

Sobel & Co. Partners Gain New Insights into Families in Business

Livingston, New Jersey. On July 28 - 29, 2014, Mike LaForge, CPA and Member of the Firm and Sally Glick, Principal and Chief Growth Strategist, participated in a unique training program for family business advisors. "With 95% of all businesses in the United States falling into the small business/family-owned category, and 55% of those projected to transition ownership in the next five years, we know we need to be proactive with our own clients," noted LaForge, adding, "Now is the time for critical, possibly emotional, discussions regarding future plans."

The program was presented by PKF North America in conjunction with the Galliard Family Business Advisor Institute. It is specifically designed to provide tools and resources for advisors, like CPAs, that enable them to offer effective consulting when dealing with family and business issues. When these two areas intersect, there can be conflict and resistance, resulting in a negative impact on the company.

"Our research indicates that most family business owners want the advice of a trusted advisor, but they don't always know where to turn for help. They may be overwhelmed by the complications of the situation or by the amount of important data they need to understand. But they are not sure how to balance the needs of the family and the needs of the business most effectively," commented Lise Stewart, Galliard Founder.

By attending this rigorous program and completing the examination process, LaForge and Glick will earn the Family Business Advisor Certification. This designation indicates that they have achieved a level of knowledge and skill that makes them an even more valuable trusted advisor for the firm's clients.

[About Galliard Family Business Advisor Institute](#)

The Galliard Family Business Advisor Institute is a membership organization that actively promotes collaboration in practice, continuity in service and philosophy and coverage across the nation and beyond.

Collaboration: Through a national network of people who are passionate about family businesses and who are willing to collaborate to bring a wide range of experts together to meet the needs of the clients that they serve. **Continuity:** By focusing on continuity in purpose, philosophy and practice – with the key principles of *change with dignity and honoring both the family and the business*. **Coverage:** By building local, national, and international coverage to ensure that any small business, regardless of how rural and remote, can get access to the help they need to survive and thrive through the important transitions in ownership, leadership and growth.

[About Sobel & Co.](#)

Sobel & Co. is a regional certified public accounting and advisory firm that began serving the middle market business owners in the tri-state area in 1956. The firm continues its legacy of focusing on families in business and their unique characteristics, opportunities and challenges.