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 series to learn about skills, tools and tactics needed for success in a multi-generation business.

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
• Organizing Documents
• Tax Considerations
• Financing the Transition
• Managing Risk - Crop Insurance
• Implementing the Plan
• Getting Organized
• Engaging a Transition Team

Workshop Facilitators:

NWNY Dairy, Livestock & Field Crops Team
Joan Sinclair Petzen
Farm Business Management Specialist

Pro-Dairy Program, Cornell University
Anna Richards
Dairy Farm Business Management Specialist

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

Register by mail: Return form with check payable to: Cornell Cooperative Extension

Warsaw - Register by Feb 8
Send to: Lisa Aures
CCE Wyoming Co./NWNY Team
36 Center Street, Suite B
Warsaw, NY 14569

Riga - Register by Feb 8
Send to: Jarmila Haseler
CCE Monroe Co./NWNY Team
2449 St. Paul Blvd.
Rochester, NY 14617

Canandaigua - Register by Feb 26
Send to: Nancy Anderson
CCE Ontario Co./NWNY Team
480 North Main Street
Canandaigua, NY 14569

Register on-line with credit card at:
http://www.nwnyteam.org/events.php

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Telephone____________________ E-Mail_________________________________

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Building Strong and Vibrant New York Communities

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