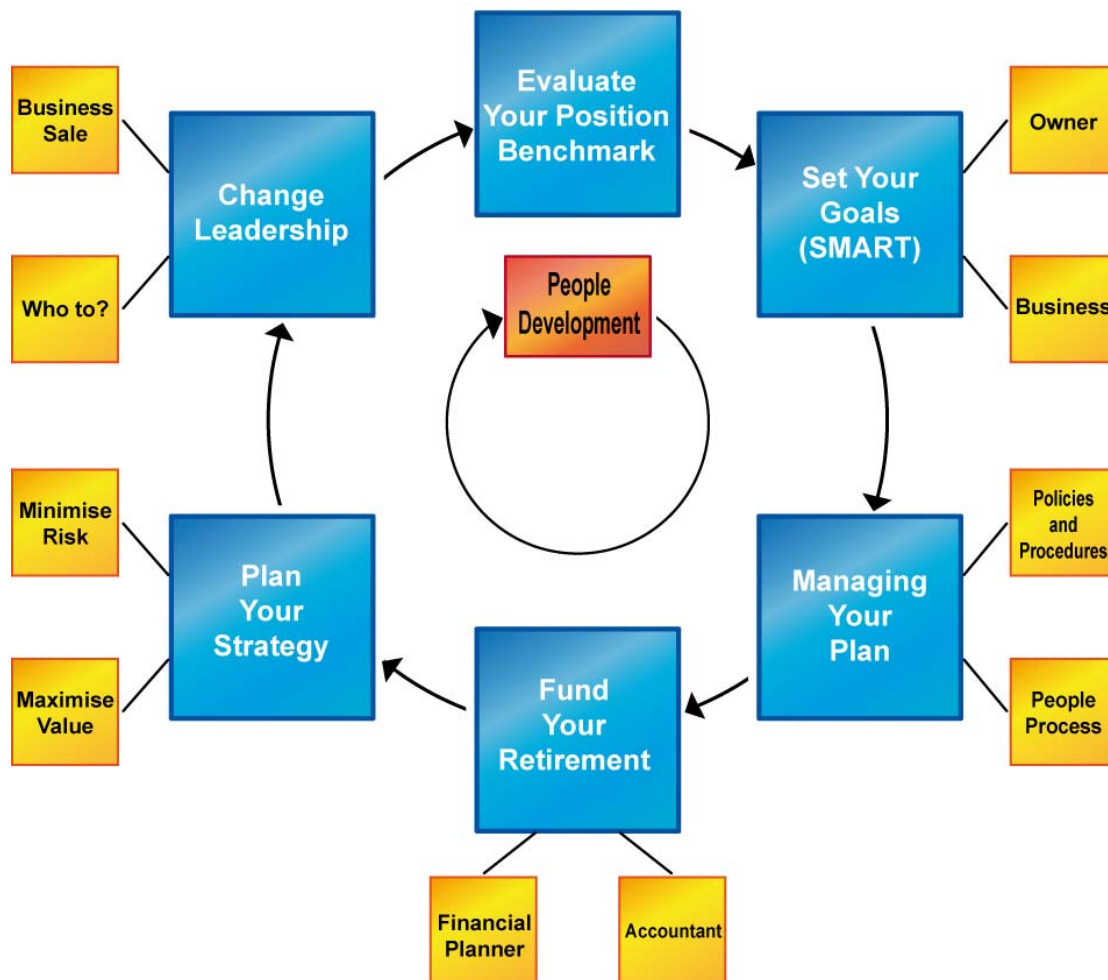
The Process

Business Continuity / Succession Planning should fit “hand in glove” alongside personal family wealth / financial planning advice as a living breathing process again designed to minimise risk and maximise value.



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Drilling further into some of the detail of any process we find...



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Professional appraisal of the business continuity model is a team process designed to minimise risk and maximise value. It can look a little daunting but is in reality a relatively straightforward exercise given suitable support.

Clive Pearce BSc MBA is the principal of CAPCorporate and has been advising on business continuity and succession planning since 2004. Previously Clive held the position of strategic planning manager for royal life insurance and developed Devon quality foods to be one of the UK's largest independent frozen food manufacturers. Clive has a particular passion for mentoring business owners to achieve their goals and aspirations.

Introductory Offer

First 2 hour consultation free if you sign up by Friday 12pm (valued at \$600)

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