

## LP8 Understanding Landowners Worksheet

Name \_\_\_\_\_

**Directions:** Use these questions to participate in a small group discussion about landowner motivations. Complete one worksheet to capture key insights. Be prepared to share your observations with your group.

### Discussion Questions

1. What is important to the landowners (e.g., what are their goals, motivations and needs)? Does this sound familiar? What does the landowner or exiting farmer wish to pass on as their farm legacy?
2. How did their goals agree with the business and personal goals of the next generation farmers? How did they conflict?
3. List any specific actions the landowners have taken to give or pass on their land to next generation farmers/ranchers. Has your landowner taken any of these steps?
4. Which landowner insights helped you see a situation from a different point of view?