

Estate Planning Council of Lower Fairfield County, Inc.
MEETING NOTICE

Topic: *Family Businesses & Succession Planning*

Speaker: Paul Sessions, Director, Center for Family Business, University of New Haven

Date & Time: Wednesday, May 2, 2007 - 5:45 p.m. - 8:45 p.m.

Place: Innis Arden Country Club, 120 Tomac Avenue, Old Greenwich, CT

Dear Council Member:

Our final evening program of the year will be held on Wednesday, May 2, 2007. **Registration and networking with cash bar will begin at 5:45 p.m., followed by the Election of the Council's 2007-2008 Slate of Officers and Directors at 6:15 p.m., followed by dinner promptly at 6:30 p.m., speaker at 7:30 p.m., and we anticipate an end to the meeting between 8:30 p.m. and 8:45 p.m.** For directions, visit www.innisardengolfclub.com.

Our guest speaker, **Paul Sessions, Director, Center for Family Business of the University of New Haven**, will give a presentation on the particular issues faced by family businesses and succession planning as well as about his organization. Paul comes to us with much experience and wisdom in the specialized sector of family owned businesses. His interactive presentation will address the issues of succession planning, communication within and between generations, managing conflict and creating safe spaces for difficult conversations. While acknowledging the importance of technical issues when working with family businesses, he will encourage us to listen to the messages received from the heart as well. *Paul is at his best when engaging in dialogue with the audience, so please come ready with the concerns, issues and thoughts that "keep you awake."*

Paul L. Sessions has been Director of the Center for Family Business of the University of New Haven since 1996. The Center currently has as Members 73 Connecticut family businesses, ranging from \$2 to \$300 million in sales. Paul also maintains his own private consulting practice and is experienced in issues relating to closely-held and family businesses, particularly transition and succession, interpersonal communication and conflict resolution. He also conducts strategic thinking and business planning sessions and has considerable knowledge of the Enneagram and personality. His clients have included a wide range of family businesses, numerous service organizations, small entrepreneurial firms, newspapers, manufacturers and financial institutions. Paul worked for 17 years in his family's \$5 million, 6th generation manufacturing business, ultimately serving as president for 8 years and selling the company in 1993. Prior to that he worked as a teacher, a counselor and an audiovisual consultant in the motion picture and sound recording industries. He earned a BA in English from Villanova University and an MS in Communication from Fairfield University.

Space is limited, so we suggest that you reserve a place for yourself and **up to two guests** by completing and returning the tear sheet below with your check for \$50 for each guest **as soon as possible and no later than Wednesday, April 25**. Please let us know in advance if you subsequently find that you are unable to attend.*

I have enjoyed serving as your Program Chair this year and hope that you have found the topics and speakers to be beneficial. If you should have any ideas for future programs, please contact Craig L. Cerone, CTFA, AEP, at: craig.cerone@db.com.

Finally, please be sure to visit our website at www.epclfc.org for more details as they become available on our 2007-2008 program season!

See you May 2nd!

Jessie A. Gilbert, Esq.
Second Vice President, Programs

*To cancel, please call Lori Somerville at 877-302-6300.

If you will attend, please detach and mail to: EPC c/o Lori Somerville, 175 South End Road, #A2, East Haven, CT 06512.

Note: If you will not be bringing a guest to this meeting, please feel free to e-mail your registration to Lori at EPC-LFC@comcast.net or call her at 877-302-6300.

_____ I will attend the meeting on May 2, 2007.

I will bring _____ guest(s) x \$50 per guest = \$_____ total amount enclosed (please make check payable to EPC/LFC)

Member name: _____ Phone: _____

Guest name(s): _____ and _____