**Need help explaining the “why” and connect the dots for your manager?**

As you propose attendance to the “PDPW APPs Training,” an effective way to gain approval is to focus on the professional development value it will bring to you and the return to your organization.

**Consider Including:**

* **Session Content:** Highlight key areas of relevance to your profession.
* **Best practices**: Outline topics that will immediately benefit your organization.
* **Training**: Note topics that will teach you a special skill and/or help your team mitigate barriers or challenges.

This worksheet will assist you on a focused presentation of the benefits in attending the PDPW APPs Training and getting the greatest ROI. We have included some examples to help get you started.

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| **Benefit to Your Organization** | **How APPs On-Farm Training Provides the Benefit** |
| Professional Development | **1. Fundamentals of Dairy Science** – this on-farm session will provide an overview of the dairy cow (breeds, anatomy and terminology). Walk the milking parlor, feed pad and barns to see the facility design, milking systems and learn herd management practices (i.e. genetic selection, advanced reproduction/breeding practices, and culling decisions). Dive deeper into discussions on animal health and welfare (food safety, pain management, vaccinations, traceability, residues, and bio-security measures).**2. Farming, Fields & Food Fundamentals** – this on-farm session provides insights on environmental stewardship and conservation practices (land, water, air). Discuss cropping systems, forage quality, manure management, water quality, and modern equipment. Hear from the farm owners and resources on the many management methods and practices used to do more with less when it comes to environmental resources and impact. Also discuss topics of permitting, labeling claims, order management, and community engagement efforts.**3. Fundamentals of Dairy Business Management** – this on-farm session will tie it all together, providing insights on milk pricing, global trade, and discuss economic impact on dairy businesses and rural America. Be exposed to dairy farmers business and financial management in areas of enterprise diversification, strategies and documentation, cost of production, risk management, permitting, land/rent cost, equipment and business structure. |
| Networking Benefits | **1.** **Direct access to dairy farmers and on-farm resources** (lenders, veterinarians, industry experts in dairy science, nutrition and environmental management)**2.** **Connect and build relationships with group** of like-minded professionals from the food system and allied industries. |
| Best Practices for Immediate or Long-Term Implementation | 1.2. 3.  |
| Improving and Enhancing your Client Relationships | 1.2.  |