



Institute for  
Family Business  
with UCG

***next generation***

## **IFB with UCG Next Generation Leadership Programme**

**Preparing emerging generations  
for family business leadership**

September 2013 – July 2014

Venue: The Marylebone Hotel, London

**“Truly fantastic and a MUST for any emerging leaders in the family business. The IFB with UCG NxG Leadership Programme offers a well-structured approach for dealing with the typical challenges that family businesses face.”**

Rose Damen, Damen Shipyards

## What are the programme objectives?

The IFB with UCG NxG Leadership Programme has been developed to help prepare future family business leaders for their unique role as owners, and potentially, managers of the family enterprise. Providing personal and reflective insights throughout the programme, it will also help you to develop skills that are highly relevant to you as an emerging family business leader.

**“The course has been an invaluable eye-opening experience for me.”**

**Archie Harwood**  
Harwoods Ltd

The only course of its kind in the UK, the IFB with UCG NxG Leadership Programme will focus on the family leadership and business leadership helping you to gain a better understanding of yourself and your own leadership styles and your development needs for the future.

You will:

- Gain an understanding of leadership in the context of ‘family’ and ‘business’ and the impact of your leadership style on others
- Develop a better understanding of family business dynamics and your ability to balance the roles of family, ownership and management
- Enhance your self-awareness through understanding your strengths and weaknesses as a leader and identifying your personal development needs
- Develop practical skills and techniques to develop your leadership skills
- Share insights and experiences to help you get the best from yourself and others

Throughout the programme you will benefit from:

- An exciting learning journey supported by a team of successful family business owners, professional experts and other inspirational guest speakers
- One-to-one mentoring throughout the programme with an experienced family business owner
- Peer-to-peer learning in a safe environment with other NxG members facing similar challenges
- Ongoing support and access to appropriate resources from the Institute for Family Business

## Who can participate?

The IFB with UCG NxG Leadership Programme is designed for 25-40 year old members of family businesses with a minimum of 5 years’ work experience, preferably in a management position (or equivalent), with the vision to assume a leadership role in the future. Participation is restricted to one person per family business.

## Faculty

The IFB with UCG NxG Leadership Programme is directed by Juliette Johnson, Head of UK Family Business at Coutts & Co.

In this role she provides bespoke advice and facilitation to family businesses and their families on a range of issues including succession, governance and communication and she is well-versed in the issues surrounding the development of the next generation as leaders of the future. She also runs the Coutts Forums for Family Business Owners, speaks at international events on family business matters and has been involved in several major pieces of family business research.



## The Programme

The programme is divided into 5 modules over a 12 month period. Through interactive workshops, guest speakers, peer discussions and case studies, the following areas will be addressed:

### Family

- Assessing family culture, patterns and behaviours
- Family governance and fair process
- Understanding and impacting change
- Making a success of succession
- How to develop responsible owners

### Self

- Leadership and what makes a strong leader
- Personal leadership styles; how your style impact on others
- Personal branding
- Giving and receiving feedback; having difficult conversations

### Business

- Leadership at Board level
- Effective use of Non-Executive Directors
- Influence and persuasion
- Balancing the boardroom
- Successful succession

Each module will focus on a different aspect of your development journey, working up to the creation of your own personal development plan.

**Module 1** Friday 20 September, 2013

**Module 2** Saturday 21 September, 2013

**Module 3** Saturday 30 November, 2013

**Module 4** Saturday 28 February, 2014

**Module 5** Friday 26 April, 2014

**Module 6** Friday 5 July, 2014

## Support throughout the programme and beyond

The programme has been put together to provide you with the necessary support to develop into the leaders of tomorrow. In particular, the course will provide:

- Extensive sharing of knowledge and experience through the support of family business owners, advisers, guest speakers and experts.
- Support through our family business mentors who all hold senior positions in their substantial family businesses and may have faced similar challenges and concerns to those you face today.
- Preparation of a personal development plan to enable you to further build your skills both during and after the programme.
- An exclusive alumni network of graduates from the programme providing a lifelong peer network and other events

## Programme Fees: £2,995 + VAT

Includes: all course materials, lunch and refreshments. Excludes: travel / accommodation  
IFB members will receive a 10% discount

## Venue: The Marylebone Hotel

47 Welbeck Street, London, W1G 8DN

# IFB with UCG Next Generation Leadership Programme

September 2013 – July 2014

## Application Form (please complete in BLOCK CAPITALS)

Please return completed forms to:

Sheryll McKenzie, Institute for Family Business, 32 Buckingham Palace Road,  
London SW1W 0RE or fax 020 7630 6251

### Closing date for applications – Friday, 28 August 2013

Surname: \_\_\_\_\_ Title: \_\_\_\_\_

Forename(s): \_\_\_\_\_

Current Position: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Postcode: \_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Name of Family Business (if different from above): \_\_\_\_\_

\_\_\_\_\_

Description of family business activity and sector (use separate sheet if necessary):

\_\_\_\_\_

Are you a member of the business-owning family? Yes / No\*

Higher education qualifications (e.g. Degree, MBA or similar): \_\_\_\_\_

### Programme Fees

**Members:** £2,695.50 + VAT @ 20% (£539.10) = £3,234.60

**Non-members:** £2,995.00 + VAT @ 20% (£599.00) = £3,594.00

### Method of Payment

I enclose a cheque

payable to the Institute for Family Business (UK)

Please charge my  
Visa/Mastercard

Amount £ \_\_\_\_\_

Card number \_\_\_\_\_

Expiry date \_\_\_\_\_

Name on card \_\_\_\_\_

Security code (last 3 digits) \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Cancellations** must be received in writing. Cancellations received prior to 15 August will be eligible for a 50% refund less a £50 administration charge. Cancellations received after this date will not be eligible for a refund.

**Data Protection:** All information will be held in the strictest confidence and will not be released to third parties without your express permission.

\*Please delete as appropriate