

## A VALUABLE RESOURCE FOR YOUR FAMILY BUSINESS

Northern Trust has more than 100 years of experience working with family businesses. Whether you are seeking professional advice or assistance with transition management, experts in Northern Trust's Family Business Services will help you effectively manage your planning needs. Working with you and your other advisors, we provide guidance as you strive to achieve the goals you have set for your company, your family and yourself.

Our family business team is comprised of 15 members, some with more than 20 years of professional experience and most holding degrees in business, law or accounting. We have experience with assets in a variety of industries, among them manufacturing, publishing, hospitality, gaming and service. We currently serve the needs of more than 1,100 privately held corporate and partnership interests with combined market values exceeding \$4 billion, including:

- C Corporations
- S Corporations
- Partnerships
- LLCs

[northerntrust.com](http://northerntrust.com)

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LEGAL, INVESTMENT AND TAX NOTICE: This information is not intended to be and should not be treated as legal advice, investment advice or tax advice. Clients should under no circumstances rely upon this information as a substitute for obtaining specific legal or tax advice from your own legal or tax advisors.

Securities products and services are offered by Northern Trust Securities, Inc., member FINRA, SIPC, and a wholly owned subsidiary of Northern Trust Corporation.

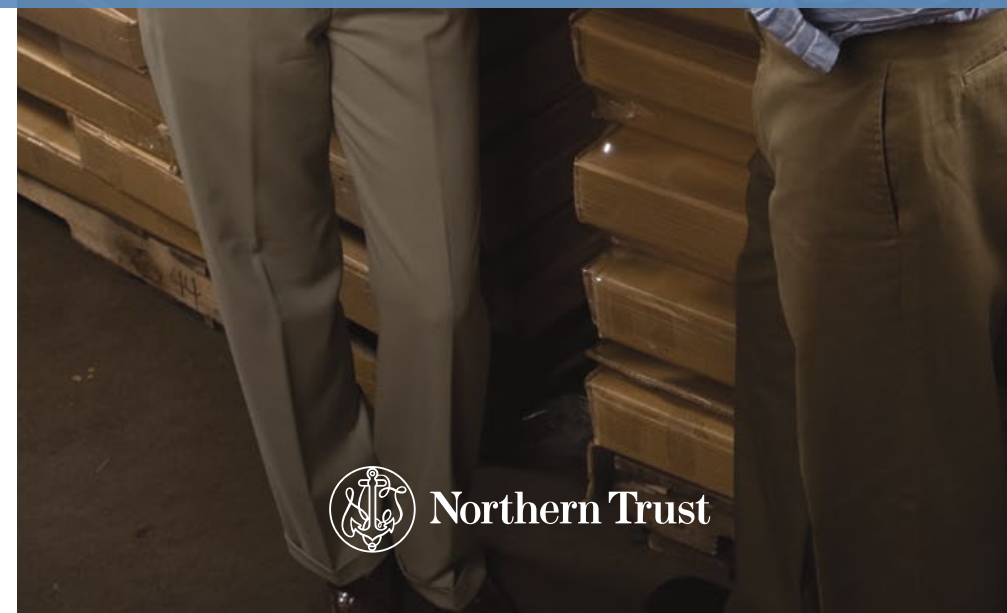


Northern Trust banks are members FDIC. Equal Housing Lenders 



## FAMILY BUSINESS SERVICES

Experts to Help You Manage  
Your Family Business





#### NORTHERN TRUST CAN:

- Monitor and evaluate performance
- Assess overall strategic plans
- Serve as director or officer, as required
- Vote proxies and evaluate tender offers
- Manage the valuation process for federal estate tax, sale, strategic or estate planning purposes
- Evaluate the effectiveness of the Will and Trust in achieving the business owner's objectives for the business
- Coordinate sale of entities or interests

### BROAD-RANGING KNOWLEDGE AND EXPERTISE

Our depth of experience gives us the ability to provide an informed, professional view on a broad range of company matters, including governance and operating issues. As your needs require, we can:

- Provide transition management
- Restructure management or board
- Offer guidance on succession planning
- Provide advisory services to owners, their advisors and/or individual personal representatives of the owners (where appropriate)
- Facilitate conversion of an entity (general partnership to LLC or S Corp) and/or of corporate tax status (C Corp to S Corp)
- Analyze and oversee strategic transactions involving family limited partnerships or LLCs



### YOU, YOUR FAMILY, YOUR LEGACY

For more than a century, Northern Trust has been the trusted advisor to generations of individuals and families. We take a holistic approach to wealth management, helping you put your financial picture together smoothly to support your family's goals. In addition to family business services, our team of experts provides in-depth private banking and wealth transfer services to protect your business and your family's wealth.

### FOR MORE INFORMATION

To learn more about our family business services and how we may help you develop and implement an integrated plan for managing your family business, please visit [northerntrust.com](http://northerntrust.com) or call 800-388-5316.

### RECOGNIZED LEADER

**Tops in Category: The World's Most Admired Companies List**  
– *Fortune Magazine*, 2010

**Best Private Bank in North America**  
– *Financial Times Group*, 2010

**Ranked among America's Top 10 Wealth Managers**  
– *Barron's*, 2009

**Serving More than 20% of Forbes 400 Most Affluent Americans**  
– *Forbes*, 2010

**Best Private Bank in North America for Family Office Services**  
– *Euromoney Magazine*, 2010

**Best Private Bank in North America for Trust Services**  
– *Euromoney Magazine*, 2010

**Best Private Bank in North America for Inheritance and Succession Planning**  
– *Euromoney Magazine*, 2010

**Ranked 34 in Barron's 500 America's Best Companies**  
– *Barron's*, 2009

### SOLUTIONS SHAPED BY EXPERIENCE

Managing the needs of a family business can present challenges that are markedly different from those faced by businesses that are not family owned, or from managing one's personal finances. A business owner dealing with the demands of managing and growing a business may not have the luxury of fully appreciating the complexity of issues affecting their company until an event occurs to bring this to light — perhaps a relative raises questions about succession planning or an offer to purchase the company is presented for consideration. These situations and many others encountered by family business owners make clear the need for an experienced, trustworthy advisor to offer support and guidance.

### CORPORATE FIDUCIARY SERVICES

Through the years, the traditional role of a corporate fiduciary has expanded exponentially with the broadening of trust and business organizational tools for designing succession plans that fit the needs of business owners, their families and their businesses. When Northern Trust and its subsidiaries are named as your investment advisor or fiduciary, the family business group provides a broad selection of services.

