



## FACTS ABOUT PASSING ALONG THE FAMILY BUSINESS

*(May be used as a sidebar with article, **Succession Planning For The Family Business Is Critical, But Not Always Easy**)*

If your partner died, would you be able to do business with his or her heirs? You can use a variety of business planning concepts to plan ahead for the problems that come with changes in ownership. But, as the statistics below show, more than half of all founders of family businesses fail to follow through with any sort of business succession plan. If you're one of those who hasn't developed a succession plan, you should consider working with a financial expert or attorney to develop one. You owe it to yourself and your family.

### How many family businesses have a succession plan?

For ownership and management	20%
For ownership only	18%
For management only	6%
No succession plan	56%

### What would family business owners like to see happen to their business?

Take it public	5%
Sell all of it	10%
Sell part of it	5%
Not sure	34%
Keep it in the family	46%

*Source: Family Business*



**Securian Financial Group, Inc.**  
www.securian.com

400 Robert Street North, St. Paul, MN 55101-2098

©2005 Securian Financial Group, Inc. All rights reserved.

DOFU: 04/2005  
A01244-0405