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 tight margins, marketing can make the difference in the profitability of corn and soybean production. How well farmers get 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 using tools like forward contracts, futures and options contracts, alternative marketing contracts, and crop insurance. Participants may bring laptop computers, but not required, internet access will be available. Women will learn market strategies and how to stay on track for long term marketing success.

At the end of four weeks, participants will know more about:

- **Identifying crop prices and marketing costs**
  - Sources of futures and cash market prices
  - Basis
  - Futures carry
  - Costs of storage

- **Understanding price movements**
  - Crop marketing terms
  - Market fundamentals of supply and demand
  - Technical chart signals
  - Seasonal price trends for futures prices and basis

- **Utilizing a variety of crop marketing tools including**
  - Spot cash sales
  - Forward contracts
  - Hedge-to-arrive contracts
  - Futures hedging
  - Futures options (puts and calls)

- **Developing a crop marketing plan with price, time, and financial goals in mind**

www.aep.iastate.edu/womeninag