

CEO - Real Estate Developer

IN BUSINESS 16 YEARS MANHATTAN BEACH, CA

GOAL - TRANSITION IN NEW PARTNER

MISSION CRITICAL ISSUE;

- Determine if it is practical for spouse to close her professional 30 year law firm and join forces with husband
- Determine if the transition would increase revenues enough to justify the closing of a 30 year old established practice

CURRENT SITUATION;

- Accounting is completed by founder not employee or third party. 95% of founders time is not spent at his highest and best use
- CEO does not have leadership training, former sales representative, can generate revenue but not able to accurately track it
- Existing staff has potential if re-directed with value management style and philosophies

SOLUTION;

MIND DUMP sessions in three hour increments until issues are resolved
Determined during final MIND DUMP session the personal conflict between the husband and wife needed to be resolved to help determine if they could work together

RECOMMENDATIONS;

Meet with a business therapist who could determine how to resolve interpersonal differences

OUTCOME;

The business therapist and clients determined it would be more healthy for their relationship to not enter into business together.