Women Marketing Grain is taught in the tradition of Annie's project:

- Topics of importance to your future in farming
- Brief presentations and extended discussions with ag professionals
- Practical hands-on activities
- Decision making resources available to you
- Networking with other farm women

Women Marketing Grain courses in Iowa are made possible by these statewide sponsors.

"It encourages setting aside time throughout the year to focus on grain marketing."

Jenny — Iowa Falls, Iowa (past class participant)
What is the Women Marketing Grain course?

With unpredictable crop prices and volatile input prices, marketing can make a big difference in the profitability of corn and soybean production. How well one gets paid for a year’s worth of work can be wrapped up in just a few marketing decisions. In this course, women will learn how to manage price risk by using tools like forward contracts, futures and option contracts. This program will take an in-depth look at how options work and when you would want to use them. It will also look at developing a marketing plan.

www.extension.iastate.edu/womeninag

At the end of the multi-session course, participants will know more about:

- **Understanding grain contracts**
  - What contracts are available
  - When you would use different types
  - How grain merchandizers use futures markets

- **Utilizing Options**
  - How do options work
  - What are the advantages and disadvantages of options
  - When would you use options

- **Developing a grain marketing plan**
  - What you need to develop a marketing plan
  - What is included in a marketing plan
  - Writing the plan
  - When to modify the plan

Registration | Women Marketing Grain
Register online at extension.iastate.edu/womeninag

<table>
<thead>
<tr>
<th>name</th>
</tr>
</thead>
<tbody>
<tr>
<td>address</td>
</tr>
<tr>
<td>city</td>
</tr>
<tr>
<td>state</td>
</tr>
<tr>
<td>ZIP</td>
</tr>
<tr>
<td>phone</td>
</tr>
<tr>
<td>county</td>
</tr>
<tr>
<td>e-mail</td>
</tr>
</tbody>
</table>

Registration - $75
(check number (payable to Iowa State University))

Are you able to bring a laptop or tablet computer for accessing online class material?  □ Yes  □ No

Mail registration form with check, payable to Iowa State University, to:
Registration Services
1601 Golden Aspen Drive, Suite 110, Ames, IA 50010
Advance registration is required for all Women in Ag courses and enrollment is limited. Registrations must be completed online or postmarked no later than midnight, February 23, 2024

Class at
Marshall County Extension and Outreach
For assistance with registration, receipts, cancellation or questions on the status of your registration, contact Madeline Schultz at 515-294-0588 or schultz@iastate.edu. For questions about course content and class status for this location please contact:

Marshall County Extension or Tama County Extension
Chelsea Llewellyn  Cheryl Bruene
chelsea@iastate.edu  cbreuene@iastate.edu
Phone: 641-752-1551  641-484-2703

The fees for service will be used to offset expenses and to support ISU Extension and Outreach Agriculture and Natural Resources Programs.