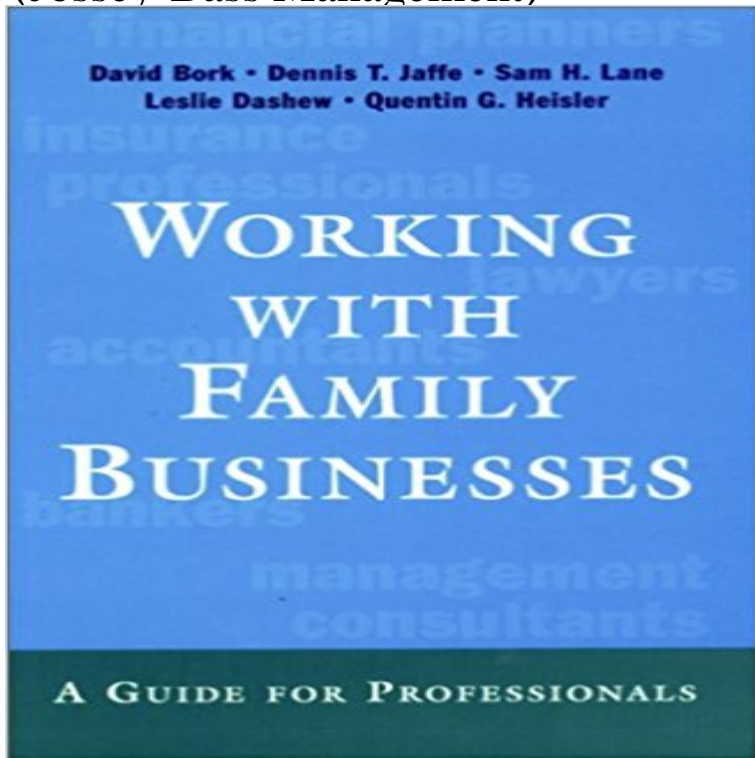


Working with Family Businesses: A Guide for Professionals (Jossey-Bass Management)



At least eighty--five percent of all businesses in the United States are family--owned---with their own special problems, situations, issues, and family dynamics. This book is a practical guide for all professional practitioners who service the needs of family businesses. It provides a basic training manual for all providers---attorneys, accountants, financial advisors, insurance and health care providers, therapists, and others---who are specialists in their fields, but are unfamiliar with the unique psychology and dynamics that often control and influence family businesses. The authors detail how to deal with the special circumstances that arise when advising and consulting to family businesses that can make or break the process of consulting, advising, and planning.

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