Advanced Grain Marketing for Women is taught in the tradition of Annie’s Project:

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

Advanced Grain Marketing for Women courses in Iowa are made possible by these statewide sponsors:

- United States Department of Agriculture
- Farm Credit Services of America
- North Central Extension Risk Management Education

“How to market grain for profit is more than determining which days to sell grain, or how much grain to price…”

PAST PARTICIPANT

Classes begin Thursday, March 3 and continue March 10, March 17, March 24 and March 31
6:00 - 8:30 p.m. (meal at 5:30 p.m.)
Webster County Extension Office
822 Central Ave. Suite 102 | Fort Dodge
Register by Feb. 24, 2022  Cost: $75
What is the Advanced Grain Marketing for Women course?
As farmers work to manage price risk in uncertain times, more Iowa women are taking on the challenge of improving grain prices. Advanced Grain Marketing for Women offers insights into options trading for grain and livestock producers. Women will benefit from understanding the role farmer-owned cooperatives, grain merchandisers, and brokers have and the services they offer related to options trading. Participants will learn how and why options are traded for commodity grain as well as the pros and cons of different marketing strategies. Learning about the relationship between options trading and crop insurance can help women create value for their farm business and help them to improve overall economic conditions in Iowa.

Participants will know more about:

- **INTRODUCTION TO OPTIONS**
  - Marketing terminology
  - Options contract specifications
  - Basics of hedging
  - Commodity crop insurance as revenue protection
  - Options as price insurance

- **OPTIONS PRICING STRATEGIES**
  - Marketing strategies and charts
  - Charting your strategy

- **PUTTING OPTIONS INTO PRACTICE**
  - How much and when to market
  - Marketing Pie Activity
  - Options Simulation

www.aep.iastate.edu/womeninag