The Lebanese American University announces its program on:

1- **Family Financial Success: Privilege with Responsibility**
   led by Dr. James Lea

   On Tuesday March 27, and Wednesday March 28, 2007
The program will be held at the Lebanese American University- Byblos campus.

Family Financial Success: Privilege with Responsibility
led by Dr. James Lea

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SCHEDULE

Sessions are scheduled daily from 9:00 a.m to 4:00 p.m, with short coffee breaks and a one-hour lunch break between lectures.

Family Financial Success: Privilege with Responsibility

Preliminary Outline

Introduction of the topic:
• A true-false (or multiple choice) “exam” with discussion of the answers

Family success and family wealth (with examples)
• Where do they come from?
• Where do they go?
• Why?

What’s so special about family financial success?
• Special privileges (examples)
• Special responsibilities (examples)

A family business motto: “Shirtsleeves to shirtsleeves in 3 generations.”
• What does it actually mean?
• Is it true?

Case #1: The “prodigal son”

Steps in preparing for responsible family leadership and management of family wealth:
1. Develop technical abilities
   • business skills (examples)
   • financial literacy (definition and examples)

2. Understand and cultivate the characteristics of business and family leadership.
   • vision
   • clear strategic goals
   • standards
   • responsiveness to change
   • responsibility and accountability for the performance and behavior of self and others

   Case #2: When responsibility falls unexpectedly on the children’s shoulders

3. Learn, adopt, adapt and defend family and personal values
   • loyalty
   • protection of the family
   • responsibility to the community
   • religious faith and tolerance

4. Learn broadly
   • beyond formal education: a diploma is only a license to learn
   • diversify
   • expand understanding and network of contacts

Whose job is it to educate younger family members as capable and responsible leaders and managers of family wealth?
What must younger members of successful families learn?
What are the most effective educational methods?
   • apprenticeship
   • experience in the world
   • mentoring
   • delegation and acceptance of responsibility

   Case #3: Participants design an educational program for three young family members

Summary and closing

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Dr. James Lea is a Professor of family medicine at the University of North Carolina. He has extensive research and teaching in dynamics of family practice and global health policy. He has advised to Corporations, Associations and Institutions specializing in family business management and in executive and professional development. Selected representative client locales and activities Include: Agana, Guam (2004), La Romana, Dominican Republic (2003), Albuquerque, NM (2003), Martinsville, VA (2002), Greensboro, NC (2000, 2001 and 2002), Mt. Gilead, NC (1998), Sacramento, CA (1996), Greensboro, NC (2001), Durham, NC (1993), Cary, NC (1993), New York, NY (1977-198). He has presented at the American Bar Association, Young Lawyers Division, Chicago, IL, the North Carolina Association, the Institute of Closely held businesses, the International Association of Financial planners and many others.


The cost per participant for the two days program will be:

Enrollment in the Seminar : $ 550 U.S. Dollars
Enrollment in the two seminars = $1000 U.S. Dollars

Seminar 2: Valuation of Family Companies: Preparing for exit; implications for buyers, sellers and wealth planners.
led by Mr. Gary Brooks

On Wednesday May 2, and Thursday May 3, 2007

10% discount for members of the same family.

Each amount covers seminar reading material, tuition, stationery, lunches and coffee breaks.

Participants are asked to complete the enclosed Program Registration Form and return it to the Institute, as soon as possible, by fax or by e-mail. Kindly enclose the course 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
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.

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

Applications are accepted subject to place availability.

**ACCOMODATION**

Hotel Accommodation is available for the participants and their spouses for the duration of the workshop, conference and seminar at discounted rates including breakfast. Contact directly the Byblos sur Mer Hotel at :961-9-54 12 17 or 961-9-54 03 56 for reservation, and mention LAU- IFEB program for discounted rates. Fax them at: 961 9 54 80 00 or E-mail them at: byblos.mer@inco.com.lb or consult: www.byblossurmer.com.lb.

**CERTIFICATE OF ATTENDANCE**

Each participant will receive a certificate of attendance.

**VENUE**

The Lebanese American University, will host the event on the Byblos Campus, Science Building, Conference Room 607.

**POTENTIAL PROGRAM PARTICIPANTS**

Participation in this program is open to family members and executives of family owned businesses. More than one member in the family is encouraged to participate.
APPLICATION AND REGISTRATION

For more information regarding applications and registration, please contact:

**Dr. Josiane Fahed-Sreih,**  
Associate Professor of Management  
Director, Institute of Family and Entrepreneurial Business  
Lebanese American University.

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