**Purpose:** To provide mentoring for farm women with varying levels of business skills. Farm women come from a variety of backgrounds. Women who are new to the farm business may be overwhelmed and afraid to ask questions. Women who are accustomed to the farm business may understand agriculture, but struggle with new technologies.

The class will include presentations, group activities, guest speakers, and group discussions. The class is designed for farm women and women landowners, but it is certainly open to anyone interested. Participants come from a wide range of

**Cost:** $75 (for the entire six session class)

**Registration:** Pre-registration is required and registrations are due by **Mar. 1, 2019**. Enrollment is limited, so register early.

The class fee includes all materials needed for the class and a light meal each night. During the six weeks participants will build an in-depth resource handbook to use during and beyond the class. Participants will also receive some materials in digital format.

**Questions:**
Mary Sobba
Ag Business Specialist
(573) 581-3231 or
email sobbam@missouri.edu
**Annie’s Project**

Annie was a woman who grew up in a small town in Northern Illinois. Her goal was to marry a farmer and she did. Annie spent her lifetime learning how to be an involved business partner with her farm husband. Together they did great things, but it wasn’t easy. This is Annie’s Project—to take her experiences and share it with farm women living and working in a complex business.

This 18 hour class will include speakers giving presentations, group efforts and discussion in a classroom setting. Please note the order of the classes may change subject to the schedules of the guest speakers. All of the topics will be covered.

**Mission:** To empower farm women and help them make better management decisions through networking and by utilizing critical financial information.

---

**Class Topics**

**Class 1**
- Understanding Personality Differences – Learning to Communicate & Work with Different Personalities

**Class 2**
- Women and Money
- How Property is Titled: Who else is in business with you?
- Leases and Legal Issues

**Class 3**
- Retirement & Estate Planning

**Class 4**
- Utilizing Computers & the Internet on the Farm
- Financial Records and How to Interpret Information

**Class 5**
- Marketing & Risk Management – Developing Marketing Plans, Marketing, Developing a Risk Management Strategy
- Insurance – Life, Crop, Liability, Health & Disability

**Class 6**
The class will get to choose their own topics for the last night of class.

*The order of classes may change slightly due to schedules of guest speakers.*

---

**ANNIE’S PROJECT**
EMPOWERING WOMEN IN AGRICULTURE

**Sponsors:**
- Extension
  University of Missouri
- FCS Financial
- USDA
  Montgomery County

**Learning from Annie’s Project**

**Sponsors:**
- Montgomery County
  University of Missouri Extension Council

This institution is an equal opportunity provider.