

**M**anagement of agricultural enterprises and rural properties demands a qualified expert who understands the complexity and intricacy of today's rural environment. Educated and experienced specifically in agricultural management, an Accredited Farm Manager (AFM) is uniquely qualified to serve you.

The changing face of agriculture makes management a highly specialized profession. Understanding the jobs of efficient production and profitable marketing requires the help of a specialist who is knowledgeable and seasoned in making decisions.

#### **WHO NEEDS AN AFM?**

- Owners of farms and ranches held as investments
- Banks, trusts, attorneys and others who are responsible for property owned by others
- Prospective buyers of farm and ranch land
- Landowners who need liquidation management
- Those who need consulting on land management issues
- Landowners who need accounting assistance.

The AFM designation is available only through the ASFMR and is awarded to only those individuals who demonstrate experience and complete a rigorous education program designed to enhance professional skills and knowledge of land management and production agriculture.

## **BENEFITS OF CHOOSING AN AFM**

You need an agricultural professional with skills, experience and education, to provide land investment analysis and management of day-to-day operation for agricultural enterprises. You need someone with:

- Knowledge of government activities that specifically apply to agriculture, such as taxation, environmental regulation, proposed legislation, and subsidies;

- Specialized expertise in today's complex agricultural economy to keep your operation profitable and sustainable;
- Sound business practices to manage production inputs in a profitable way to improve your margins; and
- An understanding of environmental issues to comply with government regulations to protect your assets.

## **EXPERT GUIDANCE AND ASSISTANCE**

The complexity of American agriculture continues to grow each day. Therefore, you want someone who is specifically trained to meet your individual needs and goals. Today's AFM can assist you while maintaining the highest standards of integrity, professionalism, competence and ethics.

These professionals are focused on procedures, analysis, critical thinking skills and real-world problem solving techniques that are helpful in your specific situation.

**AFMs are resourceful. They provide expertise and can serve you in areas such as:**

- Cash flows and partial budgets;
- Internal rate of return analysis;
- Crop residue management programs;
- Government program analysis;
- Purchasing and selling land;
- Agricultural chemical record keeping and recommendations;

- Seed, fertilizer, and other production input selection;
- Irrigation technology and analysis;
- Farm plan preparation and implementation;
- Operator selection;
- Lease terms and negotiations;
- Crop/livestock marketing;
- Expert witness testimony;
- Precision farming technology; and
- Insurance needs and options.

An AFM receives continuing education to stay current with key developments and trends which affect the agricultural industry. These include:

- Environmental compliance;
- Agricultural tax regulations;
- Soil and water conservation;
- Futures marketing and options; and
- Government regulations and programs.