

Institute of Family and Entrepreneurial Business

Belong to the Group of Family Business Leaders and Owners

The Institute of Family and Entrepreneurial Business (IFEB) in the Adnan Kassar School of Business at the Lebanese American University would like to announce its Family Business Leaders and Owners program.

This network is restricted to family business owners and family business leaders.

If you have already participated in any of the activities of the institute, you may apply without recommendations; otherwise, you will have to be recommended by two family business network members.

Applications will be sorted and decisions will be sent to you thereafter.

In order to apply, you will have to fill-out the attached application and send it to Dr. Josiane Fahed-Sreih, Associate Professor of Management and Director of the Institute of Family & Entrepreneurial Business at the Lebanese American University.

Email: jsreih@lau.edu.lb;

Fax: 00 961 9 54 72 56 Attention Dr. Fahed-Sreih

Tel: 00 961 9 54 72 54 Extension 2348

THE OFFERINGS

By becoming a member of the **Family Business Network**, you belong to the society of family businesses.

At the Institute we organize programs for family businesses on a yearly basis and we meet occasionally for social events and gatherings. In addition, the institute organizes a roundtable every two or three months to talk about issues related to family businesses.

If you are a member of the Family Business Network, you will be entitled to:

- 1- Discounts on the seminars and conferences of the institute.
- 2- Be part of the round table events, free of charge every two or three months.
- 3- Be part of the social events whereby family business leaders gather for fun.
- 4- Be part of the lobbying for family businesses.
- 5- Be part of the Lebanese and Middle Eastern Chapter for family business leaders.
- 6- Benefit from the discounts offered to the Institute of Family and Entrepreneurial Business.
- 7- Be part of the international summits of the Family Business Network, as those meetings are restricted to family members.

Programs 2016

Closed Circle Discussion- Topic: Compensation in Family Businesses

Type: Presentation followed by discussions of best practice

Speaker: **Dr. Josiane Fahed-Sreih and fellow members.**

Date: Thursday November 5, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Sources of Conflict: A case Study

Type: Presentation

Speaker: **Mr. Felix Abou Jaoude**

Date: Thursday November 19, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Understanding Family Business Management

Type: Seminar as part of the Family Business Certification Program.

Speaker: **Dr. Josiane Fahed-Sreih**

Date and Time: December 11, 12, 18, 19, 2015

Friday, December 11, 2015 from 6:00p.m. till 9:00 p.m.

Saturday, December 12, 2015 from 9:00 a.m. till 4:00p.m.

Friday, December 18, 2015 from 6:00p.m. till 9:00p.m.

Saturday, December 19, 2015 from 9:00 a.m. till 4:00p.m.

Place: LAU Executive Center- Solidere (Beirut Central District, 1301 Marfaa, Beyhum Street- first left after Assaily building, 2nd building to the right, 2nd floor).

Cost: 1127\$

Credits: 1.5

Restriction: EMBA students- Family Business Certification enrolled members- Family Business Network Members or by personal invitations

Programs 2015

The Importance of the Family Narrative in instilling the Core Values of Family Identity

Type: Presentation

Speaker: Mr. Ramzi Rassi

Date: Thursday June 25, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Intellectual Property in Family Businesses: Challenges and Lessons for Continuity

Type: Presentation

Speaker: Me. Rany Sader

Date: June 2, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Social Gathering

Type: Social Outing with spouses

Speaker: -

Date: May 26, 2015

Place: Le Gathering- Beirut Gemayze.

Restriction: Only to Family Business Network Members or by personal invitations

Spirituality and Creativity in Managing Family Businesses

Type: Presentation

Speaker: Ms. Dunia Hrajli

Date: May 19, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

On- Line Marketing and Social Media Management for Family Businesses

Type: Presentation

Speakers: Mr. Adib Gherib and Ms. Kristina Zapletalova

Date: May 5, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Legal Aspects of Family Wars: A Case of Destruction

Type: Presentation

Speaker: Judge Hani Barsha

Date: March 10, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members or by personal invitations

Creating a Governance Plan at Sabis

Type: Presentation

Speaker: Mr. Joe Achkar

Date: November 28, 2014

Place: LAU Executive Center- Solidere.

