

FFFF – October 3rd
The Patterson Family

In the 1980's, Sally Patterson and her siblings were still in their 20's when they inherited the business their father started.

Together, the three of them grew the business and all worked in various roles.

There was always plenty of sibling tension, and yet the company was very successful.

Each branch had at least a couple of G3's, some of whom worked in the business for a summer or two, but the toxic business environment made it so that no G3 aspired to a key role and all of them directed their career efforts elsewhere.

About 10-12 years ago, they hired some family business consultants from Boston, who engaged them in some facilitated weekend activities, including T-Shirts with "G3" on them that the cousins would wear.

Coming out of the pandemic, the middle sibling who was the CEO, actually fired the youngest sister, and the writing was now on the wall that selling the business was now Plan A.

The deal was concluded in 2024, and the proceeds were split 3 ways. The deal was in the mid 9-figures.

Sally had been dealing with a local, and the founder and CEO of that firm introduced Sally to Steve in late 2023.

Steve sees his role as helping Sally, along with her 4 offspring, Jack, Ed, Annie and Marco, on their journey to integrate the family's wealth into their lives.

His quarterly meeting #5 is coming up in two weeks.

He'd love to share how things are progressing and get ideas on how to give the family everything they need for the next few quarters and years.