



Professional Dairy Producers®

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Juneau, WI 53039

www.pdpw.org

800-947-7379

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**It takes a lot of skill to dairy.**  
It's not a business for the faint of heart.

**Managing a dairy farm  
takes guts ...**

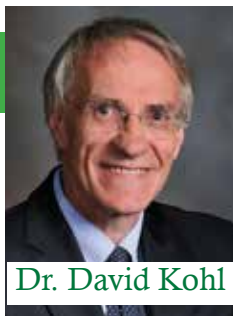


**(and financial  
management  
skills)**

Managing a dairy means knowing as much  
**about the financial books**  
as knowing **about the cows.**



**You're already devising strategies,** compiling reports and making calculations. If you want to *make better ones* register today for the program created for dairy farmers like you: **FINANCIAL LITERACY for dairy.**



Dr. David Kohl

## Meet your trainer

**Esteemed dairy financial expert Dr. David Kohl has a long list of teaching and speaking credentials to his name.** He's also a business coach and part owner of Homestead Creamery, a value-added dairy in the Blue Ridge Mountains.

Dr. Kohl will start at the beginning: **goal setting, family finance** and **financial planning.**

Then it's on to **interpreting financial documents** and **calculating and evaluating cost of production** for your dairy. As knowledge and confidence increases, Dr. Kohl will drill into deeper topics ... **cash flow budgets, key performance measures and ratios, enterprise profitability and cost-center tracking.**

**FINANCIAL LITERACY for dairy** is presented through multiple sessions over 4 months, so you get a chance to attend a session to learn, then study and practice your skill **before** you return for the next session. The objective is not just for you to learn at new levels, but also for you to **apply** what you're learning in your business.

*By the way ... the developers of this program know you have a dairy to run. This program is designed for busy dairy producers committed to making every minute and every dollar count.*

## Training dates

October 23-24, 2017  
December 19-20, 2017  
January 23-24, 2018  
April 9-10, 2018

## Location

Sheraton Hotel, Reflection 'A' Room,  
706 John Nolen Dr, Madison, Wis.

For more information and to register,  
call 800.947.7379 or go to [www.pdpw.org](http://www.pdpw.org)

**Don't miss this opportunity ... it's limited to the first 30 who sign up.**