



26-28
AUGUST 2015

Sheraton Mirage Resort & Spa
Gold Coast, Australia

Register online | fambiz.org.au

Australia's Family Business 17th National Conference

Community | Continuity | Success



Join us at the Family Business National Conference.
Shaped by 57kms of sun-drenched beaches and more than
100,000 hectares of World-Heritage listed rainforest, the Gold
Coast offers the perfect location to mix business with pleasure.

Keynote speakers



Dr Lee Hausner
USA
Senior Vice President,
Family Enterprise (First Foundation Inc)

Internationally recognised clinical psychologist and business consultant, Dr Hausner provides family consulting services assisting families in learning effective communication and conflict resolution skills.

Dr Hausner will speak about how to articulate a collective vision and aspiration for the future which can be embraced by all family members, and how to help future generations shape their own future while nourishing their close family bonds.



Kirsten Grant Meikle
UK
William Grant & Sons,
Glenfiddich Distillery

The Glenfiddich brand evokes emotional responses such as pride, power and legacy: appropriate since this is a family business of 129 years.

Great-great-granddaughter of Glenfiddich's founder, Kirsten will talk about her entrepreneurial lineage and being a fifth generation Grant family member.



Brad Smith
AUS
Braaap Motorcycles

Brad will join us to talk about how his family encouraged him, from being a trolley pusher at the local supermarket, to designer and founder of the multi-million dollar Australian specialised small business of the year, Braaap Motorcycles.

The son of parents who came from government housing, Brad shows us that entrepreneurial spirit doesn't come from privilege, but from the heart.

This is a story of persistence, faith and courage.

Don't miss...

Is your family business leadership equipped to navigate the business in a VUCA environment?*
Dominic Pelligana | KPMG

We live in a constantly changing business environment with an increasingly complex and competitive landscape. In an era where technology has led to significant disruption, combined with volatile economic conditions and the complexity of family and business systems, it's essential that the leadership of the business evolves and adapts.

*Volatile, Uncertain, Complex, Ambiguous

Smart Branding for Family Businesses
Sally Paech | Beerenberg
Ian Harrison | Australian Made Campaign

Consumers, business and government bodies have a preference for buying Australian and 'Family' made and grown products.

See how a family business used their family values and vision to direct their brand and success. And hear how a significant lobby group is talking Australia up.

For Better or For Work
Nola & Norm Bransgrove | BransTrans
Martin Tobin | Outlore Consulting

Put a microscope against the highs, lows, challenges, pitfalls and learnings in relation to being a couple in a family business.

This session will help couples in family businesses to identify various strategies they can adopt to ensure a healthy and sustainable balance between family and business.

Course

Fundamentals of Family Business Advising

Tuesday 25 August 9.00am-5.00pm, and
Wednesday 26 August, 9.00am- 1.00pm

This course presents advisers with the opportunity to more deeply understand the uniqueness of working with family owned businesses, including family dynamics, communications, conflict, relationships and growth.

- Explore the unique position of family business advisers
- Understand some of the international family business frameworks, models and theories for family business advising
- Explore the collaboration model of family business advising, including its benefits and pitfalls
- FBA Accreditation pathway course

Facilitated by Mac Hay, Hannomar.

Masterclasses

Next Generation Masterclass

Wednesday 26 August,
3.00 – 5.00pm

Entitled Brat or Contributing Leader; Am I the Best Person for the Job?

Asking yourself the hard questions is exactly that – hard! The buck stops here! Throw down your inhibitions and embrace the good, the bad and the ugly of being a next generation member in a family business.

Face your bad habits, embrace your faults and bask in your fabulousness, all in the safest place at National Conference – in the company of your Next Generation peers.

Following the format of a well-known TV program, and facilitated by TV and business personality Paul Clitheroe – this session is not to be missed.

Those attending this masterclass are also invited to attend the NxG Dinner from 6.30 – 9.30pm.

Family Business Masterclass

Wednesday 26 August,
1.30 – 5.00pm

The life of an entrepreneurial family is never idle. For those that are thinking 'what next?', this is the masterclass for you.

To Give or Not To Give?

David Ward | Australian Philanthropic Services
James & John Goodman | Goodman Family Foundation

As someone famous once said, "With great power comes great responsibility." This session is designed to assist family businesses to grasp their greatest power.

