

## **Profit**

We specialize in working with progressive, rapidly growing farm operations that are setting sights beyond being the biggest fish in a small pond. These producers want to set goals to not just to be the best producers in their township, but to be one of the best in North America. This doesn't only mean being one of the largest operations, but is also means being one of the most profitable per acre and, more importantly, risk adverse. These producers need to work with a team of experts to help the farm "think outside the box" to realize both their pitfalls and opportunities. By Thinking Differently, You'll Profit Substantially. Don't grow based on what the neighbors say, grow based on what worldwide experts say and buy out the neighbors instead!

When managing rapidly growing operations, things can get hairy and it's easy to miss the forest for the trees. When you are sticking close to home, you never need a map or a navigator to help you get to where you are going. But if you are going to a brand new destination 1,000 miles away (Goals) from home overnight, a detailed map (Strategic Plan) and a good navigator (Executive Coach) is critical. For large, profitable and rapidly growing operations, Agriculture Strategy is like the Garamond GPS which helps clients reach their destinations more quickly, cost effectively, and without the stress of backseat drivers.

As progressive operations rapidly grow, the challenges they face are completely different than those with which their fathers struggled. Often, operations grow in leaps (ex. Barn expansion) and producers find themselves biting off more than they can chew and stressed to the hilt. Issues like human resources create challenges that prevent further growth. Through monthly management review meetings and on-site evolution of farm management systems, we help producers identify their biggest challenges and pick off one challenge at a time. Whether it is implementing a human resource program or gaining mentorship from an industry expert, we can help your operation solve problems one month at a time. It's not just the challenge of deciding on a solution but, more importantly, implementing it! Through our subsequent monthly meetings, we work with the farm to ensure successful solution implementation. Through a steady process of continual improvement, we evolve the farm's management systems so that producers can smash their proverbial glass ceiling and grow beyond their dreams.