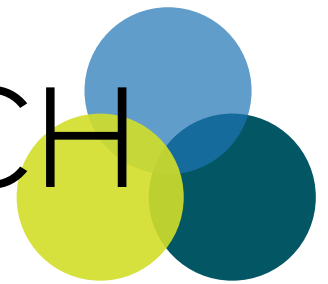


# THE PROGRESS

# COACH



## MOVING FAMILY BUSINESS FORWARD

Operating a successful agricultural business in a small town can be lonely, and moving your enterprise to a more professional level is no easy task. Implementing new strategies, behaviors and habits takes ongoing support and reinforcement. Few ongoing, regularly scheduled educational or coaching events move current and future owners through the development of their relational, ownership and business management systems. **Until now.**

The group meets two times per year in March and December near airports. Typical locations are Dallas/ Ft. Worth, Denver, or Kansas City. Mid-year virtual check-ins keep you focused.

Each 2-day session starts at 1 p.m. on the first day and ends at 1 p.m. the following day.

**2** TIMES A YEAR+ MIDYEAR CHECK-INS

**THE PROGRESS COACH** is an ongoing, multi-year gathering of family business participants dedicated to improving their approaches to business ownership and management, estate and succession planning, relationships and communication, and personal development.

### The Progress Coach provides:

- An ongoing, efficient meeting structure to provide accountability and a regular chance to reflect on and plan for your progress.
- Tools you can use to think through and act on your vision, your personal development and your business and family goals.
- Time to share with and learn from other participants, hear about specific strategies and improvement ideas, and gain confidence in your strengths and approach.
- Challenging speakers to encourage diverse thinking about business and personal opportunities.

Each meeting is focused on a theme below and uses education, tools, reflection and discussion to develop written strategies and enhance progress on:

**Management** — goal-setting, hiring, managing and developing people, compensation, public relations, succession planning, negotiation, financial management metrics, landowner/tenant relations and customer relationships.

**Ownership** — development of multi-shareholder and multi-generational vision, estate planning, tax strategies, entity structure, operating and shareholder agreements, governance, wealth management, philanthropy and retirement approaches.

**Relationships** — conflict management, generational transitions, off-farm family members, spouse or in-law issues, substance abuse/addiction, sibling or cousin teams, staff and family communication.

Each meeting includes an evening networking reception followed by a private group dinner with a speaker and conversation on current, high-level trends and issues related to agriculture, economics, management, health, or business strategy.

Time at each meeting is also dedicated to educational ideas, best practices and tools related to personal development — strength identification, leadership, confidence, delegation, time management, relationship improvement, communication and teamwork.

**THE PROGRESS COACH** is led by facilitators who are ag experts. For more information, call Davon Cook at 913.871.58834 or email [davon.cook@pinionglobal.com](mailto:davon.cook@pinionglobal.com).

