

# SUCCESSION 101: *Individual Reflection before a family meeting*

**IN MEETINGS, LIKE LIFE, ATTITUDE IS EVERYTHING. WHAT ATTITUDE, OR MINDSET, ARE YOU GOING TO TAKE TO THE FAMILY MEETING?  
IN PREPARATION FOR A POSITIVE OUTCOMES FOCUSED MEETING, YOU MUST ASK YOURSELF THE FOLLOWING...**

*Am I prepared to approach conflict as a collaborator and not an adversary?* Humans have built in wiring that means we hate losing, even more than we love winning. How will I manage my fight-or-flight reaction in those moments of frustration, hurt or disappointment?

*Have I thought through other's responses to what I want to say?* Do I need to work on how I deliver my message to ensure the content is heard, rather than others hearing an attack on their personality or ego?

*Acknowledge every other individual (including you) -*

- has their own beliefs, perspectives, and opinions
- has hopes, anxieties and vulnerabilities
- has friends and family who value them
- wants to feel respected, appreciated, valued and competent
- wishes for peace, joy and happiness in their life

What am I creating and why is it important to me?

What is my impact on those around me? What affect do I have on others?

*Prepare your main points and think of three ways others are likely to respond and prepare a response to each of those scenarios. There is a strong likelihood you know the other people in the meeting very well, your challenge is to approach the meeting with an open mind and not presume to know what the other people are thinking.*

Finally, ask yourself this - **what will a successful outcome look like?**