



# 2011 Business & Farm Succession Workshops

Does your family need to start the conversation about business transition through the generations? Is it time to start setting goals and putting transition plans on paper?

**Start the process** at a 1½-day ISU Extension Business & Farm Succession Workshop. Choose one of three dates and locations in northwest Iowa:

- ▶ **January 28-29 in Storm Lake** – Buena Vista County Extension Office  
Friday, Jan 28—1 to 8pm; Saturday Jan 29—9am to 2pm  
Call 712-732-5056 to register or email [xbuenavista@iastate.edu](mailto:xbuenavista@iastate.edu)
- ▶ **February 4-5 in LeMars** – LeMars Convention Center  
Friday Feb 4—1 to 8pm; Saturday Feb 5—9am to 2pm  
Call 712-546-7835 to register or email [xplymouth@iastate.edu](mailto:xplymouth@iastate.edu)
- ▶ **March 2-3 in Sheldon** – Northwest Iowa Community College  
Wednesday March 2—1 to 8pm; Thursday March 3—1 to 5pm  
Call 712-737-4230 to register or email [xsioux@iastate.edu](mailto:xsioux@iastate.edu)

**COST:** \$150 for first four family members, \$25 for each additional person.

A family business -- whether a dairy farm or a main street business – represents a lifetime of hard work and a lifestyle commitment spanning generations. Good communication and planning eases the transition from one generation to the next. The process begins with information and conversations about the goals of all parties involved. These talks may be difficult to initiate, but they are vital to creating an understanding that can be the basis for a succession plan.

ISU Extension offers Business & Farm Succession Workshops to help families begin conversations and start putting transition plans on paper. Workshops are **multi-generational events** for all involved operators and spouses. Family groups discuss needs, wants, expectations and fears associated with transition planning, and move on to what must happen to make the transition work. Participants review the retirement plan concept and receive information on transfer plans, estate plans and a process for creating a family statement of intention. Family groups write a statement of intent and vision of the future, and go home with a blueprint to the future – knowing what they need to do, who they need to talk to, and understanding that the plan may need to be adjusted along the way.

**Questions?** Contact Melissa O'Rourke, Farm & Agribusiness Management Specialist for northwest Iowa: [morourke@iastate.edu](mailto:morourke@iastate.edu) or call 712-737-4230 (Sioux County Extension Office).