

Farm Succession and Transition Marketing and Planning



Presented by
Richard J. Abbondanza, Attorney

What is important

- **Key Strategies for Farm Succession/Transition Planning**
 - Understanding of the current Farm Bill
 - Understanding of succession and transition planning (Exit Strategies)
 - Understanding of Estate Planning
 - Understanding of the Emotional Issues

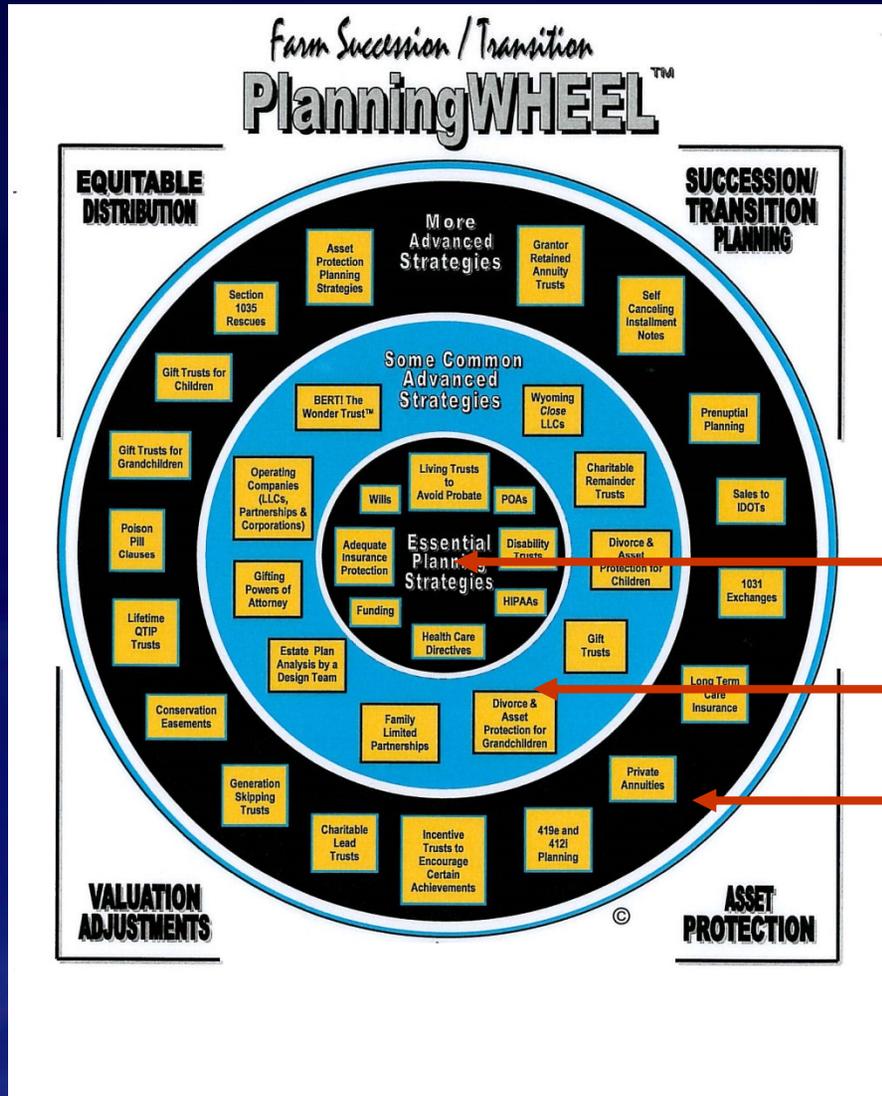
What is important

- **Key Strategies for Farm Succession/Transition Planning**
 - Custom Design and Team Approach
 - Dealing with the Equalization Issue
 - Keeping the Farm in the Family
 - Issues for Transferring the Farm Land
 - Issues for Transferring the Farm Business
 - Different Strategies to Make this Happen
 - The Key is Problem Solving

Farm Succession / Transition Issues

- **Types of Workshop and Educational Tools**
 - The Planning Wheel
 - Farm Succession/Transition Strategies
 - Entity Selection for Farmers
 - Exit Strategies for Farmers Without Farm Children
 - Estate Planning Issues for Farm Family
 - Family Harmony Techniques for Farm Transfers

