Hello Farmland Advisors,

                On \_\_\_\_\_\_\_\_\_\_\_, you are registered to participate in the Farm Transfer and Planning Between Generations 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 also 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 strategies do you use to address family issues (farming and non-farming children, communication, etc.)  as part of the transfer process?
2. How do you talk about long-term farm business viability with the family?
3. What are the issues and strategies around transfer of management?  For example, what to do when management responsibility is not being transferred – when senior generation is reluctant or refusing to give up control?
4. Do you have examples of successful farm transfers that you have been involved in?
5. Are there any resources that you have found particularly helpful in your work with farm transfers and planning between generations?  Are there any resources that you wish you had?

For additional background information on the topic, please visit the following websites:

<http://www.extension.umn.edu/agriculture/business/farm-transfer-estate-planning/>

<http://extension.psu.edu/business/farm/guide/farm-trans>

Thank you for your hard work and for helping to participate in and build the Farmland Advisors’ Network.  If you have any questions, please feel free to contact me.

**Tim Biello**

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