

## Registration Form

Name: \_\_\_\_\_ Daytime phone: \_\_\_\_\_  
Address: \_\_\_\_\_ Evening phone: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail \_\_\_\_\_  
(e-mail addresses will only be used for this class and not given out to anyone else)

Clip and return by November 3 with \$60 enrollment fee to:  
Knox County Extension Office, 110 North 4th Street, Edina, MO 63537

If you need special accommodations because of a disability, or if you need materials in an alternative format, please inform me immediately. I may be contacted at 660-397-2179.

## 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.



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

For Program  
Information Contact:

Karisha Devlin  
110 North 4th Street  
Edina, MO 63537

660-397-2179  
devlink@missouri.edu

Equal opportunity/ADA institution



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

# Women Marketing Grain & Livestock

Four class shortcourse:  
(All are Monday evenings)

**Nov. 6, 13, 20, and 27**  
**Knox County High School**  
**Edina, MO**  
6:00—9:00 p.m.

UNIVERSITY OF MISSOURI  
**U Extension**

# ***Women Marketing Grain & Livestock***

**If you are a farm woman with a passion for business involvement, you need to attend this 4-session course designed just for you!**

## ***Course Outline:***

**Introduction to marketing terminology and fundamental outlook**

**Basic hedging problems, futures contracts, cash contracts**

**Livestock marketing**

**Crop Insurance and marketing — options on futures**

**Hands on workshop**

**Selling options and derivative contracts**



***At the end of the program, farm women will have increased their knowledge about:***

- The terminology associated with agriculture marketing
- Commodity marketing channels
- Contract sizes and standards
- How to calculate specific hedge problems determining net profit
- Trading times and policies
- Contracts and basic user language of the contracts
- The use of options in a marketing program



The class includes 4, three-hour sessions for a total of twelve hours. Class fee: \$60