

# david bork



David Bork is one of the world's leaders in the field of counseling family business. Since 1970 he has had in-depth, long-term involvement with more than 400 families in business. He has assisted them in charting their way through every imaginable family business issue; including creation of sustainable decision making structures, succession between generations, death of the founder, sale of the business, and the complexities of dealing with wealth. He is a proponent of the Family Systems Approach to family business and pioneered the integration of Family Systems Theory with sound business practice. He encourages clients to take the long view in their business planning, a strategy that has served them very well.

Bork is the author of *Family Business, Risky Business How To Make It Work*, and co-author of *Working With Family Business, A Guide for Professionals*, the first and only book of its kind in the field. In May 2003 NBC's Today program featured an interview with David Bork and Jack Mitchell of Mitchells. (See Home Page for TODAY link.) The segment emphasizes success in Family Business. Bork's consulting work was first featured in Fortune magazine (article may be read on web site). He has been a regular resource for YPO (Young President's Organization) since 1984 and has spoken at many YPO Universities, including Venice where he was named "Best of the Best," a designation for the most highly rated speakers.

Since the late 80s he has had a concentration of clients in Turkey and contributed the chapter, "Consulting to Family Businesses in Turkey," for the "Family Business and Family Business Consultation: A Global Perspective" (2006). Bork's profile of the families who remain "positively connected" and successful in business has been researched and validated by objective, university-based studies.

In recognition for his contributions to the field of family business, the Family Firm Institute awarded Bork the coveted Richard Beckhard Practice Award in October 1998.

David Bork energized about the positive possibilities and continues to be available for speeches to relevant groups and for consultation with "highly motivated families" presenting interesting challenges.



David Bork, *Counselor to Family Business*

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