

**WANTS, NEEDS,
EXPECTATIONS, AND
FEARS**

ACTIVITY

- Explore concerns in a comfortable and non-threatening environment

WANTS

- What do we want to have happen when our successor comes into the family business?

NEEDS

- What do we need to have happen when our successor comes into the family business?

FEARS

- What do we fear will happen when our successor comes into the family business?

EXPECTATIONS

- What do we expect to happen when our successor comes into the family business?

THANK YOU!