



101: Navigating the Perfect Storm

Study Guide

- 1.) Who is in the best position to buy more land in your operation and why?
(You? / Your Farming heir? / Non Farming Heirs?)
- 2.) Could you or your farming heir afford a land payment over \$600/acre?
(\$8,000/acre land @ 5% interest for 20 years)?
- 3.) Who does the commodity marketing in your operation?
- 4.) Who is the boss in your operation?

Is surrendering control a concern?

Do you have a qualified leader in the next generation for your farm operation?
- 5.) Have you ever been misled by bad advice from a legal or financial advisor?
- 6.) What is the highest interest rate you have ever paid?

Would that interest rate cripple your farm now?
- 7.) Are all of your heirs aware of the value of your farm assets?

Do you think your heirs would be swayed by what they hear or read?
- 8.) Do you feel more positive or negative about the future of agriculture?
- 9.) Could the differences in your children someday create a conflict when your estate is distributed?
- 10.) What concerns you the most with your estate distribution?