

KANSAS STATE

Agricultural Economics
Office of Farm and Ranch Transition



Kansas Agricultural Mediation Services
1-800-321-FARM (3276)

**KANSAS STATE
UNIVERSITY**

Extension
Cottonwood District

Presented in partnership with the Kansas State University Department of Agricultural Economics,
Office of Farm and Ranch Transition, Kansas Agricultural Mediation Services,
and Kansas State University Extension Cottonwood District.

Farm Succession: Tools for the Trusted Advisor

*Helping Clients Start Conversations,
Identify Next Steps & Move Forward*

STRONG FARMS.
STRONG FAMILIES.
BRIGHTER TOMORROWS.



Tuesday,
October 14, 2026
9:00 AM – 3:00 PM



K-State Agricultural
Research Center - Hays
1232 240th Ave.
Hays, KS 67601



\$100

In-person registration

Who Should Attend?

Agricultural lenders, accountants, attorneys, insurance professionals, farm management professionals, and other agribusiness service providers who work with farm and ranch families.

You'll Gain:



Tools to recognize when clients are ready to discuss succession



Strategies to have more effective and productive conversations



Practical resources to guide clients to appropriate next steps



Greater confidence in your role as a trusted advisor

Topics Include:

- ✓ Understanding the farm transition journey
- ✓ Identifying client readiness
- ✓ Communication skills for difficult conversations
- ✓ Turning concerns into actionable next steps
- ✓ Case studies & role playing
- ✓ Building your succession referral network

REGISTER ONLINE

[https://www.agmanager.info/events/
farm-succession-tools-trusted-advisor](https://www.agmanager.info/events/farm-succession-tools-trusted-advisor)

Scan to register

\$100 • Materials and lunch included



PEOPLE | PARTNERSHIPS | POSSIBILITIES

Supporting Kansas Farm and Ranch Families for Generations