

Sponsored by:

The Family Business Center at Citizens National

March Meeting, 2003 on *The Family Business Symposium*

"Huge challenges face family firms at every turn. The Family Business Symposium will help any family business confront and overcome those challenges." Ray Marano, Editor ~ SBN Magazine

Presented by: The Family Business Center at Citizens National and SBN Magazine

Location: Four Points Sheraton
910 Sheraton Drive, Mars, PA
16046

When: **Wednesday, March 19th, 2003**

8:00 AM- Registration & Breakfast

8:30 AM- **J. Thomas Madden**, Vice Chairman, *Federated Investors*

9:30 AM- **Rich Snebold**, Co-Founder, *The Family Business Center Case Study Overview*

10:00 AM- Breakout One

11:00 AM- Breakout Two

12:00 AM- **Kevin Elko, PhD**, Author "Nerves of Steel" with Luncheon Presentation

1:30 PM- Breakout Three

2:30 PM- Breakout Four

3:30 PM- Wrap up

Cost: \$59.99/person

BREAK OUT SESSIONS

SUCCESSION ISSUES

"Moving the Company Forward"

Dr. Cindy Iannarelli, *International Consultant*
Thomas B. Smith, ASA, *Smith, Evans, Strimbu*
Robert B. Williams, Esq., *Williams Coulson*
John Holt, CPA, *RC Holsinger Associates P.C.*

CASE STUDY

"Dealing With Critical Operational Issues"

A.J. Carvelli, *National Business Consultant*
Chris Reiling JR., *Reiling Manufacturing*
Don Fazio, *Diamond Wire and Spring Company*
William R. Collier, CPA
RC Holsinger Associates P.C.
Jeffrey J. Morella, Esq., *Morella & Associates*

HUMAN RESOURCES

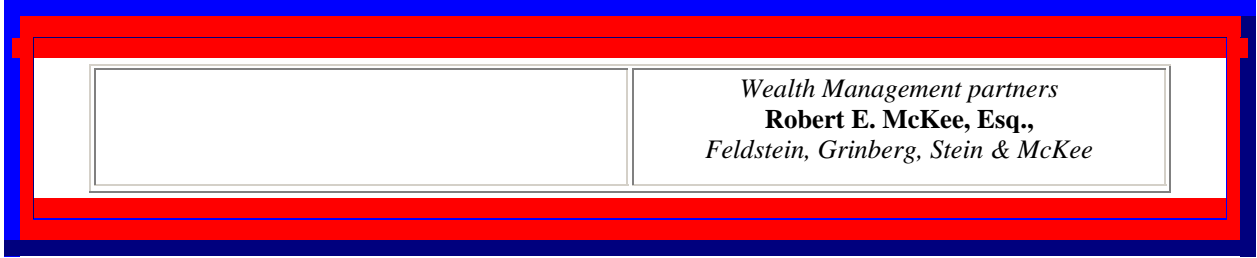
"Your People ~ A Profit Difference"

Leslie Bonner, *Solutions 21*
Kathy Coder, *Solution 21*
Ann Begler, Esq., *The Begler Group*

CREATING WEALTH

OUTSIDE THE BUSINESS

"Creative Uses of Business Dollars"
Rich Snebold, *Co-Founder, The Family Business Center at Citizens*
Michael Ward, ChFC,



Wealth Management partners
Robert E. McKee, Esq.,
Feldstein, Grinberg, Stein & McKee

www.fbrpgh.org

J. Thomas Madden

As Vice Chairman of Federated Investment Management Companies, J. Thomas Madden has worked with Federated Investors since 1977. A graduate from Columbia College, Madden's concentration has been on finance and the impact of economics on family business. He is a Chartered Financial Analyst, post president and a current member of the Pittsburgh Society of Financial Analysts.

Dr. Kevin Elko

Author of "Nerves of Steel", Elko speaks to businesses and professional athletes nationwide. Teaching them how to have nerves of steel and great focus during stressful times, he also communicates health and business improvement through a new outlook.

The Family Business Center At Citizens

The goal of the Center is to help you realize unprecedented levels of business success. Through the Center, you will benefit from comprehensive consultative services and product offerings that will help you better manage and build your family business for both short and long term success. Citizens has been serving the needs of regional businesses for over a century. As a highly successful family owned business, Citizens is uniquely qualified to provide these invaluable family business services to our region. Let the Family Business Center at Citizens help you build generations of success for your family today.

SRN Magazine

SBN is the Smart Business Network. We provide presidents, owners and senior decision-makers of middle-market companies with news, information and smart ideas for growing their companies. Our goal is to provide top managers with the knowledge and tools to build stronger businesses. We provide this knowledge through SBN Magazine, SBNONLINE.com, SBN Conferences and SBN research.

The Family Business Center at Citizens is a division of Citizens National Bank. Securities offered through Commonwealth Financial Network. Member NASD, SIPC. Securities sold may lose value. Not bank guaranteed. Not FDIC insured.

THE FAMILY BUSINESS SYMPOSIUM REGISTRATION FORM

Wednesday, March 19th, 2003 | 8:00 AM - 4:00 PM | Four Points Sheraton, 910 Sheraton Drive, Mars, PA 16046 | \$59.99/person

Name _____ Company _____
Address _____ Phone _____
City, _____
St., Zip _____ Email _____

-----PAYMENT METHOD-----

- Check..... Make Checks payable to: Citizens National Bank Family Business Center
- VisaCard Master Card
- Name on Card: _____ Card #: _____
- Expiration Date: _____ Signature _____
- ONLINE.... www.familybizcenter.com

SEND REGISTRATIONFORM AND PAYMENT TO:

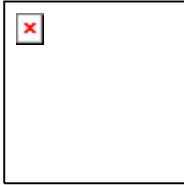
Questions should be directed to Leigh Baxter 1-888-829-2162.

The Family Business Center at Citizens
20249 Rounte 19
Cranberry Township, PA 16066

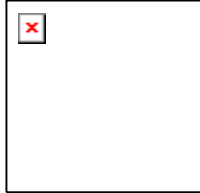
Or David Dietrich PhD at the Family Business Roundtable 412-264-4615

SEATING LIMITED TO FIRST 200 REGISTRANTS

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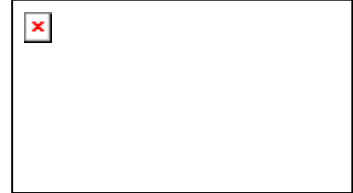
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**INCREASE YOUR POTENTIAL TO ACHIEVE A SUCCESSFUL LONG-TERM
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