

# Managing Family Business Transfers Topic at UNH Seminar

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DURHAM, N.H. -- Case studies of two very successful New Hampshire businesses will illustrate the topic of the University of New Hampshire's Center for Family Business program, "Managing Family Business Transfer," Tuesday, Dec. 4, at New Hampshire Distributors Inc., 65 Regional Drive, Concord. A continental breakfast begins at 8 a.m. and the program will be held from 8:30 to 11:30 a.m.

Experienced family business professionals will lead this program, which takes a look at significant issues and events in the transfer of two New Hampshire businesses after the death of the founder and departure of other family members. Participants will learn how parents' attitudes influenced the business and affected the transfers, as well as techniques that were helpful in transferring stock ownership and leadership. Speakers will discuss estate and insurance planning, the importance of mentoring and leadership training, and how family businesses can prepare for future ownership change. They will summarize what worked well in the business transfer, and what they would have done differently.

"This may be one of the best opportunities for people from New Hampshire family businesses to learn from their peers, from real life experience by those who lived it," according to Barbara Draper, director of the Center, which is an outreach program of UNH's Whittemore School of Business and Economics. There will be ample time for participant questions and discussion.

Sponsors of the Center for Family Business series are MassMutual Insurance; Berry, Dunn, McNeil and Parker, CPA; Genus Resources; Family Business Consultants and Cleveland, Waters and Bass, attorneys. Registration by Nov. 27 is requested by calling Draper

at 862-1107.

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