

## Working with family businesses requires a different skill set – we act as a Process Consultant not as an Expert Advisor

	Expert Advisor	Process Consultant
Example	Tax & Trust lawyer	Family Business Consultant
Role	Provide answers	Provides framework and structure
Issue	Often readily apparent	Usually below the surface
Client	One person (or company)	The entire family business
Focus	More transactional	More relational
Primary resource	Expertise in subject matter	Design and facilitation of the problem solving process
Success	Partially defined by the Expert	Client defines success