Growth Readiness

Yasser El-Ansary | Australian Private Equity & Venture Capital Association Ltd
Growth can be a blessing and a curse. Is growth for you? Are you prepared for growth? What strategies do you implement when your business is growing?

High Performing Boards

Peter O'Brien and Aimee Williamson | Russell Reynolds Associates Showcasing recent research on board best practice.

Adviser Masterclass

Wednesday 26 August,
1.30 – 5.00pm

A line up of key industry leaders will present a session that will deepen your capability to professionalise your clients' family businesses.

Cartels, Mergers and Acquisitions, Product Safety, and Credence Claims

Dr. Michael Schaper,
Deputy Chair | Australian Competition & Consumer Commission (ACCC)

Expanding into Asia

Mukund Narayanamurti, CEO | Asialink Business

Good Tax Governance

Joanne Casburn, Assistant
Commissioner in the Private Groups and High Wealth Individuals business line | ATO

Is this for me?
Do you belong to a succeeding generation to the current leaders/directors of your family business?
If yes, this is the session for you!

Is this for me?
This session is for family businesses looking to build on their existing legacy.

Is this for me?
Do you facilitate support for the largest sector in Australia? All family business advisers are encouraged to attend this session.

For more information visit fambiz.org.au

CONFERENCE PROGRAM

Wednesday 26 August, 2015	
1.30 - 5.00pm	Family Business Masterclass Adviser Masterclass
3.00 - 5.00pm	Next Generation Masterclass
5.00 - 5.30pm	Masterclass breakout drinks *Exclusive for all Masterclass delegates
5.00 - 6.30pm	Early Registration Sheraton Mirage, Gold Coast
From 5.00 (Optional)	Early Arrival Drinks Pearls Bar, Sheraton Drinks at own expense Evening at leisure (dress casual)
6.30 - 9.30pm	NxG Dinner Sea World Hosted by KPMG *Dinner included in fee for Next Generation Masterclass. Partners are welcome to register to attend both the Next Generation Masterclass and NxG Dinner. (dress casual)

Thursday 27 August	
8.30 - 8.40am	Official Conference Opening and Chairman's Welcome Stephen Samson FBA Chairman
8.40 - 8.50am	Mr Mark Brennan Australian Small Business Commissioner
8.50 - 9.00am	CEO's Address Robin Buckham FBA
9.00 - 10.15am	International Keynote Speaker <i>The Family Legacy</i> Dr Lee Hausner Family Enterprise (First Foundation) In partnership with KPMG
10.15 - 11.00am	<i>The Rebirth of Legend</i> Klark Quinn Darrell Lea Daniel Walley and Sunil Purba PPB Advisory In partnership with Star Business Solutions
11.00 - 11.30am	Business Break
11.30am - 12.15pm	Parallel A <i>For better or For Work</i> Nola & Norm Bransgrove Branstrans Martin Tobin Outlore Consulting In partnership with Expre3ss
	Parallel B <i>Sink or Swim: The Transition Line</i> Peter and Geoff Smith SCT Logistics Bill Macartney Cahoots

Thursday 27 August cont.	
12.15 - 1.00pm	Parallel A <i>Divorce Proofing the Family Business</i> Philip Pryor Morphtink Fotini Kypraios Meerkin & Apel Lawyers Richard Van der Merwe Fordham Business Advisers
	Parallel B <i>Invigorate Your Family Meetings</i> Harry Kras
1.00 - 5.00pm	Family Business Site Visits The O'Reilly Family O'Reilly's Canungra Valley Vineyards or The Nicholls Family McLarens Landing *Packed lunch provided
6.00 - 7.30pm	Welcome Networking Reception Poolside Sheraton In partnership with Sirromet wines Drinks and canapés provided (dress casual) Afterwards - evening at leisure

