

**Purpose:** To provide mentoring for farm women with varying levels of business skills. Farm women come from a variety of backgrounds. Women who are new to the farm business may be overwhelmed and afraid to ask questions. Women who are accustomed to the farm business may understand agriculture, but struggle with new technologies.

The class will include presentations, group activities, guest speakers, and group discussions. The class is designed for farm women and women landowners, but it is certainly open to anyone interested. Participants come from a wide range of backgrounds and experiences so will learn much from one another.

**Cost:** \$75 (for the entire six session class)

**Registration:** Pre-registration is required and registrations are due by **April 1, 2016**. Enrollment is limited, so register early.

The class fee includes all materials needed for the class and a light meal each night. During the six weeks participants will build an in-depth resource handbook to use during and beyond the class. Participants will also receive some materials in digital format.

**Questions:**

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Ag Business Specialist  
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Callaway Extension Center 573-642-0755

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**Extension**

University of Missouri Extension  
Audrain County  
101 N. Jefferson St., Rm 304  
Mexico, MO 65265



**ANNIE'S PROJECT**  
EMPOWERING WOMEN IN AGRICULTURE

**Risk Management  
Education**  
*Targeting Farm Women*



**Callaway Electric Cooperative**  
1313 Cooperative Dr  
Fulton, MO

**6:00 to 9:00 p.m.**

**This course consists of six sessions  
on Wednesday evenings**

Apr. 6	May 4
Apr. 13	May 11
Apr. 20	May 18

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**Extension**

## 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.

This 18 hour class will include speakers giving presentations, group efforts and discussion in a classroom setting. Please note the order of the classes may change subject to the schedules of the guest speakers. All of the topics will be covered.

*Mission: To empower farm women and help them make better management decisions through networking and by utilizing critical financial information.*



**ANNIE'S PROJECT**  
EMPOWERING WOMEN IN AGRICULTURE

### Sponsors:

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Callaway County—University of Missouri  
Extension Council

*This institution is an equal opportunity provider.*

## Annie's Topics

### Class 1

- **Understanding Personality Differences** – Learning to Communicate & Work with Different Personalities

### Class 2

- **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?
- **Leases and Legal Issues**

### Class 3

- **Financial Documentation** – Balance Sheets, Income Statements, Cash Flows
- **Retirement & Estate Planning**

### Class 4

- **Utilizing Computers & the Internet on the Farm**
- **Financial Records** and How to Interpret Information

### Class 5

- **Marketing & Risk Management** – Developing Marketing Plans, Marketing, Developing a Risk Management Strategy
- **Insurance** – Life, Crop, Liability, Health & Disability

### Class 6

The class will get to choose their own topics for the last night of class.

Annie's Project Enrollment

## Registration Form

Name: \_\_\_\_\_ Daytime phone: \_\_\_\_\_  
Address: \_\_\_\_\_ Evening phone: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_ County of residence \_\_\_\_\_  
Phone: \_\_\_\_\_  
E-mail \_\_\_\_\_  
(e-mail addresses will only be used for this class and not given out to anyone else)

Make checks payable to:  
**University Extension**

Clip and return by noon **April 1st** with \$75 enrollment fee to:  
University Extension, 101 N. Jefferson St., Rm 304, Mexico, MO 65265