Hello Farmland Advisors,

                On \_\_\_\_\_\_\_\_\_\_\_\_, you are registered to participate in the Engaging Non-Farming Landowners Networking Call.   The following Farmland Advisors will be on the call: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

The number to use for your call is: (605) 475-4810, 487106#.

These calls are an important part of building a strong Farmland Advisors’ network, a group of agricultural and land conservation professionals who share resources, strategies and creative solutions.   We hope they will provide a forum for peer learning and information exchange.  To make the most of these calls, please take time to review the information included in this email and come to your Networking Call prepared to participate.

Prior to your call, please review the below questions.  The facilitator for your call will use these questions to guide the conversation.   Because the calls are structured to be interactive discussions, each Advisor may be asked to share his or her perspective around a question to ensure that everyone has a chance to speak.

The following questions and issues will be discussed during your Networking Call:

1. What are the different types of non-farming landowners that you might engage with as an Advisor?
2. What are some of the typical issues that non-farming landowners are interested in/concerned about?
3. How can we best approach and engage the different types of landowners  in farming – methods in common and methods unique to specific types of landowners?
4. How can Advisors help non-farming landowners to better assess their properties as well as their interests in regards to working with farmers and/or conserving their properties?
5. How can Advisors help guide relationship building between a non-farming landowner and a farmer to a point where both parties feel comfortable with a long-term arrangement?

If you have any questions, please feel free to contact me.

Thank you for your hard work and for helping to participate in and build the Farmland Advisors’ Network.

**Tim Biello**

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