Friday 28 August, 2015	
8.15 - 8.45am	Annual General Meeting
9.00 - 10.15am	<i>A Wee Dram of Entrepreneurial Lineage and Passion</i> Kirsten Grant Meikle William Grant & Sons Glenfiddich Distillery UK In partnership with City of Gold Coast
10.15 - 11.00am	<i>Economic Update</i> Darryl Gobbett University of Adelaide In partnership with The Invoice Market
11.00 - 11.30am	Business Break
11.30am - 12.15pm	Parallel A <i>Smart Branding for Family Businesses</i> Sally Paech Beerenberg Ian Harrison Australian Made Campaign In partnership with AH Beard
	Parallel B <i>Letting Go - Don't Push Me!</i> Lucio Dana Family Business Dynamics In partnership with Business Essentials
12.15 - 1.00pm	Parallel A <i>Building Communication and Community</i> Corentin Billiet Trusted Family
	Parallel B <i>Managing Your Reputation - Is Your Name Safe?</i> Sharon Givoni Sharon Givoni Consulting
1.00 - 2.00pm	Lunch
2.00 - 3.00pm	<i>Is Your Family Business Leadership Equipped to Navigate the Business in a VUCA* Environment?</i> Dominic Pelligana KPMG
3.00 - 4.00pm	<i>Street Smart: A Young Entrepreneur Powering Ahead</i> Brad Smith Braaap Motorcycles
4.00 - 4.20pm	Official Close
7.00 - 11.00pm	KPMG Presents the 2015 Distinguished Family Business of the Year Awards Dinner Sheraton In partnership with Angove Family Winemakers and Coopers Brewery (dress semi formal / cocktail)

*Sessions are subject to change

I have been involved with Family Business Australia since 1999 and my wife, our children, my siblings and their families look forward each year to the National Conference. The learnings and the people we have met at the conferences, courses and forum groups have been excellent in assisting us achieve our goals of family harmony as well as growing and professionalising our family business.

Garry Beard
AH Beard

ACCOMMODATION

Exclusive rates and luxury rooms at the Sheraton Mirage and Palazzo Versace are available but are limited. These exclusive rates are also offered to delegates for three days pre and post conference (subject to availability).

Sheraton Mirage, Gold Coast

The National Conference will be held at the Sheraton Mirage on the Gold Coast. Room rates include:

- Full buffet breakfast in the main restaurant
- Undercover car parking (excluding valet)



[Click here for more information including terms and conditions](#)

Room type	Single Rate Per room per night (includes full buffet breakfast for one)	Double Rate Per room per night (includes full buffet breakfast for two)
Mirage room	\$255	\$275
Deluxe rooms (Lagoon, Garden Terrace, Ocean)	\$305	\$325
Ocean premium & Spa studio rooms	\$355	\$375

Palazzo Versace, Gold Coast

Situated directly opposite the Sheraton Mirage.

- Full buffet breakfast for single and twin share rooms at the il Barocco Restaurant
- Parking (excluding valet)



[Click here for more information including terms and conditions](#)

Room type	Per room per night
Superior room (includes breakfast for one)	\$279
Superior room (includes breakfast for two)	\$299

Please contact WALDRONSMITH Management on 03 9645 6311 or email vicki@wsm.com.au for further enquiries about accommodation.

PRICES

		FBA Member Before 2nd July	FBA Member After 2nd July	Non-Member
Course	Fundamentals of Family Business Advising	\$1980	\$2200	\$2995
Masterclass	Next Generation Masterclass + NxG Dinner	\$250	\$250	\$250
	Next Generation Masterclass Only	\$125	\$125	\$125
	Family Business Masterclass	\$250	\$250	\$250
	Adviser Masterclass	\$250	\$250	\$250
Regular Delegate	Full Delegate attending: <ul style="list-style-type: none"> • Family business site visits • Full regular conference program • Welcome Reception • Distinguished Family Business Awards Dinner 	\$1800	\$1900	\$2750
Day Delegate	Day delegate attending all sessions + social event on either: <ul style="list-style-type: none"> • Thursday 27th, August • Friday 28th August 	\$950	\$950	\$950
Social Events Only	NxG Dinner	\$125	\$125	\$125
	Welcome Reception	\$100	\$100	\$100
	Distinguished Family Business Awards Dinner	\$160	\$160	\$160

A surcharge of 1.5% is incurred for payments received by Visa and Mastercard.
A surcharge of 3% is incurred for payments received by AMEX.

SPEAKER PROFILES

Corentin Billiet | [Trusted Family Building Communication and Community](#)

A 5th generation member of a Belgian business family in the metallurgic industry, Corentin takes an active part in the management of the family and its dynamics in his role as Secretary to the Board of Directors. Taking his passion about family business to the next level, he joined Trusted Family. Founded as a family business itself, Trusted Family works with enterprising families who wish to identify and leverage their non-financial value through increased cohesion.

