



**WORLD CLASS
WEBINARS**
PRESENTED BY PDPW

business management

Business Succession Planning

FIRST IN A TWO-PART SERIES

Wednesday, December 5, 2018 | 12:00 p.m - 1:00 p.m. CT

Getting started: what you need to know

One of the most intimidating obstacles family farms face - for both the family and the farm - is the transition of the business.

Statistics on farm transitions show:

- 33% survive into the second generation
- only 12% survive into the third
- a mere 4% survive into the fourth

So, how do you ensure a successful transition for your dairy? In this webinar, Nicole Bettinger will show how success is defined in a variety of ways and discuss the difference between management and ownership succession. She'll also outline obstacles to transferring either, and what you need to do to get started.

SECOND IN A TWO-PART SERIES

Wednesday, January 9, 2019 | 12:00 p.m - 1:00 p.m. CT

Continuing the farm succession and defining team roles

If you're dreading the transition discussion or feeling stranded after the first steps of transition, this webinar will get you on the right track. Nicole will address critical areas in the succession-planning process for more harmony within the farm and the business. Though every situation is unique, yours is not the first of its kind. Gather tips and tricks that provide ways to move forward and align family members.

As part of our discussion, we'll address the following areas:

- Positioning the right people in the right roles
- Motivating and engaging future generations
- Working through conflicts to navigate common stresses and tensions

Sign up today at www.pdpw.org or call 800-947-7379.

PDPW members register for \$100. Save by signing up for both (\$175 total)

Non-members register for \$125. Save by signing up for both (\$225 total)



**Nicole
Bettinger**

*Consultant,
Family Business
Consulting Group*

Specializing in communication, conflict resolution and training next-generation family business owners, 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.

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In the case of a date or time conflict, this session will be available to watch at your leisure via a link emailed to you after the webinar. To view an entire library of past webinars, go to www.pdpw.org/webinar_library.