

# FAMILY BUSINESS HALL OF FAME

THE SOUTH AUSTRALIAN CHAPTER OF FAMILY BUSINESS AUSTRALIA

Invites you to attend

## The 9th Annual Family Business Hall of Fame Dinner

*proudly sponsored by Westpac*

Wednesday 21 July 2010  
6.00pm

Sebel Playford Hotel

Three iconic South Australian family businesses will be inducted into the **Family Business Hall of Fame** during the **2010 Family Business Hall of Fame Dinner**.

- Meet the inductees, hear their inspirational stories and celebrate success by witnessing their induction into the Family Business Hall of Fame
- Bring the whole family and key employees—they'll discover what special qualities helped other family businesses rise to the top of the State's business tree and what could lie ahead for them
- The evening offers an entertaining learning opportunity for all Family Business Advisers—invite your clients and share the experience
- Network with Hall of Fame inductees and a wide range of other great families in business
- Share a delightful meal, relax and join in the fun with family, friends, colleagues and your peers

### 'Corporatising' the family business

Renowned in his New South Wales Chapter of FBA for his sometimes irreverent presentations and after-dinner talks, 4th Generation Director of Raine & Horne Holdings and CEO of their national and international real estate dynasty, **Angus Raine** will entertain us and provide insights into how they took a 127 year family business from a 'family picnic' to a thriving organisation run like a corporation.

Angus is one of the foremost authorities on real estate in Australia, with expertise spanning all sectors of the industry. Keen to establish himself professionally outside of the family business, Angus has only spent twelve of his twenty four years in real estate with Raine & Horne.

His experience spans a boom, a bust and another boom—and, although he obviously enjoyed the heady and lucrative days in the 80s when a 300% salary increase came his way, he's especially proud of having worked through the bust of the early nineties. *"It was then, when the market was contracting, that I learnt the most,"* Angus says.

Established in 1883, the business has recently restructured to keep responsive to the market, expanding around the world, including 2 new offices in Leeds in the UK and in Dubai, Vanuatu and (soon) Indonesia. Today more than 4000 people work for Raine & Horne—with hundreds of offices around Australia and more than 20 offices established world-wide. Impressively, despite all of this 'corporatisation' and global expansion, Angus still manages to maintain interests outside work—and takes family **very** seriously, with five children under twelve!

**Not every family business WANTS to grow anywhere near as large as this, but the professionalising process is important regardless of size or industry—so there are valuable insights to be gained by ALL family business owners and managers—and their advisers.**



Angus Raine



Proudly sponsored by



Family Business  
Australia

**BOOK BY 5 JULY... and take advantage of the Earlybird Discounts!**

**DRESS: Business Attire**

FBA Silver Sponsor



FBA-SA Silver Sponsors



FBA-SA Bronze Sponsors



# REGISTRATION FORM

## 2010 Family Business Hall of Fame Dinner

***REGISTER BY 5 JULY to take advantage of the Earlybird Discount Rate!***

FAX to 8376 0646—POST to PO Box 398 Glenelg SA 5045—or register ONLINE at [www.fambiz.org.au/Store/Events/South Australia](http://www.fambiz.org.au/Store/Events/South Australia)

**PLEASE NOTE:** Use this form to book Tables of 10 (not available online)

Name/s: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Names of additional attendees: \_\_\_\_\_

Special dietary requirements: \_\_\_\_\_

### Registration Fees:

<b>Earlybird</b> (register by 5 July 2010)	<b>Regular</b> (after 5 July 2010)
<b>FBA Members:</b> No..... @ \$120 per person = \$.....	No..... @ \$150 per person = \$.....
<b>Non Members:</b> No..... @ \$170 per person = \$.....	No..... @ \$200 per person = \$.....
<b>Tables of 10:</b> No ..... @ \$1150 per table = \$.....	No..... @ \$1350.00 per table = \$.....

### Payment made by:

Cheque enclosed (payable to Family Business Australia)

Direct Deposit: Bank NAB—BSB 083 091 Account 477367651

**Quote Ref: SA1007**

Credit Card: Bankcard  Mastercard  Visa

Card No: \_\_\_\_\_

Expiry Date: \_\_\_\_\_

Name on card: \_\_\_\_\_

Cardholder's signature: \_\_\_\_\_

**PLEASE NOTE: Upon payment, this is your Tax Invoice (please retain a copy).** All prices include GST.

Family Business Australia Ltd ABN 61 083 076 000

**Cancellation Policy:** No refunds will be available from 5 July 2010. Prior to this date, registration fees are refundable within 30 days subject to a 20% cancellation fee. Should you (or any of your guests) be unable to attend this event, a substitute delegate may attend in your place (please call 8376 5598 to arrange substitutes).

Thank you for your registration—we look forward to catching up with you at the

**2010 Family Business Hall of Fame Dinner**

Proudly sponsored by



**Family Business Australia**

**SA Chapter**

PO Box 398

GLENELG SA 5045

Telephone: 8376 5598 Facsimile: 8376 0646 Email: [fbasa@fambiz.org.au](mailto:fbasa@fambiz.org.au) Website: [www.fambiz.org.au](http://www.fambiz.org.au)

**Family Business Hall of Fame: [www.fbasa-hall-of-fame.com.au](http://www.fbasa-hall-of-fame.com.au)**