



# Top Producer

## YOUNG FARMER PROGRAM

### **Top Producer Young Farmer Program Tuesday, January 20, 2009**

- 7:00-8:00 a.m. Breakfast meet and greet
- 8:00-9:30 a.m. Kickoff/Opening session  
Are you getting a passing grade in farm management?  
– Dick Wittman; Wittman Consulting
- 9:30-9:45 a.m. Break
- 9:45 a.m.-noon Practices of previous TPOY Finalists—Panel Discussion
- Noon-1:30 p.m. Lunch  
Good Communication, A family tradition  
– Kevin Spafford, Legacy by Design
- 1:30-1:45 p.m. Break
- 1:45-3:30 p.m. Breakouts/Small Group Discussion (Pick 2 at 45 minutes each,  
15 minute break between the 45 minute sessions)
- Begin Today for Success Tomorrow – Kevin Spafford
  - How do I deal with success when my peers may resent it – Tim Richter, Saratoga Partnership, Lime Springs, Iowa
  - How to evaluate capital purchase investments (TBD)
  - Building business and social networks – Brett Oelke, Extension Education, University of Minnesota)
  - Management Accounting 101 – Dick Wittman
- 4:00-5:00 p.m. General Session Marketing Outlook — Bill Biedermann, Allendale
- 5:15—7:00 p.m. Cocktails and Keynote Speaker;  
John Phipps on "What is Dad Thinking"