



i3L



Business Family  
Forum

Module # 2, DAY 1

Ownership Succession Planning and  
Welcoming the Non-Family Members:  
**- Stories of a Trusteepreneur**

2 Dec 2015

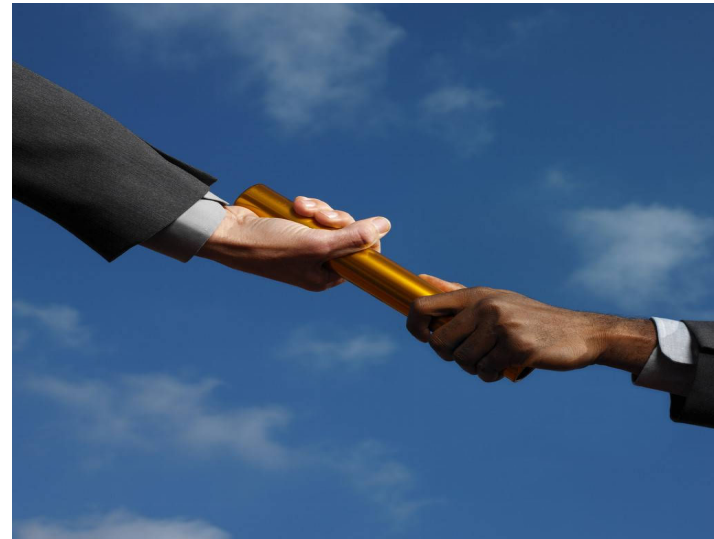
Cheong Wing Kiat

A Knowledge Powerhouse for Indonesian Business Families

*With Families, From Families, For Families*



# Family and Business Successors



# Trusteepreneur in Family Business



## Trustee

- Protects assets
- Ensures stability
- Provides dividends



## Entrepreneur

- Increases assets
- Rejuvenates business
- Invests profits

# Attributes of an OLIVE Successor

- **O**pen-Minded
- **L**earned
- **I**ndependent
- **V**igilant
- **E**nergetic



# What Motivates : RAFT- Resources, Appreciation, Freedom & Time

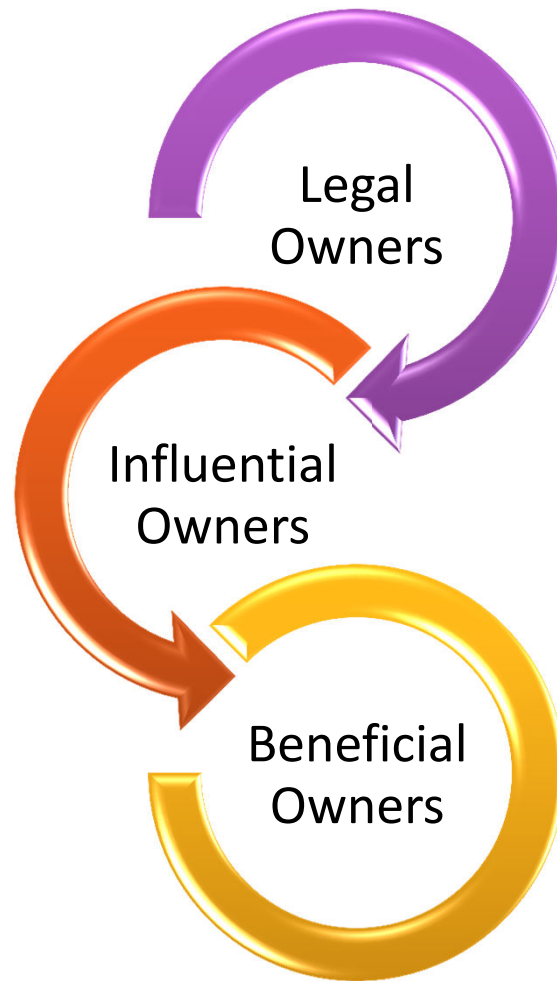


# Untitled Leader

You Don't Need a **TITLE**  
to be a Leader



# LIB Ownership



# Shareholding & Power

Shares



Power



# The Power of A.S.K.



**A**sset

**S**tatus

**K**nowledge

# Kingmaker Stories...



# Shareholder Tree Pruning Issues



- Purpose
- People
- Valuation
- Prospects
- Reserves
- Dividends
- Cash
- Facilities
- Timing
- Retirement
- Subsequent Events
- Family Culture
- Business History
- Communication
- Documentation
- Knowledge
- Etc.