

Wisconsin Farm Succession Professionals Network Meetings Oct. 5, 9, 10, 2017



The 2017 Wisconsin Farm Succession Professionals Network (WIFSPN) meetings will focus on financial analysis for farm succession. Do your clients know their financials well enough to answer this question: Can our business financially do what we're asking of it (bring another person into the business, or fund the owner generation's retirement, service debt AND bring another person into the business?) In these workshops we will discuss:

- Financials needed to evaluate the farm for succession goals
- How to work with the financial information typically available
- How to convey the analysis in a way the clients can hear it

We will use a combination of lecture, case studies, and group activities to make this an interactive, hands-on training that will provide tools that you can immediately use with your clients.

Agenda:

- 1:00 Welcome, introductions, objectives of the organization and day
- 1:15 Financial analysis for farm succession – lecture, case study #1, group activity, discussion
- 2:45 Break
- 3:15 Case study #2, group activity, discussion
- 4:30 Review of resources and programs available for farm succession
- 5:00 Adjourn

WIFSPN Regional will be from **1:00 p.m. to 5:00 p.m.** on the following dates and locations:

- **Eau Claire, Thursday, October 5, 2017,**
Sleep Inn & Suites & Suites Conference Center
5872 33rd Ave., Eau Claire, WI
- **Madison, Monday, October 9, 2017,**
Crowne Plaza
4402 E. Washington Ave., Madison, WI
- **Appleton, Tuesday, October 10, 2017,**
The Grand Meridian
2621 N. Oneida St.

Who Should Attend?

- Accountants
- Ag Lenders
- Attorneys
- Enrolled Agents
- Estate Planners
- Farm Management Association Staff
- Farm Family Communication Consultants
- Financial Planners
- Mediators
- Tax Planners
- UW Extension Educators
- WTCS Farm Business Instructors

Registration:

Registration for these meetings is \$15/person. Registration can be completed online http://bit.ly/2017_WIFSPN_Meetings. Online registration requires a credit card. If you would like to register by surface mail, you can send your registration fee (check payable to UW CDP) along with your name, organization, address, phone number and email and the location you wish to attend to:

Joy Kirkpatrick
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427 Lorch St.
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