

Lessons Learned from Leonard Green, Entrepreneur, Consultant, and Professor:

Ten Time-Tested Methods to Achieve Success in this Challenging Economy!



Len Green is President and Founder of The Green Group, a tax and financial services consulting firm, and owner or investor in approximately 14 different businesses including real estate, thoroughbred horses, a sports team and a pet food company. He is also an esteemed professor of Entrepreneurship and Family Business at Babson College, for which he has received national attention, having been featured on CNBC Squawk Box and ABC TV; and his class is listed by Inc. Magazine as one of nine Best Entrepreneurship Classes in America!

Tuesday, April 20, 2010 • 5:30 – 8:30 PM • Sheehy Farmer Campus Center, King's College

Forum Members

- A. Pickett Construction
A. Rifkin Company
Balester Optical
Benco Dental
Business Solutions 360
Clifford Auto Center
Concrete Steps Units
Corcoran Printing
Cornell Iron Works
Cornell Storefront Systems
CPS Direct
Craft Oil Corp.
Dempsey Uniform & Linen
DG Yuengling & Son
Diamond Manufacturing
Eastern Penn Supply Co.
Gemark Service Corp.
Gerrity's Supermarket
Gertrude Hawk Chocolates
Guyette Communications
Highlights for Children
Hildebrandt Learning Centers
igourmet
IMG, Inc.
Jack Williams Tire Co.
JDK Management
Kane is Able, Inc.
Knowlton Construction
Leeward Construction
Louis Pagnotti Inc.
L.R. Costanzo, Inc.
Maid-Rite Steak Company
Maslow Lumia Bartorillo
Masters Concrete Products
Mericle Commercial
Real Estate Services
Pesavento Monuments
Power Engineering
Reilly Associates
Riggs Asset Management
R. J. Walker
Ruckno Construction
Sordoni Construction Services
Stephens Pharmacy
Straub Metal
The Metz Group
Times-Shamrock Communications
Top Notch Distributors
Woodloch Pines

Len's Ten Time-Tested Methods that successful entrepreneurs and family businesses have utilized to achieve success are not formulas or text book business theories. "These are methods and tools that have helped me and others achieve success."

Len advises, "This session is not a lecture or a Power Point presentation in which all you do is listen and do not participate. This is an interactive joint session involving the challenges that each of you encounters in the business world, and I am going to challenge you to come up with ideas on how to solve these case study fact patterns."

"Come prepared to 'rock and roll' on the Road to Future Success!"

In addition to the many accomplishments listed above, Len Green's success as a highly sought-after professor led to his being selected as an instructor for the Price-Babson Symposium for Entrepreneurship Educators, a program on how to teach entrepreneurship, and is a recipient of the Appel Award for outstanding contributions to the entrepreneurial spirit in academia.

His articles on Family Business, Succession Planning and his Apprentice Class have appeared in over 200 newspapers including the New York Post, Wall Street Journal and Star Ledger. He was featured in the January 2006 INC Magazine article How To Properly Value A Business, and contributes articles to numerous publications including The Thoroughbred Times, Real Estate Times, Babson Entrepreneurial Review, and others.

Len received an MBA from the Harvard Business School Owner and President Management Program; a Masters in Taxation from New York University, and a Bachelors Degree in Accounting from Rutgers University. He sits on over a dozen family-owned business advisory boards, the board of directors of three non-profit organizations, and is a board member of NYSE-listed Cenveo, Inc.

Registration Date: April 13th

Registration: www.kings.edu/fbf • Fax: (570) 208-5989
Family Business Forum, William G. McGowan School of Business,
King's College, 133 N. River St., Wilkes-Barre, PA 18711
(570) 208-5972 • patricepersico@kings.edu • www.kings.edu/fbf

Select one: [] Current Member or Sponsor [] Join the FBF
[] Free Trial Session or Guest of: _____

Company: _____ Contact: _____

Address: _____

Phone: _____ E-mail: _____

Attendees: _____