

GOERING CENTER

for Family & Private Business



LINDNER College of Business

UNIVERSITY OF
Cincinnati

EXECUTIVE LUNCHEON SEMINAR

February 28, 2012

2011 FAMILY BUSINESS AWARD WINNERS REVEAL SECRETS OF SUCCESS!

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The most successful family businesses, those that grow and endure, embrace clear strategies for their enterprise and for their family as defined by the Goering Center's [10 best business practices](#).

Family businesses are important to our economy. Research has found that family businesses are responsible for 78% of all new job creation, 60% of the country's employment and 50% of US gross domestic products.

Our panel of 2011 Goering Center Family and Private Business Award winners share their winning strategies.

Meet our Award Winning Panelists:



Lary Galluzzo, Founder and President, Skilled Care Pharmacy

"Recent improvements in employee communications - thanks to several business books we are reading - are pushing employee performance even higher. To foster an environment of organizational innovation, agility, and learning, managers follow seven principles to guide them through daily decisions. We like to do what we think is the right thing to do. It's our competitive advantage."

Dave Hatter, Founder and President, Libertas Technologies

"New policies put in place this year ensure everyone follows the same quality guidelines. Before any product is given to the customer, it must be tested internally by a Libertas team member not involved in creating it. This helps catch bugs and prove the product's success. And it brings about knowledge sharing."

Robin Sheakley, President, Sibcy Cline Relocation Services

"Refocus. Readjust. Reeducate. Sibcy Cline Realtors are not sitting still," said Robin's father CEO Rob Sibcy. "In the past two years we have refocused our attention on the basics of the business because of the economy we've been through and the changes in the real estate business. We have a positive outlook about almost everything. We embrace the joy of discovery and we are energized by new ideas. There is no arrival. We are constantly on a journey."

Jeff Thomas, President and CEO, Priority Dispatch

"The strategic planning that birthed the Priority360 system was an arduous process, but it left me with a much more actionable way to lead our family company and develop our people. I know that all decisions are in line with what we think the market is doing and what we are trying to do. There are guard rails built in. It really helps you stay focused and leads you to execute. That is especially important in the new economy."

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FEBRUARY 28, 2012 - 11:30 - 1:30

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**CROWNE PLAZA HOTEL - BLUE ASH
171 & Pfeifer Road**

Goering Center members - \$29 - Non-Members \$99

Due to catering contract, cancellations cannot be accepted after February 24, 2012.

For additional information about the Goering Center, please visit our website at Goering.uc.edu.

Thanks to our luncheon sponsors!

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