



Conquer Marketing Concerns

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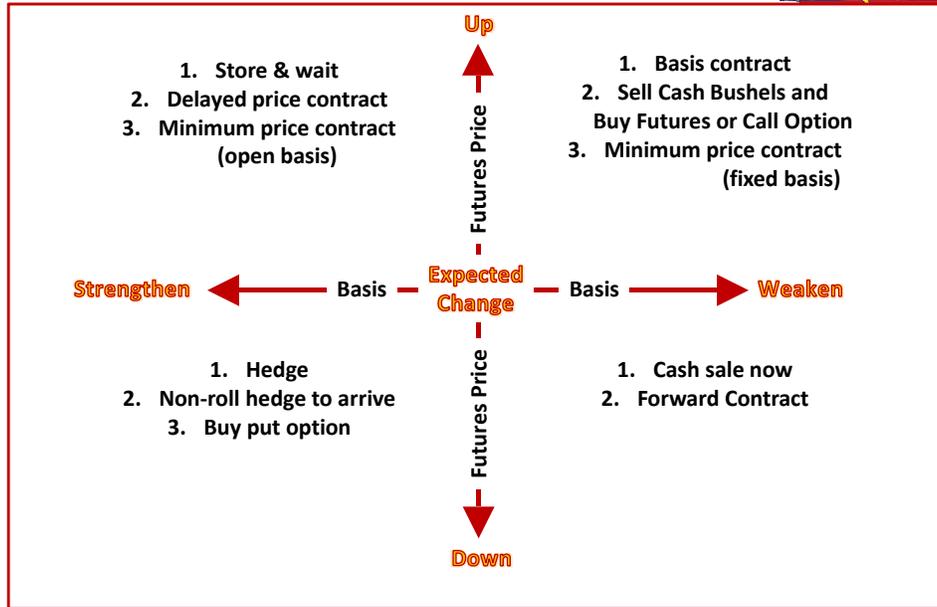
Build Your Knowledge



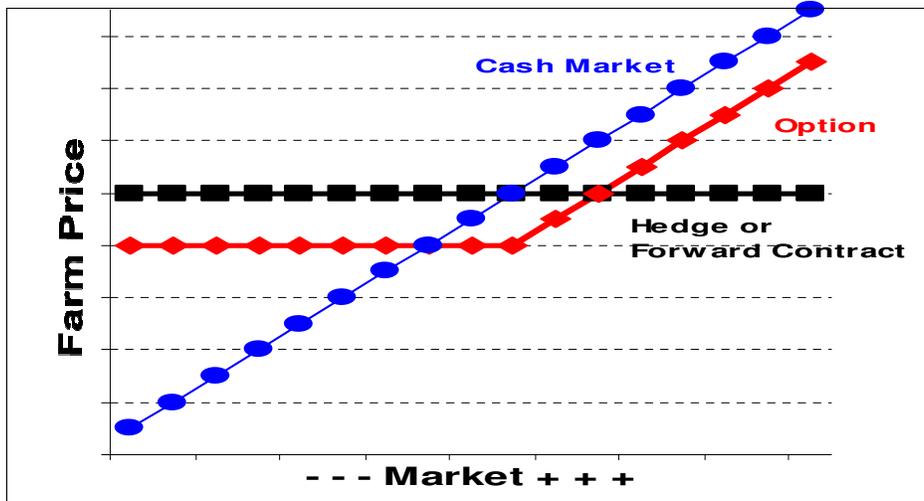
- Determine Your Own Cost of Production, Local Basis, Futures Carry and Cost of Grain Ownership
- Compare Marketing Alternatives & Strategies
- Learn how the Basic Marketing Tools Work
 - Cash Sales, Forward Contracts, Futures Hedging and Options
- Participate in the Iowa Commodity Challenge
- Develop Your Own Crop Market Plan.



Crop Marketing Matrix



Comparing Marketing Alternatives



Key points:

Conquer Marketing Concerns



- Understand the Basics: Cost of Production, Basis, Futures Carry and the Cost of Grain Ownership
- Use a Variety of Marketing Strategies & Tools
- Develop and Implement a Crop Market Plan
 - Use of Seasonal Patterns, Crop Insurance, Determining Profit Margins, Covering Expenses and Meeting Cash Flow Needs.

