

Do I Have a Successor In My Family?

Can They Handle It?

- What if I think my kid(s) can't handle it?
 - Get feedback from people you can trust and have knowledge in these areas.
 - 360 Evaluation
 - Is your point of view tainted by them being your replacement?
- What if my kid truly isn't capable?
 - Can we provide them the additional structure that will help them to do it?
 - Training and development:
 - Give them the choice.
 - Involve and encourage them.
 - Seek out the best resources.
 - Work outside the business.
 - Utilize wholesaler.