



*Gaining ground for farmers*

## **Delivering Enhanced Farm Succession Planning Assistance:**

*An Online Training for Professionals in each New England State*

Maine:	January 14, 2021
New Hampshire:	January 19, 2021
Connecticut:	January 20, 2021
Vermont:	January 21, 2021
Massachusetts:	January 26, 2021
Rhode Island:	January 27, 2021

### **AGENDA OVERVIEW**

#### **10:00 Welcome** (Shemariah Blum-Evitts, facilitator)

- Purpose, instructions
- Introductions: project team, trainees
- Poll or exercise

#### **10:55 The basics** (Kathy Ruhf, presenter)

- Elements of succession planning
- Issues and challenges
- Team approach overview

#### **11:15 Team approach case study** (LFG Field Agent in each state)

- Case information
- Focus on service provider team

#### **11:25 Teams, roles and networks** (Kathy Ruhf, presenter/facilitator)

- Service provider role
- Team challenges
- Breakout rooms (3-6 per room; no facilitator) with guiding questions
- General observations, large group

**11:45 Building a support network** (Shema Blum-Evitts and LFG Field Agent)

- Introduce FTNNE and LFG Toolbox
- Network-building worksheet
- Discussion and chatbox

**12:00 Lunch Break**

**1:00 Soft issues and soft skills** (Cara Cargill / Abby Sadauckas)

- Terms and concepts
- Practice Scenarios (breakout room role play and large group discussion)
- Communication skills and awareness
  - Ladder of Inference
  - Asking questions (Sally Ann Roth video)
  - Questions exercise (breakout rooms)

**2:20 Stretch break**

**2:25 What do clients need?** (Kathy Ruhf, presenter)

- Where to start?
- Assessment strategies
- Resources and referral
- General questions and group discussion

**2:45 Project next steps** (Shema Blum-Evitts, presenter)

**3:00 Adjourn**

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