



THE SILVER FOX ADVISOR

Silver Fox Advisors Monthly Newsletter

“Passing On”

By Chuck Hendee, A Silver Fox Advisor

We all have an impact on our family and friends while we are here - but what do we truly leave behind?

Of course, we hope to leave something of financial value - an estate, support for our family, perhaps contributions to causes we care about. But beyond that, what record remains of our experiences, our beliefs, and our values? Often, it is little more than an obituary and a few words spoken at a funeral.

I began thinking about this after my dad passed. He was not only my father, but also my friend and business partner. We spend years together, and along the way he shared stories, philosophies, and values that shaped how I think and lead.

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What it has meant to Me to Be a Silver Fox Advisor

By George Connelly, A Silver Fox Advisor

I have been a member of the Silver Fox Advisors since 2000, but became aware of the organization in 1995. I had joined a CEO Roundtable in 1993, and was made the ‘facilitator’ that year, which meant I was invited to attend meetings of the CEO Roundtable Steering Committee.

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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”.

May Leadership Situation Responses

William started a commercial equipment sales and maintenance business some 30 years ago and recently William's son, Adam, joined the business as an Executive Vice-President and heir apparent to succeed his father. Adam graduated from a prestigious institution of higher learning with a degree in Government Studies. Adam's ultimate goal in life is to run for public office and let the business run itself, only attending management meetings as needed and collecting a check each month as a management fee. Christopher is the Company's CFO and has been with the business for 25 years.

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

June Leadership Situation

James is employed as a sales executive with a very successful small business that sells business office equipment (computers, phones, copiers etc.). James just got his best friend and college roommate Barry a job with the same small business James works for.

James and Barry would talk shop after business hours when would they would get together for drinks or attend a social outing. During these conversations they exchange thoughts and ideas and often come up with a potential solution regarding an issue in the office.

[Read the Situation](#)

Financial Statement Literacy

By Herb Kalman, A Silver Fox Advisor

The primary purpose of a financial statement is to provide reliable information about a company's financial performance to help owners and management make informed business decisions. These standardized reports act as a "report card" of a business's activities.

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Business Tips from the Editor

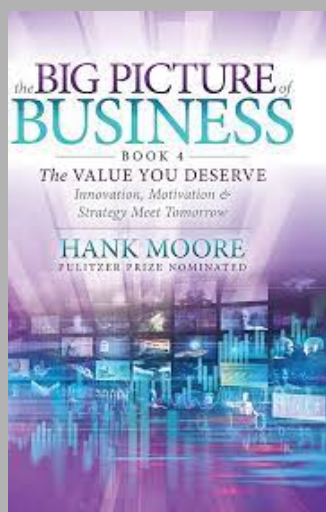
By Dick Hendee, A Silver Fox Advisor

"My Own Backyard"

Over my career of advising, consulting, coaching and mentoring small business owners I have seen numerous small business owners looking over the fences in their marketplace and thinking they can expand their market penetration and want to jump into an expanded market space (some even have their set their sights on a national market place) with limited knowledge, limited time, limited resources, and no formal plan. That great idea keeps resurfacing, and images of grandeur take over, the anchor is pulled up, and the ship sets sail!

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

Date: Tuesday, July 28, 2026
Time: 11:00 AM – 1:00 PM
Maggiano's | 2019 Post Oak Blvd.

Join us for a luncheon of celebration
as we mark 40 years of advising,
coaching, consulting and mentoring.
We look forward to sharing this special
moment with you!

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for our
40th Anniversary
Luncheon!**

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