

## James Olan Hutcheson

### "Portraits of Success"

A Study of the Family Owned Business

**James Olan Hutcheson** (Jim) is the founder and managing partner for ReGENERATION Partners, LLC, a Dallas, Texas based business consulting firm devoted exclusively to dealing with matters related to family-owned and managed businesses.

Jim is a widely recognized expert on family business. He is one of the



few professionals in the field that has actually worked in a significant family business, Olan Mills Portraits Studios, the world's largest portrait photography company.

Jim joined his family business as a part time telemarketer in 1976 and rose through the ranks to eventually lead all of Olan Mills studios. His responsibilities included an organization with over 1,000 locations throughout the US, Europe and Canada, 18,000 employees, and annual revenue of approximately one-

half billion dollars. In the 19 years that Jim spent in leadership roles in his family firm, the business grew at a 27.5% annual compounded growth rate.

In 1995, Jim left his family business to start ReGENERATION Partners, LLC. Over the past eight years, Jim

- *Family owned and managed businesses dominate the economy*
- *It is important to understand "Why and How" family businesses are different from partnerships and public corporations*
- *Share some real case examples of the best and worst of family business*
- *Explain the most important characteristics of successful family businesses*

has worked with over 70 family businesses throughout the US, including some of the country's leading and well known family businesses.

Jim received degrees in psychology, sociology and an MBA. He regularly appears in the media on matters related to family business. He has appeared in numerous media including The New York Times, Wall Street Journal, MSNBC, CNBC, and International Herald Tribune. He has been an editor for Nation's Busi-

ness, the US Chamber of Commerce magazine and is currently the family business editor for Financial Planning Magazine.

Additionally, Jim has written an inspirational business leadership book that has become a category best seller, titled, Portraits of Success: 9 Keys to Sustaining Value in Any Business, (Dearborn Publishers, August 2002).

**Who:** James Olan Hutcheson  
*Portraits of Success*

**When:** Wednesday, April 16, 2003

**Where:** Prestonwood Country Club  
Preston @ Arapaho

**RSVP:** Earlene Romano  
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**Note:** Meetings begin at 7:30 a.m., presentation begins promptly at 7:45 a.m. Guests are encouraged to attend. Meeting arrangements are based on a guaranteed guest count and we are charged accordingly. Your attention to this detail is greatly appreciated.

See you there!  
Bill Wallace, Wallace Financial Group

May— Charlie Bahr