

## Module 2: Assess Your Financial Situation and Build Your Team

### Student Learning Plan

#### Workshop Description

This module will enable participants to assess their current financial position and future needs and the position and needs of other parties to inform conversations about their farm/ranch transfer. It will help them estimate the value of the tangible and intangible assets being acquired or transferred and introduce business terms and financial statements and tools. Lastly, this unit will identify key professional service providers that can support incoming farmers and ranchers and exiting owners during the transfer process.

#### Prerequisites

Module 1: Introduction to Farm/Ranch Transfer

Completed SMART Goal worksheet from Module 1

#### What you will learn

1. Assign values to the assets included in the transfer
2. Define key financial terms
3. Identify common financial statements and learn how to use them
4. Describe different kinds of advisors and what to look for when hiring them

#### Important Assignments

- Financial Asset Inventory Worksheet
- Budget Worksheet
- Schedule Office Hours with Instructor

#### Workshop Activities

1. Participate in introductory activities. Review information detailed in the Module 3 Student Learning Plan.
2. Participate in activity to practice expressing goals and listening to provide constructive feedback to your partner.
3. View a slide presentation and participate in a discussion about assets being transferred and how to estimate their value.
4. Complete the Asset Inventory worksheet. Once completed, share your results and observations with the group.
5. View a slide presentation and participate in a discussion about key financial statements and how to use them to evaluate your financial position and the position of the other party to inform the transfer.
6. Work individually to build a budget that includes new income or expenses from the transfer. Use the Budget Worksheet and Template.
7. View the slide presentation and participate in a discussion about key professional advisors.

8. Work with a partner or small group to complete the Advisors worksheet. Share the group's questions and conclusions with the class.
9. Finalize your Financial Asset Inventory Worksheet, Balance Sheet, and Budget Worksheet. Share your work with a partner and make revisions based on feedback. Submit your work to your instructor for feedback.
10. Schedule office hours with your instructor to debrief, review your Financial Asset Inventory Worksheet, Budget Worksheet, and Advisor Worksheet, and prepare for your next steps.