



FAMILY BUSINESS ADVISER TRAINING

Accreditation
Program 2017



**Family
Business
Institute**



What do Family Businesses AND their Advisers really need?

This is the easy part: all families are inherently complicated, and every business faces competitive challenges - it's hard enough to be successful in either.

Put them together as a family business, add an aging entrepreneur / founder / leader, and you've got a host of complex, inter-connected issues to confound the best commercial and human advisers.

These clients need more than traditional, professional, single-focus services – they need a broader, deeper and more “human” approach, delivered by highly skilled, collaborative advisers.

You can't outsource, technologise, or trivialise the holistic / human solutions needed by business families. So far as any form of advisory work is secure into the future ... this is it.

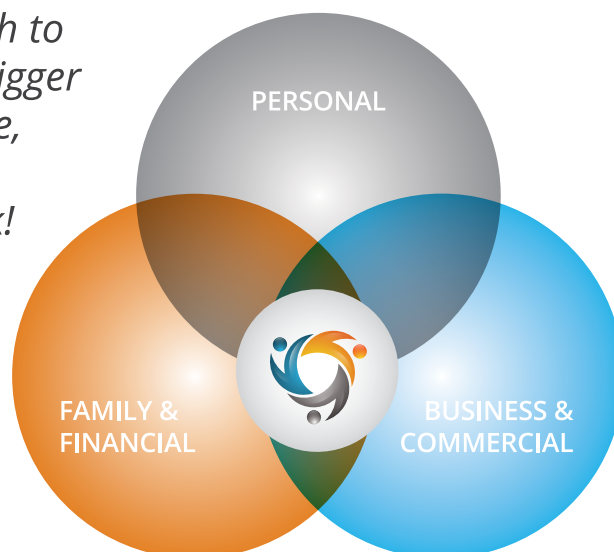
Of course, it takes more than just a few days' training to make it work.



I'm already a skilled Professional Adviser or Consultant - how can FBI help me?

We help you become more skilled and more successful through differentiated services - developed through advanced training, meaningful accreditation, innovative practice resources, personal growth, sophisticated marketing, job referrals and membership of a strong, collaborative professional network.

If that's not enough to help you build a bigger and better practice, you may be in the wrong line of work!





FBI is *the* organisation for advanced adviser training, accreditation, marketing and practice support.



