

# Growfarm® Training Information Sheet



	Understanding true sheep and beef farm profit	True Profit   Get ahead of the game	Decision-making for true sheep and beef farm profit
<b>Level   Length</b>	<b>GF-101   INTRODUCTORY   3 hours</b>	<b>GF-102   INTRODUCTORY   3 hours</b>	<b>GF-103   INTRODUCTORY   half day</b>
<b>Pre-requisites</b>	-	-	-
<b>Description</b>	<p>Eliminate confusion by understanding the different profit reporting methods commonly used in the sheep and beef industry.</p> <p>Discover and test the best profit method you can use to create real results in your sheep and beef farm businesses.</p>	<p>This vital training provides a full introduction on how profit is actually created on your farm and how you can begin creating it.</p> <p>A great overview of the profit model (including the 6 profit principles).</p> <p>Includes take-away methods and plans for putting the profit model in place on your farm.</p>	<p>Look at your farm business in a whole new way and get prepared to profit under any conditions you may face</p> <p>Run real time profit scenarios using our unique cloud based profit system - ProfitLIVE® to learn how true sheep and beef farm operating profit is measured and calculated</p> <p>Discover how to use this information to influence your true profit decision-making and be ready for anything.</p> <p>Participants will need to bring a laptop.</p>
<b>Suitable for</b>	Sheep and beef farmers and rural professionals who want to improve their understanding of profit basics and have confident discussions around business decisions and financial results with their business team	<p>Sheep and beef farmers who can run a farm and want to improve their business results by creating true profit in their farm business.</p> <p>Rural professionals looking for an introduction on 'how' to create true sheep and beef farm profit, in order to have more meaningful conversations with their customers.</p>	<p>Sheep and beef farmers looking for a simple, practical way to improve profitability in their farm business, while refreshing on the fundamentals of a truly profitable sheep and beef farm business.</p> <p>Rural professionals looking for insights into how farmers can make day-to-day decisions for true profit.</p>
<b>What's involved</b>	<ul style="list-style-type: none"> <li>📈 A look at the differences between commonly used profit reporting methods</li> <li>📈 How to calculate business profit for each method to clarify the differences</li> <li>📈 How to select the best profit reporting method for your needs</li> <li>📈 How industry accepted approaches to using this information can either help or hinder your true profit decision-making on farm.</li> </ul>	<ul style="list-style-type: none"> <li>📈 How to calculate and measure true sheep and beef farm operating profit</li> <li>📈 How to use this knowledge for true profit decision-making day to day</li> <li>📈 Develop a plan to begin creating profit in your sheep and beef farm business</li> <li>📈 Useful tools to take away and apply on-farm</li> </ul>	<ul style="list-style-type: none"> <li>📈 Clarity on the fundamental function of a profitable farm business</li> <li>📈 A simple systematic approach to predicting weekly value changes in animals</li> <li>📈 Clarity on how all farm working expenses are allocated to animals over any timeframe; and how to apply this information to determine true profit</li> <li>📈 Analysis of how changing conditions on and off farm can impact the profit equation and what you can do about it</li> <li>📈 Useful tools to take away and apply on-farm</li> </ul>

Please contact us for all enquiries.

**CONTACT US**

support 🐮 profit 🐮 confidence

## Growfarm® Training Information Sheet

	How true sheep and beef farm profit is created PART 1   STRATEGY	How true sheep and beef farm profit is created PART 2   OPERATIONS	How true sheep and beef farm profit is created PART 3   PROFIT DRIVERS AND PROFIT ENHANCERS
<b>Level   Length</b> <b>Pre-requisites</b>	<b>GF-201   INTERMEDIATE   half day</b> -	<b>GF202   INTERMEDIATE   full day</b> <b>GF-201</b>	<b>GF-301   ADVANCED   half day</b> <b>GF-202</b>
<b>Description</b>	<p>Get ready to step it up to a new level in business thinking with this in-depth look at the first three profit principles.</p> <p>You'll begin developing your own framework for creating a truly profitable sheep and beef farm business, starting with the big picture for your business.</p> <p>This intermediate level training uses ProfitLIVE®, our unique cloud based profit system, and is great by itself or as a follow-on from any of our introductory level training.</p> <p>Part 1 of 3 - complete this training or complete the series!</p> <p>Participants will need to bring a laptop.</p>	<p>The follow-on from Part 1   Strategy. In this training you will uncover how you can create consistent profits on your farm, wherever and whoever you are.</p> <p>Learn how to make the rubber meet the road by examining the final 3 profit principles.</p> <p>Using ProfitLIVE®, our unique cloud based profit system, you'll learn the key processes, decisions and actions that complete the pattern of success for profitable sheep and beef farmers, in this intermediate level training.</p> <p>Builds on the steps learned in Part 1   Strategy and prepares you for Part 3 (the ability to deliver profit under ANY of the conditions you may face in your farming business).</p> <p>Participants will need to bring a laptop.</p>	<p>The follow-on from Part 2   Operations. In this training you will discover the options you have to still deliver profitable results under changing conditions in your farm businesses.</p> <p>Learn the levers to pull regardless of a fluctuating season and variable market conditions to deliver on your plans.</p> <p>An advanced level training building on profit model fundamentals, using ProfitLIVE®, our unique cloud based profit system, to build on the work you have developed in Parts 1 and 2.</p> <p>Participants will need to bring a laptop.</p>
<b>Suitable for</b>	<p>Sheep and beef farmers who are serious about making permanent profitable changes to their farm business results.</p> <p>Rural professionals who want to understand the motivations and decisions of their sheep and beef farming customers, beyond just the fundamentals of running a farm.</p>	<p>Sheep and beef farmers who are ready to implement permanent, profitable changes in their farm businesses.</p> <p>Rural professionals who want to understand the how sheep and beef farmers can implement permanent, profitable changes in their businesses</p>	<p>Sheep and beef farmers who have begun implementing the profit model and are looking to break through their own glass ceilings.</p> <p>Great for those who want confidence in their decision-making and to supercharge their farming practices.</p> <p>Rural professionals who want in-depth knowledge into the vast array of tools available to farmers to deliver consistent results, including which levers directly affect profit and which ones don't.</p>
<b>What's involved</b>	<ul style="list-style-type: none"> <li>👉 Practice building the strategic parameters for your farm business; and identify the skills and resources you need to put the plan in place</li> <li>👉 How to use key inputs to calculate profit on animal groups to determine profit periods and profitable animal groups</li> <li>👉 How to develop a Season Plan to set up the farm for capturing profit-making opportunities</li> <li>👉 How to estimate cashflow requirements needed to realise the profit-making opportunities in your farm business</li> <li>👉 Useful tools to take away and apply on-farm</li> </ul>	<ul style="list-style-type: none"> <li>👉 How to define optimum pasture and soil conditions for your Season Plan</li> <li>👉 How to clarify the profitable animal groups and tallies you need to fully feed during your profit periods</li> <li>👉 How to identify timing of selling/buying animal groups to realise profit and set up for future profit periods</li> <li>👉 How to establish a repeatable process using all six profit principles and your Season Plan</li> </ul>	<ul style="list-style-type: none"> <li>👉 How to tell the difference between profit drivers and profit enhancers and know how each contributes to farm business performance and profitability</li> <li>👉 How to classify farming tools, techniques and decisions you use every day into profit drivers and profit enhancers</li> <li>👉 Experiment with profit driver and enhancer levers to evaluate business results under changing conditions</li> <li>👉 How to use profit driver and enhancer levers through scenario analysis to confidently adapt your decisions and secure results whatever the season</li> </ul>