Planning Wheel Basics



Essential Strategies

Common Strategies

Advanced Strategies

Essential Planning Strategies

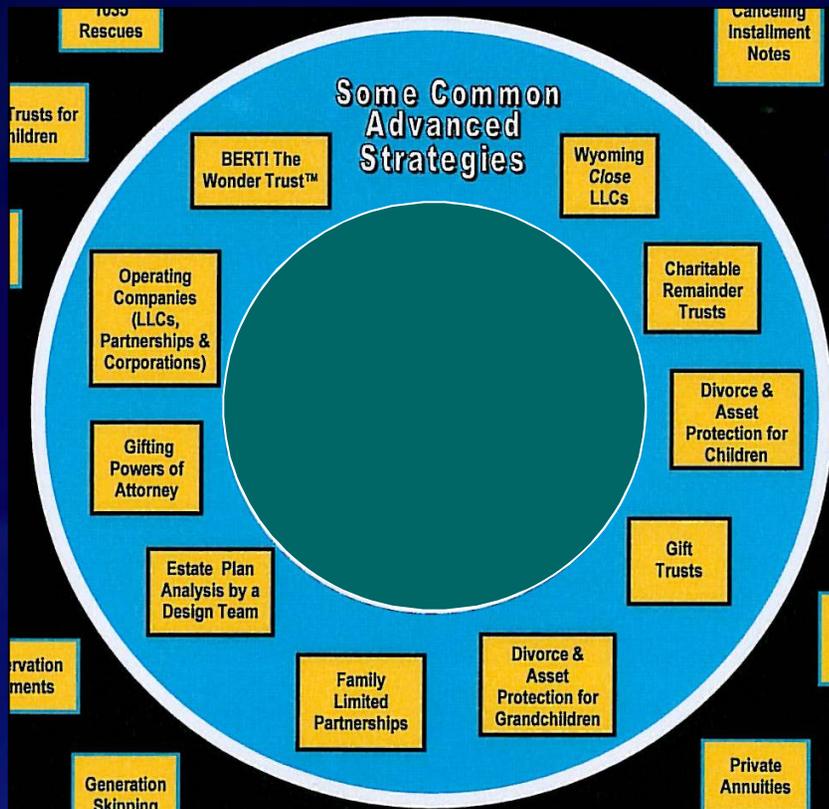
The Core or Center of the Wheel



- Eight Core Strategies That are Essential in Any Effective Farm Succession or Transition Plan

Common Planning Strategies

The Second Ring of the Wheel



- Ten Commonly Used Advanced Strategies in Farm Succession and Transition Planning

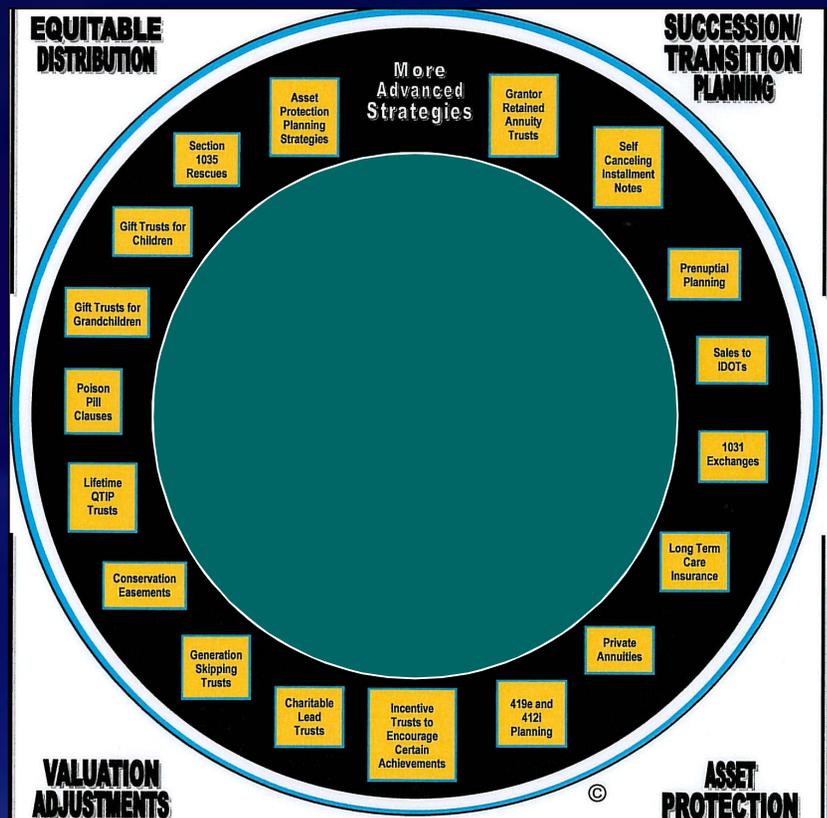
Common Planning Strategies

Operating Company

- Choosing the Correct Operating Company Based on Goals and Circumstances
 - C-Corp
 - S-Corp
 - LLC (Limited Liability Company)
 - General Partnership

Advanced Planning Strategies

The Outer Ring of the Wheel



- 18 Highly Specialized Strategies Used for Families With More Advanced Planning Needs

Any Questions?

Thank you!



Richard J. Abbondanza