CHANGE:
Change:

Positive proof of global warming.
WHAT!

PLANNING

1. What’s Wanted
2. What is
3. What can be
What is Wanted:

The main drivers of any business are **people**.

- Whole of Life plan
- Communication:
  - tell it the way it is!
  - Listen
  - Clarify
  - On paper!!!
- Help
- Research
- Business Plan
Values:

- Do to others as I would have them do to me.
- Taking responsibility for my own actions.
- Honesty
- Balance
- Good health
- Good communication
- Being Positive
- Excellence
- Steep learning curve.
1. The main driver of any business is people.

2. It’s your business: get to know and understand yourself…values

3. I suggest that you continue to develop your skills don’t be afraid to ask for help.

4. Agribusiness has a bright future: It is always going to be there! It is a huge and diverse industry and can be a rewarding business / career / life

5. A successful business will depend a lot on your attitude and keep the learning curve steep.

6. Determine what is your meaning of success … as early as you can.

7. Use your head more than your hands … and don’t forget the heart, because without it you die! Balance of Life!
What is:

“Head down, bum up just trying to survive”

- **People:** aims, strengths & weaknesses, risk etc

- **Farm:** assessment, maps, SWOT, etc.

- **Business:** structure, finances, stocktaking, risk management, KPIs, etc
What can be:

- **Change:** forced or proactive
- Research:
- Help:
- **Risk:** What’s the worst that can happen?
- Decision making:
- Celebration:
Transition of “forced” change:

(Fisher’s Personal Transition Curve)
What can be:

- Change:
- **Research:**
- Help:
- Risk: What’s the worst that can happen?
- Decision making:
- Celebration:
What can be:

- Change:
- Research:
- Help:
- Risk: What’s the worst that can happen?
- Decision making:
Decision Making Process

1. Define
   - Clarify
2. Gather Facts
3. Brainstorm Options + Solutions
4. Consider, Compare Pros + Cons
5. Decide
6. Explain Follow Up
What can be:

- Change:
- Research:
- Help:
- **Risk:** What’s the worst that can happen?
- **Decision making:** doing it!
- **Celebration:**

- Use your **head** more than your **hands** ... and don’t forget the **heart**, because without it you die!

**Balance of Life!**
Celebration:
Planning has helped me to achieve a great triple bottom line ..... with support from a lot of people and using my head as well as hard work... life’s good
Planning does not guarantee success. Just increases the probability of it.

BALANCE

HEAD – HEART – HANDS
Born & reared on farm in Melbourne. Carey. Ag college. Overseas travel & work. Family Buchan Beef operation: 20 years of challenges; good and bad times.

- People, Market, Climate,
- Learning curve.

**Change:** – Farm$mart:

* Life & Business planning
  – BeefCheque:
    * Production
  – Action.