

# Wisconsin Farm Succession Professionals Network Meetings

## Oct. 23, 24, 25, 2018



The 2018 Wisconsin Farm Succession Professionals Network (WIFSPN) meetings will feature case studies, small group discussion, and techniques to use with farmers to help them find their internal motivation to make change. The last half of the session will focus on the current farm financial situation and provide resources that you can use with your clients experiencing financial and mental stress.

A combination of lecture, case studies, and group activities will make this an interactive, hands-on training that will provide tools that you can immediately use with your clients.

### Agenda:

- 1:00 **Welcome**, introductions, objectives of the organization and day
- 1:15 **Case Studies** – small group discussion and networking activity. We will provide case studies and ask groups to identify common succession issues. This activity is an opportunity to learn how other professionals work with farms on these issues, including facilitation techniques and technical options to offer to the farms/families.
- 2:15 **Break**
- 2:30 **Motivation Interviewing** – UW Extension educators will introduce participants to a technique used to help clients recognize their need for change, and in these cases the “change” is the need for a succession plan. Identifying their own needs for planning may provide the internal drive to commit to a succession plan. This technique starts from a place of empathy and learning to ask open-ended questions.
- 3:30 **Break**
- 3:45 **The Elephant in the Room** – When a farm succession discussion turns into a farm viability issue. WDATCP’s Farm Center staff will provide data on the number and types of calls they are receiving and lead the group in a discussion about what service professionals are hearing from their clients. This session will also provide resources for your clients experiencing financial and mental stress.
- 4:45 **Wrap up, evaluation**
- 5:00 **Adjourn**

### Who Should Attend?

- Accountants
- Ag Lenders
- Attorneys
- Enrolled Agents
- Estate Planners
- Farm Management Association Staff
- Farm Family Communication Consultants
- Financial Planners
- Mediators
- Tax Planners
- UW-Extension Educators
- WTCS Farm Business Instructors

WIFSPN Regional meetings will be from **1:00 p.m. to 5:00 p.m.** on the following dates and locations:

- **Appleton, Tuesday, October 23, 2018,**  
The Grand Meridian  
2621 N. Oneida St., Appleton, WI
- **Eau Claire, Wednesday, October 24, 2018,**  
Sleep Inn & Suites & Suites Conference Center  
5872 33rd Ave., Eau Claire, WI
- **Madison, Thursday, October 25, 2018,**  
The Sheraton  
706 John Nolen Dr., Madison, WI

### Registration:

Registration for these meetings is \$15/person. Registration can be completed online <http://bit.ly/WIFSPN2018>. Online registration requires a credit card. If you would like to register by surface mail, you can send your registration fee (check payable to UW CDP) along with your name, organization, address, phone number and email and the location you wish to attend to:

Joy Kirkpatrick  
UW CDP  
204 Taylor Hall  
427 Lorch St.  
Madison, WI 53706

**Registration deadline: October 17**

