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AGRIBUSINESS

# Farm Business Management Essentials

## *One Day Interactive Workshop*

### **TAKE CONTROL OF YOUR ANNUAL TAX RETURN!**

- Your annual tax return is next years farm management data and decision making fodder
- If you simply file your tax return away each year, this is a **MUST ATTEND** Masterclass for you
- Find measures to assess farm business performance e.g. Profit and Loss, Balance Sheet, Cash Flow, 'KPI' s
- Learn how profit is really measured in a farm business
- Identify ways to improve financial and overall business performance
- Measure true equity and understand why it is important
- Understand how banks assess your business ... *(negotiate a better interest rate!)*

#### **Dates & Locations**

<b>Lockhart</b>	(Shire Council Offices)	27 June
<b>Wagga</b>	(Marrar Pub)	28 June
<b>Temora</b>	(Temora Town Hall)	29 June
<b>Harden</b>	(Harden Rugby Club)	30 June

#### **The Workshop**

*Is focussed on your business performance*  
*Costs just **\$250/business** (after \$250 RAA rebate)*  
*Includes all materials and full catering*  
*Runs from 9am – 4pm daily*  
*Free copy of 'Farming the Business' textbook*  
*\$50 per person for second attendee*

#### **Registration/Enquiries:**

**Tony Hudson**  
**0407-701-330**  
**tony@hudsonfacilitation.com.au**

# Farm Business Management Essentials

## Would you like to make the most of your farm business opportunities? Negotiate a better deal with the bank?

All farm businesses have their tax return completed annually. This report remains one of the least understood and utilised reports. This workshop will help you turn the information in your tax return into a useful management tool to better understand and manage your business.

### Farmers benefit from this training who are:

- wanting to improve their future business viability
- unsure how to deal with their bank after making a loss or looking to expand
- needing support to understand their business risk and how to move forward

### How does the learning happen?

- The workshop is a mix of instruction and activities where participants work on their own business tax return.
- A farm case study tax return is used, so the final outcomes can be discussed.

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- **Farmers work on their own tax returns. Confidentiality is maintained at all times.**
- A simple manual and the GRDC Farming the Business workbook is provided so participants can be guided to do these calculations each year.
- A discussion of how banks assess client's ongoing creditworthiness and the use of FMD's.

### Outcomes for the farm business :

- Better understand your business financial position and risk.
- Ability to use financial ratios to understand the business' performance
- Present your farm as a viable and sustainable business to key stakeholders/banks
- Understand how bank's view businesses and how to positively influence their opinion
- Plan and set goals for the future success of your business
- Be re-engaged in the business management side of running a your business.

### Trainer – Tony Hudson

Tony is an outstanding business facilitator and trainer with extensive experience in agriculture and finance, operations management, adult education and training. Tony has facilitated financial analysis workshops all over Australia with outstanding reviews.

## Comments from past participants

‘All farm businesses should undertake this workshop for the benefit of their business. I'm now looking at my business decisions completely differently’

‘Applied the information to my business, took it to the bank, result - a reduced rate of interest.’

‘I can use this information to plan for future expansion’