Restriction: To Family Business Network Members- EMBA students
or by personal invitations

Franchising Bricks: How to Build your Own Franchise

Type: Presentation

Speakers: Mr. Raja Habre, Mr. Yasser Kouatly- LFA

Date: November 10, 2014

Place: LAU Byblos

Date: November 13, 2014

Place: LAU Beirut

Restriction: To Family Business Network Members and Open to all students

Case Study: Family Failure? Lines Brothers LTD

Type: Presentation and discussion

Speakers: Dr. Josiane Fahed-Sreih

Date: Tentative- Tuesday December 9, 2014

Place: LAU- Executive Center Solidere

Restriction: Only to Family Business Network Members

Creating a Governance Plan at Sabis (Cont.)

Type: Presentation

Speaker: Mr. Joe Achkar

Date: February 12, 2015

Place: LAU- Executive Center Solidere.

Restricted: To Family Network Members- EMBA students
or by personal invitations

Family Business: In the Eye of the Storm

Type: Presentation

Speakers: Mr. Nabil Ghorra

Date: To be decided

Place: LAU- Beirut.

Restriction: to Family Network Members- EMBA students or by personal invitations

Corporate Governance

Type: Seminar

Speakers: Dr. Josiane Fahed-Sreih

Fee: \$1000

Free for the Family Business Network members

Date: To be decided-

Place: LAU- Executive Center Solidere.

Wealth Management: Managing Private Equity in the Family Business

Type: Panel Session

Speakers: to be decided

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: to Family Business Network Members, EMBA students or by personal invitations

Restructuring and Balanced Scorecard in Family Businesses

Type: Presentation

Speakers: To be decided

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: to Family Network Members, EMBA students or by personal invitations

Case Study

Type: Presentation

Speakers: to be decided

Date: Tentative- May, 2015

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Compensation of Siblings in Family Businesses

Type: Panel Session

Speakers: To be decided

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Leadership Training Programs

Type: Case study

Speakers: Ms. Hiba Bawarshi, restricted to FBN

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Managing the Holding Company

Type: Case study

Speakers: Mr. Anthony Bou Khater, restricted to FBN

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Entrepreneurship for the Younger Generation

Type: To be decided

Speakers: To be decided

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Managing the Estate

Type: To be decided

Speaker: Mr. Anthony Bou Khater

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Managing In-laws- Compensation in cases of death

Type: To be decided

Speakers: To be decided

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Writing Constitutions

Type: Case study

Speakers: Tentative Mr. Charles and Mr Victor Saad,

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Programs 2014

Round Table Event: Case Studies- "XYZ: How to move forward"

Type: Round Table Discussion, restricted to FBLN.

Speaker: Dr. Josiane Fahed-Sreih

Date: July 3, 2014

Place: LAU Executive Center -Solidere

Restriction: Only to Family Business Network Members.

Round Table Event: Case Studies- Shift from Generation 1 to Generation 2 at Tinol (Cont.)

Type: Round Table Discussion, restricted to FBLN.

Speaker: Mr. Chaker Saab from Tinol

Date: May 29, 2014

Place: LAU Executive Center -Solidere

Restriction: Only to Family Business Network Members.

Round Table Event: Case Studies- Shift from Generation 1 to Generation 2 at Tinol-

Type: Round Table Discussion, restricted to FBLN.

Speaker: Mr. Chaker Saab from Tinol

Date: April 29, 2014

Place: LAU Executive Center –Solidere

Restriction: Only to Family Business Network Members.

Round Table Event: Case Studies- Balancing Family and Business Needs at Merck

Type: Round Table Discussion,

Speaker: Mr. Antoine Bou Khater from Mazda

Date: March 27, 2014

Place: LAU Executive Center –Solidere

Restriction: Only to Family Business Network Members.

Round Table Event: BLC Brilliant Awards

Type: Panel Session

Speakers: Winners of the Brilliant Award

Date: March 4, 2014

Place: LAU Beirut

Restriction: Family Business Network Members, open to all students.

Programs 2013

Wealth and Portfolio Management: The Future Allocation

Type: Presentation

Speakers: Mr. Mirko Visco, from Switzerland

Date: February 27, 2013

Place: LAU Beirut

Restriction: Family Business Network Members, or by personal invitations

Quilvest Presentation on Managing a Family Office

Type: Presentation

Speakers: Fady Michel Abouchalache, Quilvest group CEO

Date: April 29, 2013

Place: LAU Beirut

Restriction: Family Business Network Members, or by personal invitations

Entrepreneurship and the Family Business

Type: Panel Discussion

Speakers: HE. Me. Walid Daouk
H.E. Dr. Salim El Sayegh
Mrs. May Makhzoumi
Mr. Jacques Sarraf
Mr. Stephen Cutts
Me. Hadi Melki
Me. Ziad El Khoury
Dr. Josiane Fahed-Sreih

And many others

Date: March, 29, 2012

Place: LAU Beirut

Restriction: Family Business Network Members, friends of the Institute and/or by personal invitations.

