

# Selling, Gifting or Retiring Your Farm Business

## *What You Need to Know -- Questions You Need to Ask !!*

*Farm Transitions are not a matter of IF, but WHEN !!*

This intensive, one-day program is designed for families (and their advisors) who love their farms and want to establish succession plans while maintaining the financial health of the business.

### What You'll Learn:

- What your options are
- What are the tax obstacles and how to minimize exposure
- Developing communications between generations
- How to establish reasonable time lines
- Business structures that support gifting and farm purchase for the next generation
- How to develop the right 'team' to achieve your goals
- Understanding value drivers and their impact on future profitability
- Tips on understanding income needs and potential sources for owner retirement
- How to add value to the business
- What decreases value in a business
- Improving family confidence in making changes
- Identifying skills and experience needed in next generations

### Who You'll Hear From:

- **Leonard Meador**, seminar moderator, a professional educator and trainer who will guide the day's process
- **Keith Foster** and **Jill Tritt**, Foster & Buick Law Group, LLC, Sycamore -- attorneys who know and understand Illinois law and what is involved
- **Phyllis Parks**, CPA, A Danville-based CPA who will explain some of the financial steps necessary

PLUS -- Post-event wine and cheese reception until 6 p.m.

When: Wednesday, July 20

What Time: 8 a.m. - 4:30 p.m. (Post-event reception until 6 p.m.)

Where: Faranda's, 302 Grove Street, DeKalb, IL

CE Credits: Attendance at this program qualifies for 8 hours of Continuing Education credits from ASFMRA. Recognition for CE Credits from the State of Illinois is pending.

**No Continuing Education credits will be authorized for those registered as Guests**

This seminar is sponsored by the members of the Illinois Society of Professional Farm Managers and Rural Appraisers

Registration includes: All handout materials, noon luncheon, morning and afternoon breaks with refreshments, post-seminar wine and cheese reception (cash bar)

**Cost:** \$200.00 per person

**Important Note: Registration is limited to 100 attendees**

# Gifting, Selling or Retiring Your Farm Business

Advance Registration is **REQUIRED** by July 5 -- No Walk-Ins will be accepted

## **Fees:**

ASFMRA / RLI Members, others \_\_\_\_\_ \$200 / person  
Sponsored Guests (**must be registered by sponsor**) \_\_\_\_\_ \$75 / person  
\_\_\_\_\_ \$100 / married couple  
Total \$ \_\_\_\_\_ (no refunds after July 5)

Host Name \_\_\_\_\_

Sponsor \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

e-mail (Required for registration confirmation) \_\_\_\_\_

Guest Names: \_\_\_\_\_

Please type or  
print clearly.

Guest name  
badges  
will include  
sponsor name

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Credit Card Information:

(Sorry, No American Express



Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

**Payment MUST accompany Registration**

Fax or mail completed registration to:  
262-253-6903

**ISPFMRA**  
**N78W14573 Appleton Ave., #287**  
**Menomonee Falls, WI 53051**

Telephone: 262-253-6902

**OR**

**Register Online at [www.ispfmra.org](http://www.ispfmra.org)**