

Discussion Outline

When you've spent 20 to 30 years building a business, letting go can be a difficult undertaking. As a result, many business owners don't start the succession planning process well enough in advance or ask the right questions to ensure a successful transition.

Owners want to preserve the business they've spent their career building and are looking for buyers who will honour their legacy. Whereas, the generation who are most likely to buy the business, can have different ideas that may not mesh with the owners.

This 90-minute workshop will provide you with insights into how each generation thinks, and a step-by-step process to ensure there's an orderly transition of ownership that meets the needs of both parties.

Barb Schimnowsky's Bio

Barb Schimnowsky is a Certified Management Consultant and Family Enterprise Advisor. She is a Search Principal and Practice Co-Leader at WATSON for executive and director search. Prior to joining WATSON, Barb established and ran a highly successful boutique search firm, WestView Executive Search, and also had a 20-year career at KPMG.

With over 30 years of experience in executive search, Barb brings a unique perspective to executive recruitment. As a Senior Manager in the Vancouver search practice at KPMG, she established a search presence in their new Surrey location, where she led and collaborated on a diverse portfolio of searches across multiple industry sectors, with a particular focus on private companies. In her last three years with KPMG, she was leader of the BC Search practice until a global decision was made to exit the search line of business. She has deep expertise recruiting across a broad range of sectors and functional areas and knows how to effectively navigate the complexities and nuances of a family enterprise.

Barb plays an active role in the community and currently serves on the Abbotsford Police Board, where she Chairs the HR Committee, and is also a Director of the United Way of the Lower Mainland. She has served on other boards including the Surrey Public Library, Pacific Sport Fraser Valley, Abbotsford Hospice Society, and the BC Summer Games.

She has also served on other boards including the Surrey Public Library, Pacific Sport Fraser Valley, Abbotsford Hospice Society, KidSport Abbotsford, and the 2004 BC Summer Games. She also served on the Major Gifts Committee for Canuck Place Children's Hospice (Abbotsford), the Abbotsford Community Foundation's A Neighborhood Ball, and was co-Chair of the Air Canada Championship Birdies for Charity Program.

