

Transitioning ownership and operation of the family farm to the next generation of farmers presents great opportunities and challenges. Are you ready? Running your ag business is more than knowing when to put seeds in the ground or how to get cattle ready for market. The Avail CPA Farm MBA Leadership Training Program will provide you with the business, accounting, and management tools you need as an ag producer.

Course material includes:

1

Family Business

Family farm businesses have complexities and challenges that others do not. Learn about these complexities and determine whether you want to be a “family first business”, a “business first business” or a hybrid referred to as a “family enterprise”.

2

Management 101

Most farm owners are great at what they do but have little formal training in how to effectively manage a business. Discover the three challenges faced by small businesses – communication, delegation and accountability – and develop strategies to more effectively manage your farm business in these areas.

3

Unlocking the Secrets of Your Financial Statements

Learn how to decipher the mysteries contained in your financial statements (including the income statement, balance sheet, and statement of retained earnings) and use this information to improve and grow your business.

4

Your Banker and You

What does your banker look at in your financial statements? Learn some key ratios, and what you could be doing differently to keep the banker on your side. We will also discuss when it makes sense to take on more debt, and when renting is the better option.

5

Profit Improvement Potential

What factors should you be looking at to drive net profits? Learn what a Key Performance Indicator is and how to develop one for your business and use it to measure your businesses improvement and success.

6

Taxes

Farms have different taxation issues than regular businesses. Learn farm-specific tax rules as well as the how general tax rules apply to your farm. Find out when it make sense to pay tax and what tax strategies will help you exit the farm.

Choose the Format That's Best for You:

MONTHLY

Open Group

Investment: **\$1,000**/person **\$500**/person
for additional participant
from same organization

Sessions at our Avail CPA office with groups of up to **12 individuals** from a cross-section of agri-business allows for learning, in-depth discussion, and networking.

Sessions consist of **3 mornings** over **6 weeks**, and run **twice yearly**.

Call to find out the next start date.

WEEKLY OR MONTHLY

Private Group

Investment: **\$4,500**/organization

Sessions at our office or yours.

Conveniently schedule **weekly or monthly** sessions for up to **12 participants** from one organization to go in-depth with your leadership team.

Register Today!

Call Florence **403.382.6800** or

Email events@availcpa.com

www.availcpa.com

