



# THE SILVER FOX ADVISOR

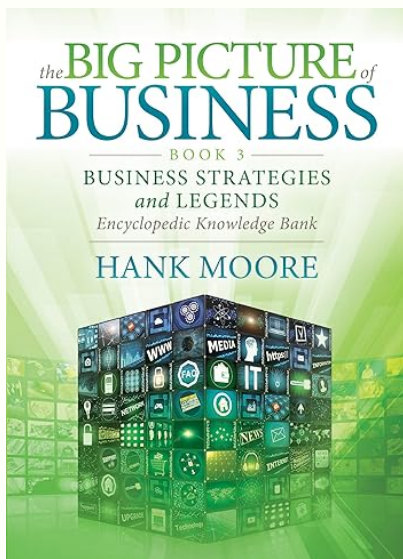
*Silver Fox Advisors Monthly Newsletter*

## Celebrating 40 Years of Excellence and Leadership

### Silver Fox Advisors' History Corner

The Silver Fox Advisor organization is celebrating its 40<sup>th</sup> 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, and you will probably know or have heard of some of the individual Silver Fox Advisors who made the organization what it is today.

[READ MORE](#)



## Book of the Month

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](#)

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## “A Family Owned Business”

*By Ferguson Alliance*



A family business that lasts generations isn't built on luck. It's built on purpose, structure, and alignment between the family and the business. Yet we hear this from owners all the time: "I know something isn't quite right—I just can't put my finger on it." That's exactly why we created the Family Business Prosperity Score™.

[READ MORE](#)



## Typical Business Problems Owners Face

*By Chuck Hendee, A Silver Fox Advisor*

Over four decades of managing my own company—and through numerous coaching and advisory engagements with small business owners—I've seen the same challenges surface again and again. These issues are rarely about effort or intelligence. They are structural problems that quietly limit profitability, growth, and sustainability.

What follows is a summary of the most common business problems I've encountered, along with practical approaches that have proven effective across industries.

[READ MORE](#)

## Business Tips from the Editor

*By Dick Hendee, A Silver Fox Advisor*

### Hobby or a Business

Over my career advising businesses I have seen many businesses that started out as the owner's hobby and grew to become very successful. I have also seen many businesses that started out as the owner's hobby and never grew to become more than a one-person entity that barely provides the owner a wage. Why the difference?

[READ MORE](#)

# Leadership Training / Mentoring Corner

## JANUARY LEADERSHIP SITUATION

Business Scenario: The Morale Challenge at BrightPath Consulting (this is a real case and the names have all been changed).

### **Background:**

BrightPath Consulting is a mid-sized management consulting firm with about 120 employees. For over 15 years, it was owned and operated by its founder, Sarah Mitchell, who fostered a collaborative culture where employees felt valued and heard. Under Sarah's leadership, BrightPath developed a reputation for excellent client relationships and low employee turnover.

### **The Change:**

Six months ago, the company was acquired by Vanguard Business Group, a larger corporate entity expanding its consulting portfolio. The new owner, Jonathan Price, a data-driven executive with a background in corporate turnarounds, stepped in as CEO.

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

# Leadership Training / Mentoring Corner

In August of last year, the Silver Fox Advisors introduced a new offering in its monthly newsletter, which is called the Leadership Training/Mentoring Section.


In this section, a thought-provoking situation will be presented. In most cases, these situations will be real-life circumstances. Our readers will think about them and play them out in their minds or on paper, as they consider what they would do or should have done if these incidents actually happened to them in their businesses.

Being a good leader requires you to be able to react to unexpected happenings or developments. Our Silver Fox Advisors have experiences they want to share with you that they have managed through, with the hope of providing you with some touch points so you can become more than a good leader, but a GREAT LEADER.


There is an added benefit: if you respond to us and provide a reply to this situation, and your response is selected as the best, you will be awarded a seat at one of our Lunch & Learn events.

[Read the Situation](#)

# Register Today!



**March  
Lunch & Learn**



**Charles C. Foster**  
Chairman  
Foster LLP  
(formerly Tindall & Foster, P.C.)

**Immigration**

Thursday,  
March 26, 2026  
Maggiano's,  
Post Oak Blvd

**Register Today!**  
Be informed about current immigration laws and hear expert insights on key issues shaping today's immigration environment.



**MAY  
LUNCH & LEARN**

**THE PULSE  
OF  
DOWNTOWN  
HOUSTON**

**Our Speaker:**



**Kris Larson**  
President and CEO  
Downtown Houston

Thursday,  
May 28, 2026  
Maggiano's,  
Post Oak Blvd

**Register Today!**  
As FIFA World Cup approaches, Kris Larson, President and CEO of Downtown Houston+, shares insights on Downtown's transformation, current momentum, and the bold vision shaping its future as Houston prepares to welcome the world.

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