



## How advising with wisdom and compassion reduces friction and realigned business operations for long term success

### Challenge

A family comprised of a mother and four adult siblings inherit a \$400 - \$500 million real estate portfolio after the passing of the patriarch father. Family tensions build as one sibling steps in to manage the business but struggles with how to build consensus with his siblings on key decisions and develop an effective long-term strategy for the family business.

### Solution

- Help build family harmony and consensus on the portfolio strategy
- Guide the hiring process of a non-family member to manage the portfolio

### Results

- Established an effective portfolio strategy to realign operations
- Restored ownership comfort and family harmony

“ We hired Neil Soskin as a consultant to advise our family real estate business and guide us through a difficult time. Our year working with Neil was transformational. Not only is Neil very enjoyable to work with, but he can also handle even the most difficult personalities. He is a great listener and has a very intuitive and well-rounded approach to complex situations. I grew immensely as a leader under his guidance, and our corporate culture improved as well. On a strictly transactional business level, Neil delivered and then some. Our year ended with the outcome our business and family were looking for, and we would not have arrived there without his help.

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