

AgProfit Strategies

**National
Farmers**

Farming Less Than 10 Years?
You Can Receive a \$250 Farm
Travel & Expense Allowance.
Seminar is Free!



Beginning Farmer Workshop

Offering today's marketing and
farm management tools to
improve your profits.

June 21
Independence, Iowa.
9 a.m. - 2 p.m.
Heartland Acres
Agribition Center
2600 Swan Lake Blvd.
Independence, Iowa
50644

Seminar Schedule:

9:00 a.m. Registration and Pre-Program Survey
9:30 a.m. Welcome and Attendee Introductions — Tim Ennis, host
9:35 a.m. Farm Cooperative Marketing Through the Years — Tim Ennis, National Farmers
9:55 a.m. The Federal Milk Marketing Orders, Maximizing Profits In Dairy Marketing —
Dave Landon, Marketing Representative, National Farmers
10:50 a.m. Myths and Facts About Farm Profitability ——— Curtis Mahnken, Extension
Economist, University of Minnesota Center for Farm Financial Management
11:35 a.m. How Crop Insurance Can Bolster Your Operation — Al Smith, Consultant,
National Farmers Crop Insurance
Noon Lunch
12:45 a.m. Profit More With Cattle Risk Management - — Jeff Rose, Cattle Contracting
Manager, National Farmers
1:10 p.m. The Ins and Outs of Securing Your Next Farm Loan—Emmi Taets, Farm Loan
Officer, Buchanan Co. Farm Service Agency
1:45 p.m. Program Survey
2:00 p.m. Adjourn

Questions? Contact Austin Geist, ageist@nfo.org

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