

NEXT GEN BREAKTHROUGH GROUP



pinion
ADVISORY

supporting the next generation of farm managers

program overview

Managing a farm is a complex business. Considerations need to be made to manage people, finances and the business health to ensure a profitable and resilient farming operation.

The Next Generation Breakthrough Group is a program designed to assist and support the development of the next generation of farm managers. The group features like-minded producers from different regions, business models and levels of farming experience, to learn practical techniques, tools and processes to implement within their own farming businesses.

Our approach means that the group is owned and led by the participants involved, meaning that participants will influence the topics of interest and areas of investigation within the program. Pinion Advisory will guide you through the fundamental topics in year one of the program, covering off on the key financial, business and people management skills required to run a successful and professional farm business.

The group is led by experienced Pinion Advisory consultants, with ongoing coaching support between the workshops to help you achieve your personal and business goals.

Farm business managers (mentors) currently overseeing the business operations are invited to attend one of the workshops to support the next generation participants.

what will I learn?

This 3-year program will help you answer the following questions:

How do I become a Farm Manager?

Moving mindset from a farm employee to a manager and leader.

How do I make effective use of my time?

Understand the levels of business model and strategies to climb the levels.

How am I going to run a successful business like the previous generation have?

Understand the profit drivers of farming businesses and how you can implement these in your business.

What does that figure mean, I have heard it before but are unsure what it means?

Improve financial literacy and knowledge of key financial indicators, and how they are calculated.

Where is this business heading?

Strategic planning tools and processes to ensure there is an agreed plan for the future.

I want that new piece of machinery

Add robustness to decisions by improving logical decision making and introducing business cases.

How do we recognise and create opportunities for growth?

Learn to identify, plan and implement opportunities for business growth, using robust financial and business risk analysis skills.

How do I work with existing employees or employ someone to help out?

Leading and managing people, particularly when they have worked in the business longer than you.

How do we ensure this is a great place to work?

Cultural awareness and incorporating this into the everyday workplace. Focusing on personal wellbeing and workplace safety for yourself and the team.

How much should I pay for a lease?

Valuing the land for cropping or grazing and reviewing existing arrangements.

How do we value land?

Understand the process for working out if land is undervalued or over valued.

This program will allow you to connect and learn with other like-minded producers, be supported by experienced Pinion Advisory consultants and make an impact within your business.

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benefits to you and your business

- Develop your business skills to become an effective manager and leader.
- Gain confidence in your decision making and farm management skills.
- Develop a detailed action plan for the management succession of the business.
- Improve your time management planning and workplace effectiveness.
- Create an entrepreneurial and opportunity focused mind-set.
- Connect with like-minded producers to share ideas and experiences.
- Ongoing support from experienced Pinion Advisory consultants.
- Add professionalism, planning and logic to your decision making.

inclusions

- 3-year program
- Workbook and easy to use resources
- Annual SnapShot™ benchmarking review
- Ongoing Pinion Advisory coaching and support between workshops
- Morning tea, lunch and afternoon tea on all days
- Dinner, networking and guest speaker events

who should attend?

This program is ideally suited to next generation farm managers starting their business management journey, working through management succession and wanting to improve their management skills.

You may have recently returned to your farm business or have been working in the business for a few years but you are moving into a management role pathway – this program is for you.

You can participate with multiple members of your business. Another 'next gen' such as a sibling, colleague or partner. This will allow you to work together to apply your learnings.

We also warmly welcome your mentor (ie a parent or manager) to come to certain sessions.

INVESTMENT

\$2,750 per participant/year GST inc

Additional next generation participants from the same business \$550/year GST inc

Mentors attend free of charge

DURATION

Two 2-day workshops a year, with the program running for 3 years with inter-workshop coaching

PROGRAM DATES

Get your business started
15-16 March 2021

"Definitely sign up for it. The people you meet provide a different insight into how they farm and run a business. The information I have learnt in such a short time is incredible. It's an enjoyable environment to be in."
2020 Next Gen



"I've already considered telling family members and neighbours that this program would be beneficial. Well worth doing if developing leadership skills is a priority."
2020 Mentor

For more information or to express your interest call 1300 746 466,
email admin@pinionadvisory.com or visit www.ruraldirections.com/events