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power struggles patriarchal or matriarchal despots dysfunctional families clashes over succession rebellion revolution jealousy and revenge sound like greek tragedy in fact it's all going on in the corporate boardrooms and living rooms of canada's family owned businesses all the way from small convenience chains up to the level of the bronfmans mccains irvings and eatons and don t underestimate the reach or relevance of these companies an estimated six million canadians work for them full or part time whole communities depend on them and their combined approximate sales volume is around 1 3 trillion dollars transferring power is difficult often painful to see a family business pass successfully into a third or fourth generation is rare lawsuits and shouting matches are commoner well known author and business reporter gordon pitts has talked to numerous survivors for his profiles of twelve companies judiciously drawn from all across the country some of the families are extremely well known like the molsons and the batas the others such as the mitchells of saskatoon the prices of alberta the bentalls of vancouver and the cuddys of ontario are no less intriguing many of pitts interviewees talk with raw candour and often bewildered hurt about intimate family issues what happens when the entrepreneurs who established these great companies try to pass the baton onto the next generation in their family as gordon pitts reveals inin the blood the unfortunate result is often disruption pain and familial splits that can leave not only the fate of the company but sometimes even whole communities hanging in the balance in these remarkably candid profiles some of canada s most prominent business families describe the successes and failures of their empires at the hands of family members gordon pitts takes these stories further offering observations and advice to those trying to avoid such family strife while building empires of their own

Study Guide for Use with Understanding Canadian Business, Third Edition 2000

every small business owner or manager faces a multitude of questions each day the complete canadian small business guide a comprehensive and easy to read guide has been the must have answer book for thousands of canadian entrepreneurs since first published in 1988 now in its third fully revised edition you will find every topic updated to reflect changes in technology in the law in resources and in the common practices of today s small businesses you will also find two new chapters covering doing business on the internet and managing your insurance needs douglas gray and diana gray provide a complete reference for every question from the day you open your doors to when you make the decision to sell and all the challenges you may face in between they also offer street smart tips that can give your small business a competitive advantage they answer all your questions about starting operating and expanding your business including how do i use the internet to enhance my business do i need a web site should i sell online should i buy a business a franchise or start from scratch how do i hire the best employees and keep them how do i maximize the value of my lawyer accountant banker and insurance broker where do i get financing how much do i need and how do i pay it back how do i get credit from my suppliers and when should i extend it to my customers the complete canadian small business guide is your first stop reference when problems arise or key business decisions must be made you will refer to it often douglas gray II b is canada s foremost authority on small business formerly a practicing lawyer he is the author of 17 bestselling business and personal finance books diana gray is an experienced business owner and consultant her company provides centralized business services to small and medium sized companies as well as home based businesses doug and diana live in vancouver

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