Entrepreneurship: Does it Fit the Family Business?

Type: Paid Seminar

Speakers: Mr. Gary Brooks, from the U.S.

Date: March, 29, 2012

Place: LAU Beirut- Postponed

Restriction: Family Business Network Members, friends of the Institute and/or by personal invitations.

Round Table Event: Case Studies

Type: Round Table Discussion,

Speaker: Dr. Josiane Fahed-Sreih

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Round Table Event: Case Studies

Type: Round Table Discussion, restricted to FBLN

Speaker: Dr. Josiane Fahed-Sreih

Date: To be decided

Place: LAU Executive Center- Solidere

Restriction: Only to Family Business Network Members.

Programs 2012

The Family Business Constitution: How to prepare for it?

Type: Panel Discussion

Speakers: Mr. Raphael Debbane
Dr. Josiane Fahed-Sreih

Date: March, 29, 2012

Place: LAU Beirut

Maximizing Business Growth and Profitability for Family Wealth Longevity

Type: Conference in cooperation with Campden

Speakers: Many of which Mr. Joseph Haddad, Mr. Joanne Sarraf, Ms. Pascale Debbane and Dr. Josiane Fahed-Sreih

Date: May, 21-22, 2012

Place: Four Seasons Hotel- Beirut

CEO Mentoring

Type: Presentation Seminar style

Speakers: Mr. Peter Fisk

Date: March 21, 2012

Place: LAU Beirut

How Family Businesses Become High Performing and Ensure Continuity

Type: Round Table Discussion

Speakers: Ms. Fay Niewiadomski

Date: December 06, 2012
Place: LAU Byblos

Women in Family Businesses

Type: Conference hosted by the Saudi Chamber of Commerce
Speakers: Many speakers
Date: December 08, 2012
Place: Saudi Arabia

Strategic Planning for Entrepreneurial Ventures

Type: Conference
Speakers: Many speakers
Date: September 25-26, 2012
Place: Kuwait City- Kuwait

Roles of Educational Institutions in Developing and Entrepreneurial Culture

Type: Conference
Speakers: Many speakers
Date: December 12-13, 2012
Place: Manama- Bahrain

Entrepreneurship in Family Businesses: Older vs. Younger Generation

Viewpoints

Type: Panel Discussion
Speakers: Not decided
Date: Tentative May 3, 2012
Place: Not decided

Round Table Event: Case Study: The Crown Inn: the Classic Case of a Family Business in Turmoil

Type: Round Table Discussion, restricted to FBLN
Speaker: Dr. Josiane Fahed-Sreih
Date: Spring 2012
Place: LAU, Beirut

Round Table Event: Case Studies

Type: Round Table Discussion,
Speaker: Dr. Josiane Fahed-Sreih
Date: To be decided
Place: LAU Executive Center- Solidere
Restriction: Only to Family Business Network Members.

The 2nd Lebanon's Economic Forum

Type: Conference with IFEB participation

Speaker: Many and Dr. Josiane Fahed-Sreih
Date: November 29-30, 2012
Place: Four Seasons Hotel- Beirut
Restriction: Open to all.

Programs 2011

Succession Planning: A Life-time Experience

Type: Panel Discussion
Speakers: Emir Samir Abillama, Mr. Antoine BouKather, Mr. Khalil Fattal
Date: December 08, 2010
Place: LAU, Beirut
Restriction: Family Business Network Members or by personal invitations.

Roundtable for Entrepreneurship Education

Type: Conference in cooperation with
Speakers: Many speakers
Date: March 06, 2011
Place: Abu Dhabi

Changing Attitudes in Family Businesses

Type: Roundtable Discussion restricted to FBN members
Speakers: Mr. Jad Jreijiri
Date: August, 2011
Place: LAU, Byblos
Restriction: Only to Family Business Network Members.

The Gucci Case

Type: Roundtable Discussion restricted to FBN members
Speakers: Dr. Josiane Fahed-Sreih
Date: May 17, 2011
Place: LAU, Byblos
Restriction: Only to Family Business Network Members.

