



## Selecting an Adviser

Here's a brief interview guide to help you identify an adviser who can facilitate your family's succession planning process.

1. What is your experience facilitating the succession planning process?

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2. What qualifies you as a specialist in succession planning?

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3. How long have you been providing succession planning advice?

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4. For how many families have you provided a succession planning service?

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5. Do you understand the specific succession planning needs and concerns of farmers and agribusiness owners?

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6. Do you utilize defined planning models and a specific planning process?

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7. Can you assemble a multidisciplinary team of professionals and ensure that the family's planning objectives are met?

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8. What other services do you offer?

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9. How do you get paid for services?

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10. How do you assure satisfaction?

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