

# Business Transition Workshop

January 31, 2018 in Wisconsin Dells, Wis.  
February 1, 2018 in Green Bay, Wis.

Name \_\_\_\_\_

Business/Farm Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (with area code) \_\_\_\_\_

Email \_\_\_\_\_

### Check which workshop you'll attend:

- Wednesday, January 31 in Wisconsin Dells  
 Thursday, February 1 in Green Bay

### Registration fee covers workshop, materials and lunch

Members: \$125 each; \$75/add'l individuals from same dairy.  
Non-members: \$250 each; \$75/add'l individuals from same dairy.

	Member \$125 each	Non-member \$250 each
First Participant	\$ _____	\$ _____
Additional Participants	\$75 each	\$75 each
_____	\$ _____	\$ _____
_____	\$ _____	\$ _____
TOTAL	\$ _____	\$ _____

### Credit Card Payment Information

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ CVC # \_\_\_\_\_

Register online at [www.pdpw.org](http://www.pdpw.org) or by calling 800-947-7379. If paying by check, make check payable to PDPW. Mail completed form to PDPW, 820 N. Main St., Suite D, Juneau, WI 53039.



**Professional Dairy Producers®**  
820 N. Main St., Suite D  
Juneau, WI 53039



**Business Transition Workshop**  
*For when your coworkers are family*

Reduce stress.  
Resolve conflicts.  
Resume business.

# Business Transition Workshop

*Will your dairy's legacy survive?*



**Reduce stress.  
Resolve conflicts.  
Resume business.**

January 31, 2018 Wisconsin Dells, Wis.

February 1, 2018 Green Bay, Wis.

# Business Transition Workshop

*Ensure your dairy's legacy survives*

Wed., Jan. 31 Glacier Canyon Lodge Conference Center,  
45 Hillman Road, Wisconsin Dells

Thu., Feb. 1 Radisson Hotel & Conference Center,  
2040 Airport Drive, Green Bay

## Agenda

9:00 a.m.	Registration
9:30	Workshop begins
12:30 p.m.	Lunch
3:30	Workshop ends

## Family and business – an interdependent duo

If you're dreading the transition discussion or feeling stranded after the first steps of transition, this workshop will get you on the right track. Fellow dairy families will join Nicole Bettinger to address a plan for more harmony between family, non-family, and business.

## Tips for a smoother succession: best practices and what to avoid

While every situation is unique, yours is not the first of its kind. Learn practical steps that make the path ahead clear while also aligning family members and future partners. Establish a plan that'll work for your business and policies that provide predictability and protection. Leave with the right tools and a clear understanding of how to build your very own family-employment policy.

## Walking in someone else's shoes – a case study

Navigate through a series of family scenarios designed to highlight common challenges of business transition. This case study will cover the concerns of each generation involved, transition-plan development, family and non-family negotiations, and how to best motivate and engage future generations.

## ***This workshop will equip you to:***

- Start the tough conversations - and steer through them
- Identify and resolve the bottlenecks personal to your dairy's transition
- Develop specific strategies that provide a reliable road map for everyone involved

Working with family can be great, but it's not always roses. Join Nicole Bettinger of The Family Business Consulting Group to continue forward with a business-transition plan that'll work for you.

## Your Workshop Trainer



**Nicole Bettinger** of The Family Business Consulting Group is a consultant specializing in communication, conflict resolution and training next-generation family business owners.

Nicole's roots in the family business field are very traditional. Born and raised in Plain, Wis., Nicole's family owned the village grocery store for 95 years, and she was the fourth-generation owner. This firsthand experience allows Nicole to bring

unique perspective to facilitating family meetings, educating families and aligning ownership in transitions.

Prior to consulting on a full-time basis, Nicole worked for the University of Wisconsin-Madison Family Business Center, supporting family businesses through services such as discussion forums, training programs and educational resources. She also facilitated peer group meetings focused on the development of next-generation family business leaders.

Nicole's education includes a BA in History and International Studies from UW-Madison and an MBA from Roosevelt University in Chicago. She holds a certificate in Family Business Advising from the Family Firm Institute and has completed coursework in group facilitation and mediation.

#BusinessTransition2017

#mydpdw

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