

Tom Deans

Full-time Professional Speaker at Detente Financial Press

Orangeville, ON, CA

Full-time Award-Winning Professional Speaker: 500+ Paid Speaking Engagements in 14 Countries.
Family Business and Wealth Transfer Expert

Biography

Combining humor with his experience as president of a family-owned multinational corporation, Dr. Tom Deans' best-selling book, *Every Family's Business and Willing Wisdom*, provides the framework for his keynote speeches and seminars. His books captures his personal story of how three generations of his family founded and sold their private and publicly traded companies for more than \$100 million. This start and sell approach, and the annual review of 12 basic questions about the operation of the business, profoundly shaped his unique and contrarian view of business succession planning. Sold in 14 countries, *Every Family's Business* is the best-selling family business book of all time and has changed the lives of thousands of business owners and their families. Tom has delivered his revolutionary approach to family business succession planning to billionaires in South Dakota to impoverished coffee growers in El Salvador. Dr. Deans' message is especially relevant to franchisors and their franchisees as well as associations who aim to help their member firms with succession planning. His message on the importance of estate planning makes him a particularly engaging speaker for spousal events at conventions. Dr. Deans has worked in banking and government relations, was the president of a railway, and chaired a federal government committee on tax credits. Dr. Deans has been featured in numerous magazines and journals including *Profit*, *Money Sense* and *Investment Executive*. A frequent guest on CBC, *Money Line* and *BNN*, Tom is a highly sought-after international public speaker. Event Planners are encouraged to visit www.EveryFamiliesBusiness.com and www.WillingWisdom.com

Availability

Keynote, Panelist, Workshop, Author Appearance, Corporate Training

Industry Expertise

VC and Private Equity, Philanthropy, Insurance, Human Resources, Corporate Leadership, Financial Services, Banking

Affiliations

YPO, WPO, VISTAGE, Chamber of Commerce

Sample Talks

We All Leave Our Business One Day

Dr. Tom Deans delivers an inspiring and motivational speech to business owners around the world to explore the business exit plan that's right for them. Using the process and key messages from his international best-selling book, *Every Family's Business*, he shows audiences how to transition the wealth and wisdom of a business to the next generation. His speech addresses the reservation that many business owners feel toward the idea of leaving significant wealth to family.

Helping Employees Live Extraordinary Lives

A staggering 50% of people are without wills, another 40% are badly out-dated. The resulting destruction of wealth and family relationships will escalate as baby boomers retire in greater numbers. Dr. Tom Deans shows how and why leading companies are investing resources today to educate employees about the importance of preparing estate plans including the writing of wills. He leaves employees inspired to begin conversations with their own parents and children about the division of assets.

Dividing Estates Between Family and Charity the \$10 Trillion Dilemma

It's a convention speech for the ages. How much money should we leave our children? Does fair mean equal? What are the risks of leaving too much wealth too soon, and will money destroy our children and their will to work? What about those who have no children? What are the implications of leaving all of our money to Charity? As the greatest generation of wealth creators near retirement, reconciling how their estate will be divided is proving both complicated and emotional.

When Charity Meets Family

Dr. Tom Deans brings his inspiring *Willing Wisdom* keynote speech to charities and donors around the world. Donors and potential donors learn first hand the joy and satisfaction of planning their legacy gifts in collaboration with family. Described as one of the most powerful and effective donor speeches, the *Willing Wisdom* Keynote leaves audiences motivated to take action with respect to living purposeful lives by beginning with the end in mind.

It's Time For the Will Talk....

Wealth management professionals, lawyers and accountant are often baffled when clients refuse to write or up-date their wills. More than 50% of North American adults have no will and an estimated 40% have badly out-dated estate documents. Over the Next 20 years, more than \$10 trillion dollars will be inherited. For some, this wealth transfer will be smooth, efficient and bring out the best in family. For other families, this wealth transfer will be shrouded in secrecy.

Education

Warwick University
Ph.D. Public Policy

Mount Allison University
B.A. (Hons) Political Science

Accomplishments

Prolific Full Time Professional Speaker

Dr. Tom Deans has delivered more than 500 paid speeches in 14 countries. His first book Every Family's Business is the best-selling family business book of-all time. With more than 300,000 copies in circulation it continues to appear in the best sellers lists in both the Unites States and Canada. His new book, Willing Wisdom is a sequel to Every Family's Business and helps readers contemplate who and how they will divide their estate.

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