

Protecting Legacy Through Risk Management  
Annie's Project – Arizona  
Risk Management Education for Farm and Ranch Women  
Arizona Farm Bureau office, Gilbert

|                  |   |
|------------------|---|
| Day 1 – May 12th | “Farming Family or Family Farm”   |
| 8:30-9:00        | Registration, Coffee  |
| 9:00-10:00       | Welcome, Overview of Risk<br>Annie's Pre-Test<br>Farm Whisperer Book, Questions for Farmers App   |
| 10:00-12:30      | Costs of Production – University of Arizona Extension Service   |
| 12:30-1:30       | Networking Lunch  |
| 1:30-3:30        | True Colors Personality Profile<br>recognize your own and others strengths and recognize what motivates others,<br>why do they do that??? |
| 3:30-4:00        | Wrap Up and Assignments –how can you apply it to<br>working with your family and your circle of influence?                                |
| Day 2 – June 9th | “Money Matters or Does My Cash Flow?”   |
| 8:30-9:00        | Registration, Coffee, Review Homework   |
| 9:00-10:00       | Conservation Planning, Soil Survey - USDA   |
| 10:00-11:00      | Financial Record Keeping<br>what records do I need and why  |
| 11:00-12:00      | Basic Balance sheet and cash flow exercise  |
| 12:00-1:00       | Networking Lunch  |
| 1:00-2:30        | Speaking “lender ease” –Farm Credit Services Southwest<br>what is your lender or banker looking for?                                      |
| 2:30-3:30        | FSA programs  |
| 3:30-4:30        | Production Risks – Spreadsheet Workout – UA Extension Service   |
| Wrap Up          | and homework – what are your production risks? do you need crop<br>insurance? review basic financial documents and visit with your banker |

|                 |  |
|-----------------|--|
| Day 3 – July 13 | “Best Laid Plans...”   |
| 8:30 – 9:00     | Registration, Coffee, Review Homework  |
| 9:00-10:30      | Are you Exposed? – Dru Alberti & Brett Clausen, Farm Bureau Financial Services<br>identifying your family and business insurance needs   |
| 10:30-12:00     | Estate and Transition Planning –<br>(Managing for Today and Tomorrow Information)  |
| 12:00-1:00      | Networking Lunch   |
| 1:00-2:30       | Optional Session – To Be Determined by and during Class<br>Possible Subjects May Include: Social Media/Direct Marketing/Value Added/Target<br>Audiences/USFRA/Conflict Resolution etc./BQA/Conservation Easements<br>Marketing Livestock on the Grid/Grain Futures |
| 2:30-3:30       | Are you Marketing or Selling?  |
| 3:30-4:30       | Post Evaluation and Graduation   |

review your insurance plans and make a date to meet  
meet with your agent, what did you learn about yourself?