

**BIRCHIP  
VICTORIA**  
WEDNESDAY 4TH  
JULY 2018

# FARM BUSINESS UPDATE

**STRATEGIC STEPS : ENDURING PROFIT**



**Birchip, Wednesday 4 July 2018**

**Birchip Community Leisure Centre, Morrison Street, Birchip**

**8.30 am to 12.30 pm followed by lunch (doors open at 8.00 am for a 8.30 am start)**

## Topics

▶ **Marketing Grain – What, where, how & who to maximise profit**

Brad will examine the end to end of decision making processes which are all important aspects of the success of grain marketing, what to grow, where to store it, how to store it and who will buy it.

*Brad Knight  
Geo Commodities*

▶ **Succession – What is fair? What is equitable? Can they be aligned?**

This critical element of many farming businesses will be discussed by Nigel, explaining why the current and future viability are essential to affecting a plan for succession which enables continuation of the farm business.

*Nigel McGuckian*

▶ **Identifying high cost paddocks & how they impact on your farm profit**

Phil will discuss identifying the high cost paddocks & show how they are critical to financial performance in low income years.

*Phil O'Callaghan  
ORM Pty Ltd*

▶ **Dealing with and managing stress**

How do we identify the stress triggers in our lives and the lives of those around us? Dr Kennedy will provide practical insights on dealing with and managing stress when faced with uncertainty or adversity.

*Dr Alison Kennedy  
National Centre for  
Farmer Health*

**[Click here to register and pay online](#)**

\$30 per person and \$20 for subsequent people from the same business (GST inc.).  
Morning tea, lunch and proceedings included.