



THE SILVER FOX ADVISOR

Silver Fox Advisors Monthly Newsletter

“Advisory Board For Your Small Business”



By Rob Ferguson

Every family business reaches a point where the people already around the table aren't enough.

Family leaders trust each other. Executives know the business inside and out. But neither group is built to challenge blind spots, or bring in the outside experience the business needs for its next stage of growth.

That's what an advisory board is for.

Done right, it gives you access to expertise your business doesn't have in-house, a sounding board that will tell you what you need to hear instead of what you want to hear, and a group of people invested enough to help you think through the hard decisions before they become crises.

Done wrong, it's just a group of people who meet a few times a year and add little value.

[READ MORE](#)

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SILVERFOX.ORG
713.467.5900

Leadership Training / Mentoring Corner

In August 2025 Newsletter, the Silver Fox Advisors started a series called “The Leadership/Mentoring Corner” in which we posed a thought-provoking situation for you to think about and put yourself into asking yourself – “What are your next steps”.

August Leadership Situation Responses

George works for a service provider business that has been in operation for more than thirty years. The owner of the business knows the service that is the main source of revenue inside and out but he is not good with operations, finance or marketing. The owner has told George he will sell the business at some point, and he hopes that George would consider purchasing it with some potentially favorable terms. On occasion the owner frequently lashes out at employees over small or meaningless issues, which has caused a number of good tenured employees to leave the business over the past thirty years.

[Read the full Situation and What Should Your Next Steps Be?](#)

September Leadership Situation

Charlie is a Vice-President at a small retail service business, a position he has held for three years. The business' sales have been flat for the last five years at around \$3.0 million a year. The President of the business has been in his position about five years, and he and Charlie work well together. The owner of the business started the business some 30 years ago. The owner knows the specific retail service inside and out, but is not necessarily good with finances, marketing or business planning. Over the 30 years the business has been in operation there has been a high employee turnover due to the owner's management style and lack of big picture business strategy focus.

[Read the Situation](#)

History Corner

The Silver Fox Advisor organization is celebrating its 40th Anniversary this year, and over the course of the 2026 calendar year we will be sharing with you some of our history and memories in our Monthly Newsletter. Each month we will feature a brief write-up on some of the more historical highpoints of the past 40 years in this “Silver Fox Advisors' History Corner”. We hope you find this information of interest, as you will probably know or have heard of some of the individual Silver Fox Advisors who made the organization what it is today.

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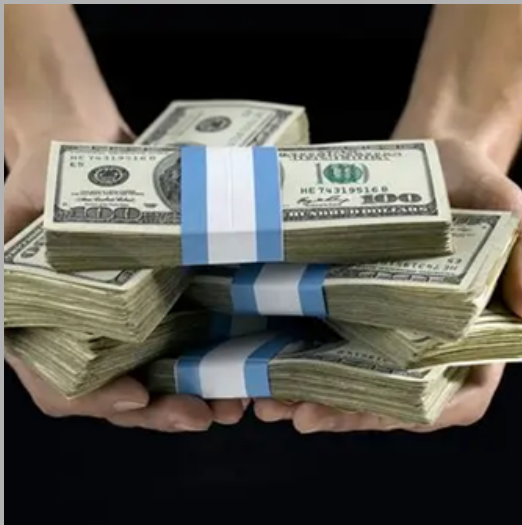
Business Tips from the Editor

By Dick Hendee, A Silver Fox Advisor

"The Economy and Its Impact"

If you follow the economic news and read the economic forecasters' articles, you are likely getting or hearing some conflicting information. Some economists tell us the economy is great, and the next big boom is right around the corner. Other forecasters tell us to hunker down and get ready for the next big belt tightening. Who should we believe? Well in most cases only time will tell. But if you don't want to be a gambler with your business' future, you might want to do some internal and external fact checking and analysis.

[READ MORE](#)



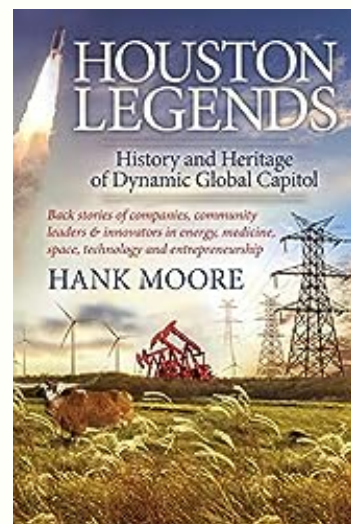
Thought Provoking Question

**IF YOU HAD AN EXTRA \$100,000
TO INVEST IN YOUR BUSINESS,
WHERE WOULD YOU PUT IT?**

WHY?

**SEVERAL SILVER FOX ADVISORS
HAVE WRITTEN BOOKS SHARING
THEIR BUSINESS EXPERIENCES
AND EXPERTISE. THESE BOOKS
CONTAIN INFORMATION THAT
YOU MAY FIND HELPFUL TO YOU
AND YOUR BUSINESS.**

[CLICK HERE FOR MORE INFORMATION](#)





The Fox Den is available to business owners that participate in the Silver Fox Advisors CEO Roundtable Program, attend Lunch and Learn Events or are associated with any of the Silver Fox Advisors Outreach Initiatives.

Fox Den: Testimonial

What can 75 minutes do for you and your business? When you spend those 75 minutes surrounded with hundreds of years of wisdom, it could change everything. Small businesses in Houston are very fortunate to have such a deep bench of wisdom. It comes in the form of the **Silver Fox Advisors**, and these 75 minutes is their program - the **Fox Den**. After an application and acceptance to the **Fox Den** program, **Silver Fox Advisors** are hand-picked to match your business. You, the business owner, prepare and present your business plan and your growth opportunity to the panel and in turn, you receive honest and unvarnished insight into your business and into yourself. It is during this time that every business experience, every success, every failure, every opportunity, both missed and realized in their extraordinary careers, is shared with you. It is up to you to put this advice into practice. So, what is the cost for these 75 minutes? **Free!** What is the benefit? **Incalculable!** The Fox Den program, offered by the Silver Fox Advisors, is a true gift to the small business community.

This gift is for you...open it!

Patty Sobelman, Head of School
Pines Montessori School

September Lunch & Learn

Growth by Acquisition:
Is Buying Another Business Right for You?



ROB FERGUSON
President & CEO
Ferguson Alliance, LLC



RICH HALL
Exit Planning and M&A Advisor
Rich Hall Group



GERALD MERFISH
Merfish Advisors

Thursday, September 24, 2026

COST: \$60.00 PER PERSON



40
SILVER FOX ADVISORS
ANNIVERSARY
CELEBRATING 40 YEARS OF
EXCELLENCE AND LEADERSHIP

Maggiano's Little Italy
2019 Post Oak Blvd.
Houston, TX 77056

Register Today for our September Luncheon!

Register Today for our November Luncheon!

November Lunch & Learn

Thursday, November 19th, 2026

Featuring Houston City College

11:00 A.M. - 1:00 P.M.

Maggiano's Little Italy
2019 Post Oak Blvd.
Houston, TX 77056

COST: \$60.00 PER PERSON



HOUSTON CITY COLLEGE

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