



# Top Producer

YOUNG FARMER PROGRAM

YOUNG FARMER SEMINAR  
JANUARY 20, 2009  
INTERCONTINENTAL CHICAGO

TIME	ROOM	SESSION	SPEAKER
	Camelot (3rd Floor)	Registration	
<b>7:00 a.m.-12:00 p.m.</b>	<b>Camelot (3rd Floor)</b>	<b><u>General Session</u></b>	
7:00-8:00 a.m.		Breakfast Meet & Greet	
8:00-9:30 a.m.		Are You Getting a Passing Grade in Farm Management?	Dick Wittman <i>Wittman Consulting</i>
9:30-9:45 a.m.		Break	
9:45 a.m.-12:00 p.m.		Practices of Previous Top Producer of the Year Finalists	Lon Frahm <i>Frahm Farmland</i> Chad Olsen <i>Olsen Custom Farms</i> Rob Barley <i>Star Rock Farms</i>
12:00-1:30 p.m.		Lunch-Good Communication, a <i>Family Tradition</i>	Kevin Spafford <i>Legacy by Design</i>
1:30-1:45 p.m.		Break	
<b>1:45-3:30 p.m.</b>	<b>Camelot (3rd Floor)</b>	<b><u>Breakout Sessions: Pick 2 at 45 minutes each</u></b>	
		Begin Today for Success Tomorrow	Kevin Spafford <i>Legacy by Design</i>
		How Do I Deal with Success When My Peers May Resent It?	Tim Richter <i>Saratoga Partnership</i>
		How to Evaluate Capital Purchase Investments	Lance Fulton <i>Kennedy &amp; Coe, LLC</i>
		Building Business and Social Networks	Brett Oelke <i>University of Minnesota</i>
		Management Accounting 101	Dick Wittman <i>Wittman Consulting</i>
<b>4:00-5:00p.m.</b>	<b>Camelot (3rd Floor)</b>	<b><u>General Session</u></b>	
		Marketing Outlook	Bill Biedermann <i>Allendale, Inc.</i>
<b>6:15-7:30 p.m.</b>	<b>Toledo (5th Floor)</b>	<b>Reception and Keynote: <i>What Is Dad Thinking?</i></b>	<b>John Phipps</b>

Sponsored by:

