

Resources – CWB Conference – March 18-20, 2009

Remember, this is for your reference only, and I am not endorsing any particular source of information, just providing it to you so that you can find what fits your particular situation.

For your general edification

- Small Business Administration – www.sba.gov a good source of general information, and an occasional gem of an idea comes from here. Your tax dollars at work
- National Federation of Independent Business – www.nfib.com Mostly a lobbying organization, but their toolbox contains some interesting tidbits.
- Inc. Magazine – www.inc.com - a good general site and magazine. Almost every issue will have something interesting, but often it is only one issue. The website has a lot of good info. Look for articles by Norm Brodsky.
- Wall Street Journal online.wsj.com – this is the general site – not much use – but burrow down into the archives and articles about the subject you are researching, and they often have a definitive piece on it.

Specific info on Family Businesses

A lot of the family business information is not public – you have to belong to some group or other in order to access their sites and information. But often there is good solid advice lurking in these hidden corners.

- Family Business Magazine – www.familybusinessmagazine.com - a good place to start, but I don't like it focus on the largest and greatest.
- Umass Family Business Center <http://www.umass.edu/fambiz/> - many states have similar centers – Wisconsin at Madison being another good one <http://exed.wisc.edu/fbc/> . Call them up and make an appointment with them or go to a reasonably priced seminar.
- Entrepreneur - www.entrepreneur.com some good info here, but lots of pressure to join their groupings
- Family Business Review - <http://fbr.sagepub.com/> A very academic journal, but the information can help when you are stumped.
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Specific info on Custom Furniture/Woodworking businesses

Info on manufacturing businesses

- Wharton School of Business Upenn - <http://knowledge.wharton.upenn.edu/> Their knowledgebase contains much good on manufacturing and they also have a center on family business.

Richard Oedel – Fort Point Cabinetmakers

- If you know nothing of lean manufacturing, start there. Lean Manufacturing – one of the earliest books was Womack's - Womack, James P. and Jones, Daniel T. (1998), *Lean Thinking* Free Press, [ISBN 0-7432-4927-5](#) but still a good one. See the Wikipedia entry for Lean Manufacturing http://en.wikipedia.org/wiki/Lean_manufacturing .

Specific info on Estate Planning

- NOLO – www.nolo.com - This legal site has a lot of stuff – far more than you will ever need, but it has some interesting info on taxes and estate planning, as well as on setting up a business and the differences in legal formats (Partnerships vs. LLC, for example.)

Specific info on business sales

- Missouri has a good site, and here are more resources from it <http://www.missouribusiness.net/library/management.asp#exit>
- This is an interesting article about valuing a business, and well worth reading. <http://www.bizben.com/articles/79-valuing-a-machine-shop.php> The Bizben site is ok for resources, but watch the valuations. IMHO they are optimistic.

Government information

- The IRS www.irs.gov has a lot of info, and you should pay attention!!

Resources I don't like

- www.1000ventures.com - it actually has some good stuff in it, but is so cluttered and confusing, you can get info other places.
- Northeastern's Center for Family Business – www.fambiz.com or www.cba.neu.edu This is a great resource for family businesses, but most of their info is hidden under wraps and not easy to get to and far too expensive. If you go to FAMBIZ and then do a specific search, there is a lot of info available.
- Babson – www.babson.edu This is the best college in the country for entrepreneurship – you would think they would have lots more info available to businesses. But it is carefully hidden. Try this long url –

<http://www3.babson.edu/ESHIP/academic/co-curricular/erc.cfm>

- Any business selling site is interesting to look at, but I know of no sales that actually have taken place thru these. They do, however, make money for the people who own the sites !! <http://us.businessesforsale.com/> is one I especially don't like.

You can always contact me for more info or just to talk about your issues. I don't do this for a living, so please have your questions well thought out before you call.

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