

STEPS TO BETTER FAMILY BUSINESS WORKING RELATIONSHIPS

A. AWARENESS

What discomfort or conflict are you noticing? Is there a pattern of behavior? What happens over and over?



C. CLARITY

Is this a pattern of behavior? What exactly starts the pattern? What feelings does it bring up? What is the subject matter and who are the players? Describe the scenario.

A. ALIGNMENT

What can everyone agree upon? What is the common goal or shared desired outcome?



A. ACTION

What action can you take that would lead to an aligned outcome. How could the family approach the situation differently?

R. RESULTS

Examine your result. Is it in line with the common goal and shared desired outcome? Where is it not? Repeat the process to fine tune until the family arrives at the desired aligned outcome.



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