PLAN TO PROFIT

Short Part-Time Course in Farm Business Management

Delivered by Mike Krause | P2PAgri
Accredited through Tocal Agricultural College (NSW) – Diploma of Agriculture pathway

Gain more confidence in the financial performance of your farm – which greatly supports both mental and physical wellbeing. Ensuring the farm passes to the next generation takes **good planning, not just hope.** *Plan to Profit* provides an easy-to-use business system to monitor and plan your farm for success. You will become proficient with P2PAgri software and speak more effectively with your farming team, bank, and accountant.

> *"Farmers tell us they prefer this online format to the traditional classroom – and feedback has been consistently high."*

What Makes This Course Unique?

- **Farm Financial Literacy**
  Introduced using the popular management manual 'Farming the Business'.
- **Confidentiality**
  Group Zoom examples are anonymised; 1:1 Zoom sessions let you ask freely about your own numbers.
- **Secure Your Business Future**
  Answer the vital questions that determine the long-term success of your operation.
- **All on-line**
  This makes this training easier to attend.
- **P2PAgri Software**
  Industry-leading cloud-based software where you learn using your own real business numbers.
- **Where the $ is Really Made**
  Understand exactly what is – and is not – generating profit in your farming business.
- **Managing Risk**
  Model a range of seasonal outcomes to gain insight before decisions must be made – making your decision-making proactive, not reactive.
- **Use your Accounting software data**
  P2PAgri brings in Xero and MYOB data

How the Course Works

The course runs over **5 fortnights**. Each fortnight opens with a **Group Zoom** (training + discussion), you complete homework, then close with a **1:1 Zoom with your trainer** to ask questions about your own numbers. Every Group Zoom is recorded so you can watch at a time that suits you.

Fortnight 1 **ESSENTIALS** • Use past tax-return data to build a clear financial picture. • Truly understand what your tax return does – and does not – tell you.	Fortnight 2 **WHERE ARE YOU HEADING?** • Define the 'why' behind your farming business. • Plan a clear path forward.	Fortnight 3 **SEASON** • Develop gross margins. • Estimate monthly cash flow (budget). • Build information to support grain marketing decisions.
Fortnight 4 **FUTURE** • Create a 5-year financial path forward. • Analyse seasonal variation and your financial risks.	Fortnight 5 **SCENARIO** • Test the 'what-if' questions you have about your business.	

What You Will Achieve

✓ **Business Plan** All elements of a business plan completed – a clear picture of the future.	✓ **Future Outlook** A clear, confident outlook for your business going forward.
✓ **Know Your Numbers** Your vital farming business numbers and what they mean.	✓ **Talk to Your Bank** Speak with your banker with much greater confidence.
✓ **Work better with your Accountant** Ask more effective questions and get more value from your accountant.	✓ **Beyond Tax Software** A financial management system beyond Xero/MYOB – import data directly into P2PAgri for a highly efficient office.

P2PAgri™

READY TO TAKE CONTROL OF YOUR FARM BUSINESS?

Register your interest or ask Mike a question today:

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