

AgBiz Masters

A Learning Series for Young & Beginning Farmers

Manage your business for the future.

Enroll in AgBiz Masters and acquire the skills to help you make smart decisions. The next class will be held November 2014–March 2015.

What is AgBiz Masters?

AgBiz Masters is an interactive, educational learning series designed specifically for young and beginning farmers interested in honing their business and financial management skills. The program takes a blended learning approach where participants complete on-demand, eLearning modules and activities, coupled with face-to-face regional seminars that are led by industry experts.

What does AgBiz Masters entail?

AgBiz Masters is a two-year series where you enroll in one year of the program at a time.

Year one topics:

- ▶ Megatrends of Agriculture
- ▶ Strategic Business Planning
- ▶ Preparing for Your Lender
- ▶ Constructing a Balance Sheet
- ▶ Constructing an Income Statement and Cash Flow Projection

Year two topics:

- ▶ Understanding Lending Decisions
- ▶ Farm Business Management Factors and Benchmarks
- ▶ Growth and Transition Management
- ▶ Personal Financial Management
- ▶ Communications, Ethics and Leadership

The interactive online modules take approximately one hour each to complete. In addition to the modules, you will participate in online discussion forums and exams, as well as complete assignments. A kick off meeting and two face-to-face workshops are held each year to supplement the online learning and allow discussions and feedback among participants and facilitators. Workshops are held in 13–15 locations across Pennsylvania, Maryland and other neighboring states, and speakers present through video-conference technology.

Regional farm tours are a new component of AgBiz Masters this year. Tours will be held across the AgBiz Masters area to expose participants to different facets of agriculture.



“Participating in AgBiz Masters has helped us to better manage our business. We now have a better understanding of what we need to do in order to achieve our goals.”

~ Lynn Hoover, Carlisle, Pa.
AgBiz Masters graduate



“We were excited to see so many other young and beginning farmers with us in the program that are also interested in farming. It has been a great opportunity to meet other young farmers, have discussions and learn from them.”

~ Lee & Anne Ambrose, Butler, Pa.
Current AgBiz Masters participants

www.AgBizMasters.com

Why should you participate in AgBiz Masters?

AgBiz Masters is a new approach to meeting the unique needs of today's young and beginning farmers. Since all of the modules are available online, you can access the materials via the web at your convenience. Regional seminars offer additional learning opportunities from peers in the program as well as industry representatives. Participants who successfully complete both years of the course will receive a certificate of completion.

If you're looking for a hands-on educational program that tackles the questions and challenges you have about managing your agricultural business, AgBiz Masters is your answer. The time spent in the program and information learned will provide an invaluable return on your investment, securing a stronger future for your business.

When does AgBiz Masters begin?

The next class of AgBiz Masters will be held November 2014 through March 2015. The deadline to register is October 31, 2014. A kick off meeting will be held with all participants in November to provide an overview for the program and timeline for the five-module series and regional meetings.

How much does AgBiz Masters cost?

The registration fee for one year of AgBiz Masters is \$225 and must be received prior to the October 31 deadline. This fee is an incredible value for a program valued at \$375! AgBiz Masters is offered to you at this reduced rate because of grant funding and support from sponsors. Please note that your \$225 fee covers one or two people per registration per year. You may be eligible for additional scholarship reimbursements to help cover the registration cost. For more information on what scholarships you may qualify for, please visit www.AgBizMasters.com.

Registration details:

Registration for AgBiz Masters is easy!

1. Complete the AgBiz Masters registration form or register online at www.AgBizMasters.com.
2. Submit your registration and \$225 payment (made payable to AgChoice Farm Credit) to:

Rachel K. Sattazahn
900 Bent Creek Blvd
Mechanicsburg, PA 17050
717-796-9830 (fax)
rsattazahn@agchoice.com

To learn more about this program or to request a registration form, please contact Rachel Sattazahn at 800-349-3568 ext. 6016 or rsattazahn@agchoice.com.



Program Supporters:

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