



*You cannot have an organizational chart today in the family business without including a family chart. Unless the extended, enmeshed, and tangled relationships are considered and understood, and the economic consequences weighed, judged, and accepted, the family business is not understood. Without this understanding, events and decisions within that business will seem almost unintelligible.*

Leon A. Danco  
Inside the Family Business

## DRAW YOUR OWN CHART

A Partial Checklist of the Extended Business Family  
 (Include your own members as appropriate)

### Who They Are

& rank in order of their importance to you.

You & your spouse  
 Your parents and grandparents  
 Your sisters, brothers and cousins  
 Your sons and daughters  
 Your grandchildren  
 AND all their Wives & Husbands  
 AND all their kids' mates

### What Factors

can affect their involvement now or later.....

Their age(s)  
 Their health  
 Their role in the business  
 Their education  
 Their marital status  
 Their source of income  
 Their motivation  
 Their emotional stability  
 Their interests  
 Their ambition  
 Their plans for themselves

AND DON'T FORGET TO ADD

Partners  
 Investors  
 Key Managers.....  
 & Their families!

An understanding of this extended family is absolutely crucial. The cast may be small in the beginning. But everything changes with time and success.