



Cornell University
Cooperative Extension
NWNY Dairy, Livestock & Field Crops Team

401 North Main Street
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Planning for Succession

Workshop series for agricultural businesses transitioning to a new generation



Members of each generation involved in agricultural business together are encouraged to attend this interactive workshop to learn about skills, tools and tactics needed for success in a multi-generation business.

Choose a location convenient for you:

CCE Seneca County, Waterloo

Wednesday Evenings, 6:30—9:00 pm
November 6, 20 & December 11

CCE Monroe County, Rochester

Thursday Afternoons, 12:30—3:00 pm
November 7, 21 & December 12

CCE Wyoming County, Warsaw

Thursday Evenings, 6:30—9:00 pm
November 7, 21 & December 12

Topics:

- ◆ Business Across Generations
 - ◆ Vision, Values and Goals
 - ◆ Are Time Lines Compatible?
 - ◆ Issues & Concerns
- ◆ Assessing Your Current Situation
 - ◆ Business Viability
 - ◆ Know Your Leadership Team
 - ◆ Skills and Abilities
- ◆ Family Business Communication
 - ◆ Learning to listen with Your Head & Your Heart
 - ◆ Presenting Ideas Proactively
 - ◆ Family Business Meetings
 - ◆ Management Training
 - ◆ What about Non-farm Heirs?
 - ◆ Equitable/Equal Dilemma
- ◆ Developing the Transfer Plan
 - ◆ Legal Aspects
 - ◆ Tax Considerations
 - ◆ Financing the Transition
 - ◆ Managing Risk - Crop Insurance
 - ◆ Implementing the Plan
 - ◆ Getting Organized
 - ◆ Engaging a Transition Team

Presenters:

NWNY Dairy, Livestock & Field Crops Team
John Hanchar
Farm Business Management Specialist

Joan Sinclair Petzen
Farm Business Management Specialist

Ohio State University
Dr. Bernard Erven
Emeritus Professor

Primary interests are in farm and agribusiness management and human resource management in family businesses.

Lutz & Associates
John Montague
Financial Advisor

NYS Depart. of Agriculture & Markets
NY FarmLink
Daniel Welch
Business & Succession Planning Coordin.

Accommodations for persons with disabilities may be requested by calling Sharon Wolcott at 585-786-2251 by November 1 to ensure sufficient time to make arrangements. Requests received after this date will be met when possible.

Register by returning form with payment to:

Cathy Wallace
CCE Genesee Co/NWNY Team
420 East Main Street
Batavia, NY 14020

Register by Monday, November 4

Checks payable to: Cornell Cooperative Extension

Register on-line with credit card at:

<http://www.nwnyteam.org/events.php>

Registration Fee:

Per farm or family	\$60.00
NWNY Region discount (10.00)	-
Total Due	\$

Plan to attend at:

Waterloo
 Rochester
 Warsaw

Name(s) _____

Farm Name _____

Address _____

Telephone _____ E-Mail _____



Register your farm to participate
by November 4th

Only \$60 per farm for all 3 sessions

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3 Convenient Locations

Nov. 6, 20 & Dec. 11	Evenings	Watertloo
Nov. 7, 21 & Dec. 12	Afternoons	Rochester
Nov. 7, 21 & Dec. 12	Evenings	Warsaw

PRESENTS:



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