

# NEXT GEN BREAKTHROUGH GROUP



## Supporting the next generation of farm managers

Managing a farm is a complex business. A program built around the skills and knowledge required to run a modern farming business, Next Gen Breakthrough is a three year program designed to assist and support the development of the next generation of farm managers.

Next Gen Breakthrough steps through key financial, business and people management skills with practical tips, tricks and tools to gain confidence in decision making on farm. The participants in this program learn from fellow producers and their mentors to make a positive impact in their farm businesses and ensure they continue into the future.

The Next Gen Breakthrough program will benefit participants through:



Connecting with like-minded producers to share ideas and experiences



Coaching from experienced Pinion Advisory consultants to implement the actions from the workshops



Creating an entrepreneurial and opportunity focused mindset



Confidence gained in decision making and improve farm management skills



Gaining of key financial, business and people management skills required to run a successful and professional farm business



Facilitated mentoring framework between current farm managers and the next gen to share experiences and advice for perpetual businesses



Developing a detailed action plan for the management succession of the business



Developing your business skills to become an effective manager and leader



Benchmarking business and management performance to review and improve throughout the program

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 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.



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## WHAT TO EXPECT

- Two 2-day workshops per year for 3 years plus webinars between workshops
- Coaching and support from experienced Pinion Advisory consultants
- Sessions and content focused on application to YOUR business, not case studies
- Mentors, chosen by participants, engaged in the process and attending one workshop per year
- Networking with like minded business managers, farmer guest speakers and farm tours

## OVERVIEW OF TOPICS COVERED

- Strategic planning to guide your business into the future
- Succession including discussions on succession principles, family remuneration, and management succession
- Farm financial knowledge including benchmarking and budgeting
- Developing a family corporate that is accountable, profitable and effective
- Self-development including time management, personality understanding, leadership, communication and relationships
- Developing business cases to pitch your investment ideas and opportunities
- Technical tutorials in topics such as commodity risk management, leasing and sharefarming, human resources and critical thinking

## WHAT OTHERS HAVE SAID

*"Very helpful in getting s\*\*\* done. Lays out what you need to do and what is expected of you. Always leave feeling refreshed and excited to implement what we have discussed". Luke Ramsay, Yorke Peninsula*

*"I highly recommend this program to gain a greater understanding of your business and how you can improve going forward". Campbell Combe, Mid North*

*"A very worthwhile program that puts some of the difficult topics up for discussion". Andrew Polkinghorne, Eyre Peninsula*

*"It's critical to spend some time on your skills and setting goals for your business and the Next Gen program provides the ideal opportunity for this". Ellen Hardy, Eyre Peninsula*

**BOOST** your farm  
management career

Develop your  
strategic plan for the  
future, **YOUR FUTURE**

Work positively with  
your mentor (parents  
or employer)

Set yourself and  
your business up  
for **SUCCESS**

### REGISTRATION

1300 746 466

[admin@pinionadvisory.com](mailto:admin@pinionadvisory.com)

[pinionadvisory.com/events](http://pinionadvisory.com/events)

### MORE INFORMATION

Annie Allwright  
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### INVESTMENT

\$4,400 per participant/year GST inc

Additional next generation participants from the same  
business \$1,100/year GST inc

Mentors attend free of charge

### 2024 DATES

1-2 May, Launceston TAS