

SAGE *Solutions*

Concise Conclusions...Key Differentiators of Highly Successful & Sustainable Family Businesses

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"Focus on the family doesn't drain business success – it enhances it."

- Joe Astrachan, Professor of Management and Entrepreneurship Kennesaw State University

"35% of the variance in ROE can be predicted by a combination of the family's cohesion, it's growth ambition, and a focus on sustainability and branding."

- In Harmony...Family business cohesion and profitability by EY and Kennesaw State University

The following study, see below for link, by EY and Kennesaw State University is extremely well done and based upon the responses of 1,000 of the world's largest and oldest family-owned businesses. I strongly encourage you to take 15 minutes to read it thoroughly. Its well-founded conclusion: *Simultaneous focus on family and business in a family-owned business enhances family cohesion, which in turn increases profitability and succession preparation.*

As the family office for a select group of highly functioning, highly profitable family-owned business owners throughout The United States, Sage Hill's hallmarks and *practical* protocols fully support this study's conclusions. Once the patriarch and matriarch of a family business *desire* to reach the goals expressed in this study, the next step is *how*. Sage Hill takes a leadership role in the route from *Desire* →*How*-→*Action*.

Through our *collaborative approach* with other top professionals in law, family management, finance, investments, tax, and risk aversion, Sage Hill works with the family to enable the family leaders to be in the "Chairman's" role of your personal wealth "enterprise" as final decision-maker based upon our counsel to you. This counsel follows our *connecting the dots* among these various disciplines in understandable terms for you, the "Chairman", to make decisions and approve our Action Plan. The Action Plan is created by Sage Hill...we hold ourselves accountable for the Plan transforming into Action...respectfully holding all other professionals for being collaborative and fulfilling their professional role promptly and accurately.

Call-to-Action: *Call me personally for an introductory discussion.*

Phil

[http://www.ey.com/Publication/vwLUAssets/Family_business_cohesion_and_profitability/\\$FILE/EYFamilybusinesscohesionprofitability.pdf](http://www.ey.com/Publication/vwLUAssets/Family_business_cohesion_and_profitability/$FILE/EYFamilybusinesscohesionprofitability.pdf)

Sage Hill ... The Family Office with understandable solutions to complex family wealth issues ...

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