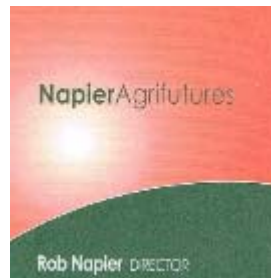




What Leading Farmers Do

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Introduction

Where is this information from?

- many global farm visits
- profiles of hundreds of farmers in executive management courses (Australia, New Zealand, USA, Canada, UK)
- some of the world's best farm management experts
- searching for some silver bullets

What Leading Farmers Do

What is your score?

Your
Score
/ 10

1. Plan from the outside in - not the inside out

2. Have written & regularly revised individual, family & business goals + a business plan

3. Do ordinary things extraordinarily well – monitoring, analysis, improvement

4. Seek & evaluate new technologies – focus on systems – work with researchers

5. Are market-driven – integrated with all steps in the supply chain

NapierAgrifutures

Rob Napier DIRECTOR

What Leading Farmers Do

What is your score?

**Your
Score
/ 10**

6. Work together with like-minded people

7. Grow the business using new management models

8. Prepare for volatility - risk management plans
– ask ‘what if?’

9. Look for opportunities to add businesses and
services

10. Achieve excellence in people development,
management & succession planning

Personal characteristics of successful farm families

- *Family teamwork*
- *Great learners – generic skills, production skills, constant improvement*
- *Forward looking/confident/controlled risk takers*
- *Benchmarking, courage, openness*
- *Build a positive image – quality assurance, integrity, environmental management, co-operation*
- *Travel – international work experience, study international markets*
- *Passion – love what they do*

Thank You!

