

Farm Transition & Estate Planning

Create Your Farm Legacy!



Sponsor Opportunity

University of Minnesota Extension proudly announces a local sponsorship opportunity for its farm transition and estate planning workshop.

Developed and delivered by Extension Educators, this workshop is highly sought after by Minnesota farm families trying to transfer their farm business to the next generation. As a sponsor, you can play a key role in this all important process.

Sponsor Benefits

Sign up today and provide your customers with this value-added service.

You'll be offering your clients access to this highly regarded program from University of Minnesota Extension, plus receive:

- recognition during the workshop
- listing in statewide publicity efforts.

Sponsor Responsibilities

As a workshop sponsor, you are asked to:

- pay a sponsorship fee of \$800
- host your 5 hour workshop by selecting a workshop date and location
- provide a meeting facility along with refreshments and noon meal
- recruit participants

Sponsor Says:

"I am not aware of a better way to connect with farm clients than by working as a sponsor with University of Minnesota Extension, hosting their farm transition and estate planning program. Their written materials and PowerPoint presentation are timely and add third-party credibility, aiding farm families with protecting their farm assets. The workshop produces a better more prepared client coming to me with a written list of important items, the right questions, and an understanding of the critical need to complete their farm legacy planning process."

*William Sommerness
Attorney-at-Law*

Here's what some of our past workshop participants said:

- ◆ "We attended the workshop which prompted us to put together our farm business transition plan and succession plan. Within six months after getting the plans in place we were forced to act on them due to a farm accident that killed my brother who was the majority owner of the farm. Having gone to the workshop and getting a plan in place saved our family business from potential chaos. We are extremely grateful for the help and prompting we received by attending the workshop."
- ◆ "The detailed conversation about wills, estate, and tax considerations plus the definitive answers to participants questions by the presenters made this a great meeting."
- ◆ "Receiving the detailed workbook to take home for future study is great."
- ◆ "I've attended many of these types of workshops on this same topic and this was definitely the most complete and best by far."

Offer Your Customers Something More!

Workshop Focus

Farm Transition & Estate Planning: Create Your

Farm Legacy is a five hour workshop. It is designed to assist farm family members begin their farm business transition and personal estate planning process. Participants are introduced to a host of farm transition and estate planning concepts, techniques, strategies, and procedures.

During the workshop, participants will gain knowledge in a host of topics as well as spending time on completing worksheets designed to facilitate the transition and estate planning process. The end result is that participants will have the tools and skills to move forward with developing and implementing their farm transition and personal estate plans.

Workshop Topics

The workshop will include the following farm transition and estate planning topics:

- establishing individual, family, retirement and farm business goals
- farm business transfer strategies and examples
- financial considerations in the transition process
- tax issues when transferring assets
- estate planning issues and strategies for the transition process
- financial assistance available for entering farmer
- treatment of heirs
- preparing to meet with your transition and estate planning team
- developing a transition and estate planning team.

Sponsor & Workshop Materials

Included in the \$800 sponsorship fee are a number of items. Each is designed to enhance the value and educational impact of the program effort. The items include:

- ✓ Participant workbook which includes:
 - all Powerpoint slides discussed during the workshop
 - participant worksheets to complete the transition and estate planning process
 - additional resource section listing Internet sites for additional information
 - a set of 12 detailed farm transition information sheets
 - a set of 12 detailed estate planning information sheets
 - a set of 5 financial management information sheets.
- ✓ Sponsor media packet to aid in publicizing/marketing the workshop including:
 - participants letter of invitation
 - workshop flyer for participants
 - participant registration form
 - sponsor press release
 - newspaper ad
 - sponsor workshop task checklist
- ✓ Travel expenses for two Extension Educators as presenters and an information resource.

Sign Up Today

Contact one of these Extension Educators to sponsor a workshop:

Gary Hachfeld, Mankato, MN
Phone: (888) 241-3214; Email: hachf002@umn.edu

Rob Holcomb, Marshall, MN
Phone: (888) 241-3261; Email: holcombr@umn.edu

Nathan Hulinsky, Moorhead, MN
Phone: (218) 236-2009; Email: huli0013@umn.edu

David Bau, Worthington, MN
Phone: (888) 241-4635; Email: bauxx003@umn.edu

Pauline Van Nurden, Willmar, MN
Phone: (320) 235-0726; Email: pvannurd@umn.edu

