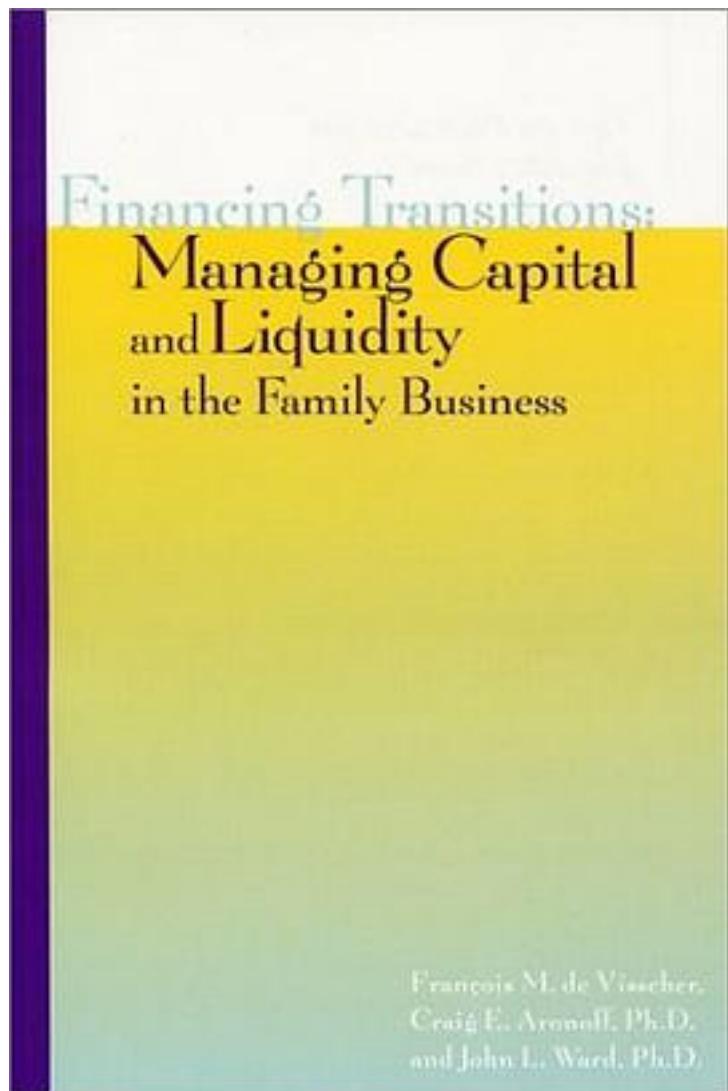


Financing Transitions



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If a family-owned company is to endure and provide the maximum potential opportunity for future generations, it must plan for provision of both adequate shareholder liquidity and sufficient business capital. Many believe their options are limited: restrict money available to the family; sell the business; or go public. Rather than allowing financial pressures to destroy the family business, careful planning and sophisticated use of the growing collection of financial techniques can help the family retain business control and make wise choices among many available alternatives. Francois deVisscher, one of the nation's leading authorities on family business finance, joins Drs. Aronoff and Ward in producing this volume. *Financing Transitions: Managing Capital and Liquidity in The Family Business* is a guide to: * anticipating and managing capital and liquidity needs; * understanding how the "Family Effect" can be a family business' greatest asset--or its greatest threat; * evaluating two dozen up-to-date, sophisticated financial solutions for providing liquidity and capital for the family business; * recognizing how predictable family business transitions can erupt into family crises; * avoiding the downward liquidity spiral; * keeping patient capital from becoming impatient; * controlling the family business's cost of capital; and much more... *Financing Transitions: Managing Capital and Liquidity in the Family Business* gives business owners the financial insight and understanding needed to provide future generations with the fullest possible opportunity to enjoy the unique benefits of business ownership.

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