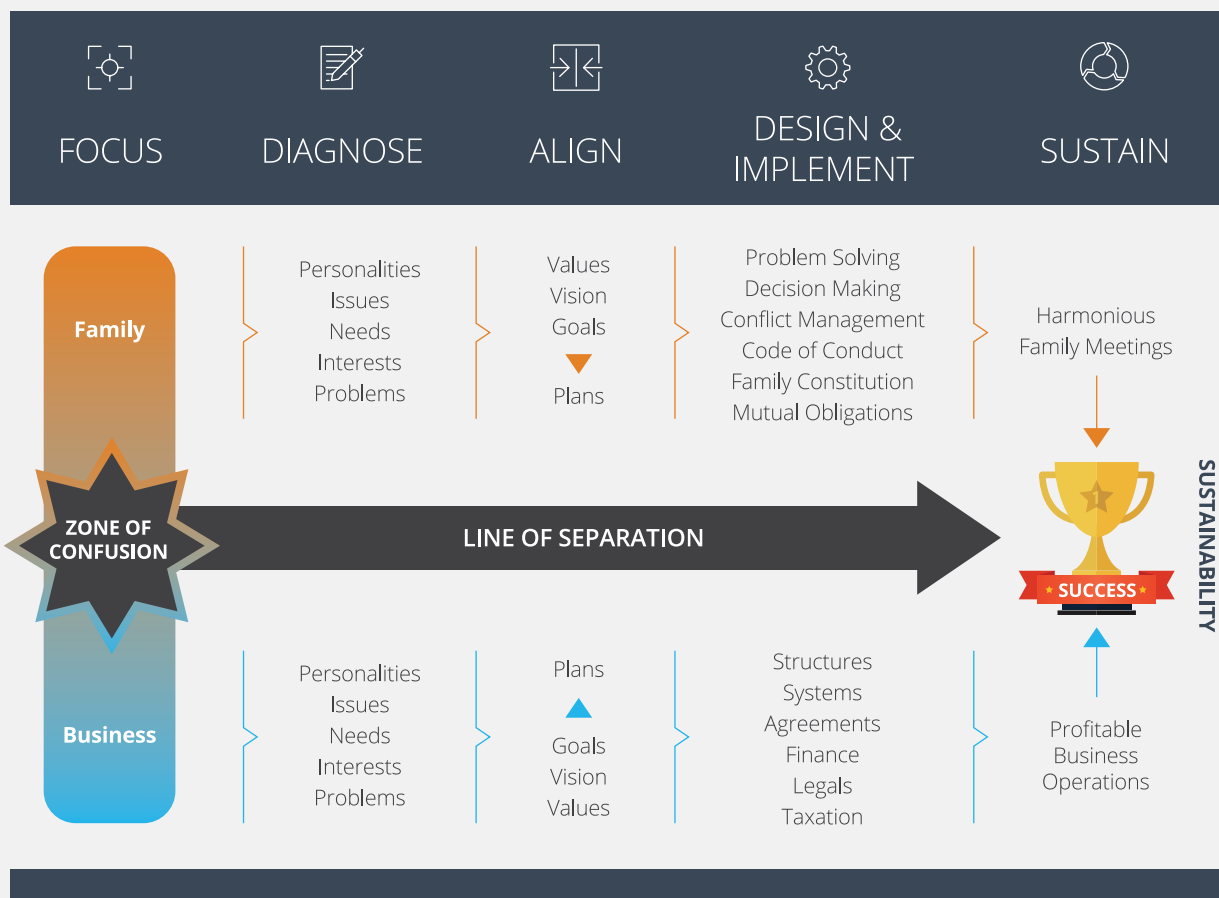


Best Practice Model

We promote an “evolved” style of advisory practice, based on Solutionism, that can’t be outsourced, commoditised, or technologised out of existence due to its deep engagement with the human elements affecting all business family dynamics.

Every part of our process:

- a) Maintains a strong focus on human elements and emotional intelligence;
- b) Builds and maintains high trust relationships with every stakeholder; and
- c) Relies upon efficient professional teamwork to produce great outcomes for clients without extra costs.





Will it work for me?

FBI is creating an exclusive community of highly evolved, trustworthy advisers - fully equipped to provide the very best client-centric services to business families and private clients.

Our Members think and do things differently, often going above and beyond expectations - attracting better clients, and more rewarding work, as a result.

Australia has over 600,000, largely under-served, private / family businesses. Opportunities, for the right type of adviser, are huge.





Who's in?

*FBI members practise in and across many disciplines.
Our process model teaches and encourages them to collaborate more effectively.*



Collaborative Advisers

FBI promotes a “cross-over” collaboration model of advisory practice which differs markedly from traditional “hand-over” practices.

FBI Members are pragmatic about professional boundaries. Our model of cross-over collaboration is seamless and efficient - clients receive much greater breadth and depth of service for no more cost than if they engaged a traditional, single-focus adviser.



FBI Accreditation

Accreditation is our premium offering.

It includes:

- 12 days of face-to-face workshops, usually delivered in 3 day blocks;
- Learning assessments (in-course and team assignments);
- 18 months of supervised practice with a personal mentor.

Training should be completed within one year, but may take up to three.

FBI Accreditation follows what is currently, by far, the most comprehensive and stringent family business adviser training available in Australia or New Zealand.



Summary of Benefits

Personality Profile (assessment)	Increase self-awareness; build personal strengths; strong focus on personal learnings and professional objectives.
Personal Learning Program	Individually tailored programs to maximise learnings and skills development.
Personal Mentor & Coach	One to one coaching and mentoring provided by our Faculty.
"Find an Adviser" Marketing	Personal page on FBI website, linked to sophisticated search functions and marketing initiatives.
CPD (2 days / year of in-depth topics)	2 days/pa to maintain accreditation (included). Extra days available at discounted rates. Professionally recognised CPD.
Network Meetings	Regular monthly meetings to build a high -trust adviser community that creates new collaborative opportunities.
Access to FBI Resources	Access our extensive library of downloadable practice resources, including templates, tools and unique surveys.



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For further information; to discuss special requirements, and/or to
register for an Accreditation Program in 2017, contact us:

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fbinstitute.com.au