

Timelines are Guidelines

This exercise asks you to identify your high-level priorities and then visualize them in a timeline. Using the table on the next page, list the big things you hope to make happen over the next few years or decades.

Step 1. As an example, below are two versions of this exercise – one from the perspective of a retiring farmer, and one from the perspective of someone planning to take over a farm.

OUTGOING FARMER

Personal Goals

- Go on a cruise in the Caribbean
- Spend time with grandchildren
- Finish house renovation
- Learn to play pickleball

Business Goals

- Hire farm manager
- Buy new planter
- Transition ownership to children

INCOMING FARMER

Personal Goals

- Family vacation to east coast
- Home ownership
- Volunteer with local Optimist Club

Business Goals

- Take an Agribusiness management course
- Transition into farm ownership
- Pay off farm-related debt

Personal Goals

[illegible]

Business Goals

[illegible]

Note big goals that affect your succession plan.