Nola and Norm Bransgrove | [BransTrans For Better or For Work](#)

Nola is known to say her greatest achievement in life is the relationship she has with her husband Norm and the family they share which is significant in itself but on the business side of things she is joint owner of BransTrans Pty Ltd, a proudly family owned transport company operating nationally and based in Gippsland, Victoria. Nola commenced as Commissioner of the National Transport Commission on 1 January 2014.

Norm has always been a great student of life. With Nola he is joint owner of BransTrans Pty Ltd. One of his great strengths is his capacity to think outside the square and he has been responsible for many strategies and innovations within the business and in support of customers' businesses since it all began in 1972.

Joanne Casburn | [Australian Taxation Office Adviser Masterclass](#)

Assistant Commissioner in the Private Groups and High Wealth Individuals business line in the ATO, Joanne's role is to provide technical and case leadership on the most complex audits and private rulings in Queensland involving private groups and high wealth individuals. She has 24 years' experience in the tax industry working both in the ATO and in private practice, and has qualifications in Accounting and Law, and a Masters in International Taxation.

Klark Quinn | [Darrell Lea The Rebirth of a Legend](#)

The Quinn family, owners of VIP Petfoods, saved Australia's iconic rocky road and liquorice treats when they bought the troubled company in October 2012, returning it to profit with aggressive cost-cutting.

Darrell Lea general manager Klark Quinn, the youngest of the Quinn children and part of the turnaround team, says the biggest hurdle was changing the culture in the company.

Yasser El-Ansary | [Australian Private Equity & Venture Capital Association Ltd Family Business Masterclass](#)

As Chief Executive, Yasser is responsible for leading the strategic direction of AVCAL's work in representing the private equity and venture capital industry in Australia, ensuring the industry continues to make a significant positive contribution to the long-term prosperity of the Australian economy. He has almost 20 years' experience as a business adviser and public policy expert, through his previous roles with the

Institute of Chartered Accountants Australia, PwC, Rio Tinto, Australand Property Group, as well as the Department of Treasury in Canberra.

David Ward | [Australian Philanthropic Services Family Business Masterclass](#)

David sits on the Council of Philanthropy Australia, and is considered a leading authority on private ancillary funds. He has written two trustee handbooks for Philanthropy Australia, including the Private Ancillary Fund Handbook, and he conducts Philanthropy Australia's Governance seminars, and lectures at Swinburne University as part of their Asia Pacific Centre for Social Investment and Philanthropy. In 2008 David and his wife Jeanette established Te Anau Consulting, a professional consulting firm specialising in the not-for-profit sector, specifically in philanthropic structures, governance, and risk management.

Kirsten Grant Meikle | [William Grant & Sons A Wee Dram of Entrepreneurial Lineage and Passion](#)

Great-great-granddaughter of founder William Grant, and the fifth pioneering generation of the family to run business since 1887, Kirsten is currently Director of Prestige at William Grant & Sons UK. While spending two years as Bar Manager of Ecco Vino, an Edinburgh bar famous for its wine selection, she fell under the spell of fine wine. Kirsten was brought into the family business in 2011 by her equally exuberant uncle, Charles Gordon (William Grant & Sons' irreplaceable Life President, who passed away in December 2013). Seeing her success, Charles spotted an opportunity to harness her experience for Glenfiddich. "You have a skill required by the business", was how he put it to her simply. Not many people refused an offer from Charles Gordon, not even his niece!

Darryl Gobbett | [University of Adelaide Economic Update](#)

Darryl has worked in senior financial and economic advisory and management roles in the Federal Departments of Treasury and Prime Minister and Cabinet, Bank SA, Adelaide Bank and Access Economics. Most recently he was the Managing Director, Responsible Officer, Chief Economist, Adviser and Representative of Prescott Securities Ltd, one of Adelaide's largest financial advisory and stockbroking firms with some \$1.8 billion of clients' funds under advice.

Paul Clithero AM | [Next Generation Masterclass](#)

Paul Clitheroe is a finance specialist, and is best known for being the host of the prime time Channel Nine program Money. It was Channel Nine's most successful new program in 1993 and was one of the most watched programs in all of Australia, with a total viewing audience in excess of 3 million people. Paul is also an accomplished author. His three bestselling books Money, Making Money and More Money have established him as the definitive financial advisor in Australia. His books have sold over 500,000 copies.

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Family Business
Australia

Family Business Australia's purpose is
to contribute to the long term success
of family business.

For more information contact Jenny McCreery at 1800 249 357, jmccreery@fambiz.org.au or visit fambiz.org.au