



Serving as a trusted advisor to coach and train a younger generation for company succession, while simultaneously increasing cash flow and property value

 **Challenge**

Two brothers of a multi-generational family-owned company were preparing to retire and had an urgent need to prepare their adult daughters to take over the business and manage a large portfolio of retail properties. However, neither father had provided the adequate training to the second generation.

 **Solution**

Training on the complex components of the business

 **Results**

35% increase in both cash flow and value



Jack Selcer,
Selcer & Selcer
Development



Neil has far exceeded my expectations with great results in the future management of our assets, relationships, and community outreach. I feel confident that our company will shine when it is time to turn over the reins.

