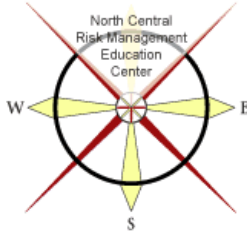


## Annie's Project Class Syllabus



### Annie's Project

Annie was a woman who grew up in a small town in Northern Illinois. Her goal was to marry a farmer and she did. Annie spent her lifetime learning how to be an involved business partner with her farm husband. Together they did great things, but it wasn't easy. This is Annie's Project – to take her experiences and share it with farm women living and working in a complex business.

### Objectives

Annie's project is designed to empower farmwomen to manage information systems used in critical decision making processes and to build local networks throughout the state. The target audience is farmwomen with a passion for business and involvement.

### Session One

- Human Resources and Time Management
- Course Introduction
- Risk Assessment Survey
- Introductory Comments
- Colors
- What is Management?

### Session Two

- Women and Money
- Business Plans
  - The process of building a business plan
  - Mission Statements and Goals
  - History and Tradition of Your Farm
- How Property is Titled: Who Else is in business with you?
- Cash and Crop Share Leases

### Session Three

- Financial Documentation
- Balance Sheet
- Income Statement
- Cash Flow
- Retirement & Estate Planning
- Using Spreadsheets

### Session Four

- Risk Management –
  - Developing Marketing Plans
  - Developing a Risk Management Strategy
  - Ten Habits of Profitable Farmers
- Types of Insurance - Life Insurance, Crop Insurance, Health & Disability

### Session Five

- Fast Tools
- Financial Records and How to Interpret Information
- Discussion on topics for the next meeting

### Session Six

- Your topics