

sion person. Additionally, ask your local extension person for help in designing a farm resume.

There are some general guidelines you should follow when developing your farm resume. These guidelines will help you to better promote your agribusiness (farm) through giving consideration to those potential leasers who may read your farm resume. General guidelines you should follow are:

1. Limit your resume to one or two pages.
2. Choose fonts that consider the age (eyesight) of landowner.
3. Do not clutter the pages, use the appropriate margins (suggested 1" margins all around) and spacing between sub-headings.

An example of farm resume is detailed on the following page.

Joe Farmer

100 Top Farmer Lane
Columbia, Missouri 65211
(473) 622-9999
Fax: (473) 622-9988
E-mail: jfarmer@aol.com

Education:

B.S., Agricultural Economics, University of Missouri, 1979.

Occupation:

Farm operator and part-time crop insurance adjustor

Communication:

I publish a bimonthly newsletter from April through November notifying those who I rent from of crop progress, market news, and new technologies I am incorporating into my operation.

Management Objectives:

My agriculture management objective is to achieve the highest level of revenue on a parcel of land while simultaneously minimizing soil erosion, chemical runoff, and loss of production. I am involved in continued education of the development of new technologies, and I am actively involved in adopting new technologies that improve the economic viability of agriculture production.

Experience, Advanced Training, and Organizations*Farming Background*

Involved in farming 1,000 acres of crop land in Boone county for over 20 years.

- Own 600 acres
- Rent 400 acres

Typical yields:

- Corn: 125/bushel/acre (historical county yield - 100 bushel/acre)
- Soybean: 45/bushel/acre (historical county yield - 43 bushel/acre)

Advanced Training and Licenses Held

- Attend approximately five workshops annually sponsored by the University of Missouri Extension and farm organizations
- Certified state of Missouri chemical applicator
- Certified crop adjustor
- Training in optimal waterway construction

Organizations

- Young Farmers of America
- Farm Bureau
- Missouri Information Records (MIR)

Special Equipment (or list most others)

- John Deere tracked tractor (model#)
 - No-till drill (model#)
 - John Deere Combine (model#, capacity, efficiency)
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Environmental Statement

My management practices include no-till planting to reduce soil erosion and leaching. I believe in the adoption of new technologies that prove both economically and environmentally beneficial to agriculture production.

Risk Management Strategies

I am actively involved in a University of Missouri extension marketing club which allows me to hone my marketing skills. I subscribe to DTN AgDayta which allows for up-to-date price quotes and marketing recommendations.

Insurance Coverage

Missouri Farm Bureau. Contact Irene Insurer at 220 W. 70th, Columbia, Missouri 65203, (Phone Number) for further information.

References

Available Upon Request (see below)

(Have these with you in case the landowner requests these while talking to him/her)

- Separate Page-

References

Larry Landowner
1111 Side Hill
Fayette, Missouri 65299
Phone Number

Albert Ag Lender
Central Agricultural Bank
Main Street
Midway, Missouri 6999
Phone Number