Challenges facing Family Businesses and the importance of Governance Plans

Type: The Food Industry Conference in cooperation with IFEB
Speakers: Dr. Josiane Fahed-Sreih
Date: March 31, 2011
Place: Biel, Beirut
Restriction: Open to all in the Industry.

Family Corporate Strategy

Type: Panel Discussion in cooperation with IFEN Germany

Speakers: Many from Lebanon and Germany

Date: April 07, 2011

Place: Beirut

Restriction: Only to Family Business Network Members.

Programs 2010

Conference: Managing Family Wars

Key Note Speaker: H.E. Mr. Fadi Abboud, Minister of Tourism

Closing Key Note: Mr. Antoine Wakim, Board Member, Allianz SNA

Date: March 17, 2010

Family Business Wars: Managing Conflict and Risk in the Family Business

Speakers: Mr. Grant Gordon, co-Author of "Family Wars", and Dr. Josiane Fahed-Sreih

Date: March 18, 2010

Building Family Business Intelligence

Speaker: Dr. David Pistrui

Date: March 19, and March 20, 2010

Leadership in Times of Crisis

Speaker: Mr. Timothy Dorman

Date: Not decided

Women in Family Businesses

Type: Conference in cooperation with the Eastern Province Chamber of Commerce, Saudi Arabia

Speakers: Many from Saudi Arabia and Dr. Josiane Fahed-Sreih

Date: October 18, 2011

Place: Saudi Arabia- Eastern Province Chamber of Commerce

Corporate Social Responsibility

Type: Conference in cooperation with IFEB

Speakers: Many from Lebanon and Dr. Josiane Fahed-Sreih

Date: January, 2011

Place: Movenpick- Beirut

Other Programs

Challenges of Family Businesses (In Arabic)

Type: Seminar

Speaker: Dr. Josiane Fahed-Sreih

Managing the Changing Corporate Culture

Type: Seminar

Speaker: Mr. Gary Brooks

Dr. Lynn Diamond

Date: Not Decided

Employee Stock Ownership Plans in Family Businesses

Type: Seminar

Speaker: Mr. Jack Veale

Cost and Payment

The cost will be: **\$500/ per family /per year**

An additional \$100 will be charged per additional member of the family.

Each amount covers membership at the Family Business Network at the Institute of Family and Entrepreneurial Business at LAU and Membership at the Family Business Network worldwide.

To become a member, you are asked to complete the enclosed **Family Business Networking Form** and return it to the Institute, **as soon as possible**, by fax or by e-mail.

Kindly enclose the membership fee with your application, payable by:

1. Check to the order of the "Lebanese American University - IFEB"
2. Bank transfer to Byblos Bank - Byblos Branch, (USD) Account number:
30.02.252.373689.0
Ref: Lebanese American University - IFEB
3. Bank transfer to Audi Bank - New York Branch, Account number:
613976-422-01-002
Ref: Lebanese American University – IFEB
4. Credit card facilities are available at the Business Offices in Beirut and Byblos.

Please make sure that the reference "IFEB" is mentioned on all kinds of payment modes.

Applications for membership are subject to acceptance.

Venue

The Lebanese American University will be the usual venue for the events locally. For International events, members will be informed by email.

Potential Membership

The membership is restricted to family business owners, and family business leaders. This membership would allow for private family business members' meetings whereby family business leaders and owners identify their different problems, analyze them and come up with solutions. This network would allow family members to learn from other family members and their experiences.

Statement of Purpose

The Institute of Family and Entrepreneurial Business is a non-profit academic-based organization developing educational programs that support individuals and families in the growth and continuity of successful family enterprises. It is characterized by integrity in research and commitment to LAU values.

The purpose of the Institute is to enhance the continuity, health and growth of family enterprises by:

- developing and maintaining a center of research and innovation in a field that hasn't received its due attention;
- being a leader in developmental activities in the family business field in Lebanon and the Middle East through generating and disseminating information and data on leading and managing family owned businesses;
- serving family businesses by offering high powered courses in the field;
- allowing family members to interact freely and openly in an intellectually stimulating environment, while at the same time encouraging the education and development of individuals involved in the management and ownership of family owned businesses;
- Improving knowledge of family businesses, facilitating links among professionals serving family businesses and assisting family members solve their problems and maximize the potential of their businesses.

Membership and Registration

For more information regarding membership and registration, please contact:

Dr. Josiane Fahed-Sreih

Associate Professor of Management

Director, Institute of Family and Entrepreneurial Business

School of Business

Lebanese American University

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