



SUMMARY OF WEBINAR LEARNINGS

Three learnings from today's webinar include:

1. Ask for help

- 🌿 Be courageous. Start the conversation with your family about the future of your family farm.
- 🌿 Be prepared to listen during these conversations. Spend the time to hear what everyone else is saying.

2. Allow others to help

- 🌿 These conversations are not easy and are uncomfortable for some to start.
- 🌿 Reach out for professional advice to help guide your family discussions.

3. Understand the value of professional advice

- 🌿 Allowing a professionally trained advisor to lead your transition allows the family to work on co-creating a roadmap for the future together, protecting both the family harmony and the legacy of the farm.

THE **OUTCOME** OF THE SUCCESSION PLANNING PROCESS WILL INCLUDE:

- 🌿 A full plan including farm description, financials and future farm values.
- 🌿 Equalization and Tax Efficient Strategy.
- 🌿 Legal agreements to implement the succession plan.
- 🌿 Financial Plan for the future of the farm and owners.

THE SCOPE OF ENGAGEMENT

OUR GUIDING PRINCIPLES

In preparation for your family's succession planning process, we wanted to share our guiding principles that will help keep our discussions focused on the objectives:

FAMILY

We put family first to protect family harmony.

INTEGRITY

We always deliver with the highest ethical standards to support our people, our environment and our business.

COMMUNICATION

Recognizing the importance of each family member.



WE EMPOWER FARM FAMILIES TO HAVE COURAGEOUS CONVERSATIONS ABOUT THE FUTURE OF THEIR FAMILY FARM.

Contact Farm Life today and speak to one of our CAFA certified advisors 705-775-8000.

WORKING TOGETHER TO KEEP FARMERS FARMING
Let us be the most trusted advisor for your family farm.

Farm Life is a proud OFA Member Benefit partner.

OFA Members receive:

- A complimentary consultation on the farm for qualified OFA members.
 - A 10% reduction in succession planning fees
- Access to a regional workshop held annually on continuity, transition and farm finances.

