



ADVISORY BOARD

Working together to make key decisions and set the direction for your business

Our Advisory Board Service is custom-tailored to address the unique needs of your farming business, offering a comprehensive solution to navigate today's agricultural challenges. By fostering collaboration amongst your management team we enhance strategic decision-making and facilitate the exchange of innovative ideas. This collaborative approach ensures that your team remains accountable for actions and projects, driving progress and fostering a culture of responsibility.

Central to our service is the dedication of time to work on your business, allowing you to focus on strategic planning and development. By stepping back from day-to-day operations, you can identify areas for improvement, explore new avenues for growth and enhance the overall professionalism of your business. We aim to provide you with a clear direction and a unified culture that empowers confident decision-making and drives sustainable growth.

Whether you require assistance with debt management, succession planning, increasing accountability or achieving business growth, our experienced team is here to guide you. We offer expertise in implementing best-practice business management and governance principles, formalising intuitive management processes and positioning your farm business for long-term success in today's competitive market.

“

Having an external set of eyes looking over the business has given us a point of reference as well as professionalising the business. The board structure has given us access to a different management skill set from outside of the business, which can look into our business at a critical level. Adopting this approach has allowed us to broaden our business substantially.”

”

Scott Campbell, Keith SA

ADVISORY BOARD



FEATURES

The Complete Advisory Board Package is recommended for larger businesses, or those with a complex business model. The Complete Package includes 4 x 4 hour meetings or 3 x 6 hour meetings per year, coaching sessions in between board meetings, and the provision of responsive business management advice.

The Complete Package is also suitable for businesses seeking support in implementing a succession or business and management transition plan.

The Standard Advisory Board Package is suitable for smaller to medium sized businesses. The Standard Package includes 2 meetings per year (about 4-5 hours per meeting), coaching sessions in between board meetings, and the provision of responsive business management advice.

Also included with each advisory board is:

- The development of a meeting agenda and provision of written minutes and action lists
- Support in the form of formal reports, practical business systems and templates
- Annual benchmarking to monitor progress via SnapShot NOW™ and SnapShot Premium™
- Ongoing telephone, video conference and/or email coaching and support
- The use of our boardrooms and meeting facilities at any of our offices as required

Our consultants can chair your board meetings or act purely as a business advisor. The role of the Chair is to ensure effective communication and equal contributions. The chair also ensures the effective delivery of the meetings.

The themes discussed at each meeting are customised to suit your business needs, and can include:

- Strategic planning
- Budget analysis
- Financial benchmarking
- Business planning
- Human resource strategy development

- Policy development
- Capital expenditure planning
- Production planning
- Operation updates
- Marketing
- Property development

After each board meeting there are projects and actions, to be followed up, which are allocated to the advisory board members. This ensures that the maximum benefit is leveraged from the board.

BENEFITS TO YOUR BUSINESS

- You direct each session agenda to ensure you discuss what is important to your business
- You set and achieve your own targets and goals with a process for ongoing monitoring and development of the business plan
- A fresh set of eyes to review your business and its processes
- Work with an experienced consultant to improve your business and support you in implementation of best practice business management
- Identify business risks and receive assistance with scoping of appropriate management strategies
- Introduce practical governance principles to enhance business management
- Develop and implement business policies for robust decision making
- Share and develop ideas with independent input
- Receive advice when needed

A farm advisory board does not replace specific advice and input you receive from other professionals. These service providers may be invited to attend an advisory board meeting on an as-needed basis.

WHY WORK WITH US

With over two decades of dedicated experience fostering business development and growth, our holistic methodology integrates technical, production and management aspects to cater to your needs.

At our core, we offer a professional, independent and innovative approach, along with a genuine desire to help you achieve your goals.

For more information
contact us on **1300 746 466**
or visit **pinionadvisory.com**

