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Farm succession advisors - Professional development opportunity!

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Successful farm transfers require a supportive and knowledgeable team of service providers.

A new professional development project is aimed to strengthen the knowledge, skills and collaboration of a diverse group of service providers who work with—or want to work with—transitioning farm families in various ways across New England.

With a grant from Northeast Sustainable Agriculture Research and Education (SARE), Land For Good will host **unique training opportunities for professionals across New England who want to support farmers in transfer and succession planning**. No prior experience necessary—if you are a professional assisting farmers and want to be more informed about succession planning and other providers in the state, this is a training for you. If you have years of experience in succession planning, please plan to join us, share tips with others and learn from your peers. See details below on state trainings coming next month!

We know that educating farmers is not enough. Farm succession planning is complex and takes time. Farmers need skilled and knowledgeable professionals who can work as a team to help them complete and execute succession plans. I hope you'll join us for this professional development opportunity.



Kind regards,

Shemariah Blum-Evitts
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State Trainings in January 2021

In order to expand and deepen the expertise of the farm succession planning team, we will hold trainings next month to bring together a diverse group of service providers who work with—or want to work with—transitioning farm families in various ways across New England. **Who should attend?**

- Extension educators
- Conservation groups
- Mediators
- Farm agency personnel
- Farm link programs
- Land trusts
- Attorneys & Financial advisors
- Lenders & Insurance providers
- Non-profit agriculture service providers

If you play succession advising and support roles in your state, then join us to learn new skills, including succession planning basics, networking and team methods, soft issues (family communications, goal-setting, assessment), and case clinic practice, as well as discussions on how to identify client needs, find other providers, communicate disparate content, and problem solve with other providers. We will explore how to effectively support a farm succession planning process using a team approach.

Registration is open!

- **Maine:** January 14, 2021 – [Register now](#)
- **New Hampshire:** January 19, 2021 – [Register now](#)
- **Connecticut:** January 20, 2021 – [Register now](#)
- **Vermont:** January 21, 2021 – [Register now](#)
- **Massachusetts:** January 26, 2021 – [Register now](#)
- **Rhode Island:** January 27, 2021 – [Register now](#)

Additional Opportunities

Professionals will have additional opportunities to meet virtually over the coming months. Plus, we'll bring together attorneys and financial advisors at a future time for a 2-day seminar focused on the more technical, legal, and financial components of succession plans.

[Learn more](#)

This training is supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, through the [Northeast Sustainable Agriculture Research and Education](#) program under subaward number ENE19-155: Improving Professional Capacity to Deliver Farm Succession Planning Assistance in New England.

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Gaining ground for farmers



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