



## Related Links

[Whittemore School of Business and Economics](#)

[Center for Family Business](#)

# UNH Center For Family Business Looks At Top Compensation Plans And Quality Control

Contact: [Lori Wright](#)  
603-862-0574  
UNH Media Relations

Nov. 17, 2004

---

DURHAM, N.H. – The Center for Family Business at the University of New Hampshire will take a close look at compensation plans and the quality control tool Sigma Six Wednesday, Dec. 1, 2004.

The half-day event will be held at the UNH Elliott Alumni Center. Registration and a continental breakfast begin at 8 a.m., with the program starting at 8:30 a.m. Those interested in attending the business program are asked to register by Monday, Nov. 29.

The first part of the program is titled “Compensation Plans That Really Work: Understanding Compensation Planning and the Right Plan for You.” Tim Hepburn and Drew Cheney from the accounting firm of Baker, Newman, and Noyes, LLC will lead a thorough discussion of compensation tools, including a variety of nonqualified deferred compensation plans as well as qualified retirement plan vehicles and what fits where. Topics to be discussed include issues with multigeneration compensation, compensation of key nonfamily executives, and exit strategies and post retirement compensation.

The second half of the family business event will focus on “What is Six Sigma? How do you achieve it? What are its benefits?” Six Sigma is a zero-variation quality tool that was used by Jack Welch to transform General Electric into one of the world’s most effective and profitable companies. Steve Westra and Tony Pema of Pierce Atwood Consulting will lead the discussion about Sigma Six.

The center, under UNH’s Whittemore School of Business and Economics and the UNH Graduate School, is sponsored by Mass Mutual Financial Group, Genus Resources, Baker Newman & Noyes, Pierce Atwood, MPI Management Planning, Inc., and Ocean National Bank. It is a membership program to provide owners and managers of entrepreneurial businesses with an opportunity to exchange ideas and information and to discuss business challenges, concerns, and solutions.

Future programs focus on Stockholder Buy-Sell Agreements (Feb. 9), Evaluating Business Planning (March 30), and Managing Change (May 4).

Nonmembers of the Center for Family Business can attend the program on a one-time trial basis for \$125 per person or \$250 per family. To register or for more information contact Barbara Draper at (603) 862-1107 or [Barbara.Draper@unh.edu](mailto:Barbara.Draper@unh.edu).

