

# Peer Advisory Groups: Best Practices and Alternative Structures

Gaylord Texan Hotel  
Grapevine, Texas  
July 11-12, 2011

## Agenda

### Sunday, July 10

5:00 - 7:00 pm Reception

### Monday, July 11

8:00 - 8:15 am Opening - Why are we here and What do we want to accomplish?

**Danny Klinefelter**

8:15 - 8:45 The Value of Networking: What We've Learned

**Brian Uken**

U.S. Top Producer Lead

Monsanto, St. Louis, Missouri

8:45 - 9:45 am The Power of Peer Groups

**Wayne Rivers**, President

Family Business Institute

Raleigh, North Carolina

9:45 - 10:15 am Break

10:15 - 12:00 noon Panel I - Leading non-farm Business Peer Group Facilitators. How their groups are structured and operated, what do they view as best practices, and what are some of the things participants typically experience as they get started in a group?

Family Business Institute - **Wayne Rivers**

FBI facilitates CEO Performance Roundtables for the Associated General Contractors, the National Funeral Directors Association and the American Council of Engineering Companies.

Vistage - **David Boyett**, Group Chair, Dallas, Texas

Vistage has approximately 450 chairs across the U.S. facilitating 900 executive peer groups.

12:00 - 1:00 pm Lunch

- 1:00 - 2:45 pm Panel II - Non-farm Peer Group Members. What are best practices from their perspective, how have they benefitted, and what advice do they have for someone just getting started in a group?  
**Murray Edwards**, CEO, The Edwards Group, Clyde, Texas, former YPO member and part of a self facilitated peer group.  
**Maryanne Guido**, FBI group member and CEO of Guido Brothers Construction, San Antonio, Texas  
**Gene Daley**, Vistage group member and President, J-W Operating Company, Dallas, Texas
- 2:45 - 3:15 pm Break
- 3:15 - 5:00 pm Panel III - Ag Producer Group Facilitators. How their groups are structured and operated, what do they view as best practices, and what are some of the things participants typically experience as they get started in a group?  
**Bob Aukes**, President, AG Finance, Des Moines, Iowa  
**Joe Kluender**, Agribusiness Consultant, Larson Allen, New Ulm, Minnesota  
**Lance Woodbury**, Independent family business consultant, Garden City, Kansas
- 6:00 - 7:00 pm Dinner
- 7:15 - 9:00 pm Panel IV - Ag Producer Group Members. How is their group structured and operated, how have they benefitted, and what advice do they have for someone or groups just getting started?  
**Harry DeWitt**, High Plains Dairy, Friona, Texas  
**Pat Duncanson**, Duncanson Growers, Mapleton, Minnesota  
**Craig Fincham**, Heartland Family Farms, Pratt, Kansas  
**Terry Jones**, Executive Ag Network, Williamsburg, Iowa

## **Tuesday, July 12**

- 8:00 - 9:00 am The Evolution of Argentina's AACREA Groups. How do the groups operate, how are they networked and how have they transitioned as one generation retires and another comes on board?  
**David Hughes**, Capital Federal, Argentina  
There are now 200 AACREA groups. The first group was formed over 50 years ago.

9:00 - 9:30 am	Break
9:30 - 10:30 am	Breakout Groups What are our key take-aways?
10:30 - 11:45 am	Group reports
11:45 - 12:00 noon	Survey
12:00 - 1:00 pm	Adjourn/Lunch
Afternoon	Groups who are just getting a peer group started are encouraged to stay one additional night and spend Tuesday afternoon discussing and developing: 1). The format and direction they want to pursue 2). An action plan for what they are going to do next (including action steps, timetable and assignment of responsibilities).