

“Advanced Ag Solutions delivers value to my business. I expect them to keep my management level high during periods of rapid growth.”

-Brett Anderson, Rush/Decatur County Farmer

Drive Your Business to Greater Profit with Farm Risk Management

Think strategically, benchmark leaders, and increase value

When it comes to growing your farm business few things compare to professional insight and benchmarking tools that bring key strategies to life and boost ROE, ROA, and Net Worth

First, the **Russell Consulting Group** service that we offer provides an analysis of the farm operation, including financial condition, income goals, comfort level using different marketing practices and budgets for the coming year. An extensive marketing plan is provided with unique target goals. Weekly marketing recommendations guide you through the season.



Also important is our **Strategic Planning Workshop** and **Farm Business Planning** service. Depending on your goals and complexity of your business, we can walk your management team and key employees through a series of questionnaires and dialogues that expose opportunities and define roles that assure long-term visions are attained.

Finally, our **Farm Business Brokerage** service enables growth oriented farmers a chance to excel through Mergers & Acquisitions. When properly prepared, these outstanding farmers can pursue new opportunities to expand their business in size and scope. Other managers are concerned with positioning their business for maximum value at the point of exit. We assist both in evaluating terms and managing negotiations that lead to successful transactions.

Farm Risk Management provides:

- Decisions that impact your bottom line
- Growth plans
- Marketing plans that achieve your income targets
- A course of action that you and others can read
- Evaluation of outsourcing opportunities
- Improved focus for niche marketing
- Reallocation of capital based on strategy
- Plans that defend weaknesses

Features:

- Strategic Planning Workshops
- Farm Business Brokerage -(Buy/Sell Entire Operations)
- Capital purchase & expansion plan financial analysis
- Financial health indicators used for benchmarking progress
- Commodities marketing services via Russell Consulting Group



Benefits of Farm Risk Management:

- *The management team understands the PURPOSE of their business*
- *Uncover profit opportunities in areas that you enjoy*
- *Obtain higher ROE (25+%), ROA (10+%)*
- *Improve communication with partners, family members, buyers, suppliers, lenders, landlords, employees and others*