PRESENTER



Tony Hammington, Rabobank NZ, Invercargill

Tony has been Rabobank NZ's Succession Facilitator since 2008. The role aims to help families improve clarity of their goals, plan to collectively realise business potential and improve confidence about each generation's financial security. He has over 30 years experience working for rural banks and insurance companies. Tony has experience across many commodities and products, and a wide perspective of family businesses.

The statements and conclusions contained in this paper are those of the author(s) only and not those of the New Zealand Law Society. This booklet has been prepared for the purpose of a Continuing Legal Education course. It is not intended to be a comprehensive statement of the law or practice, and should not be relied upon as such. If advice on the law is required, it should be sought on a formal, professional basis.

CONTENTS

SUCCESSION PLANNING - FROM THE BOTTOM UP	1
UNDERSTANDING THE FOUNDATIONS	1
COMMUNICATION	2
THE OPPORTUNITY	