

OVERVIEW OF A FARM TRANSITION COACH

What is a Farm Transition Coach?

- Someone who meets with a family to listen to their story and help them get started and continue down the road to a farm transition
- Someone who asks hard questions to make sure people are really thinking all the way around the issues
- Someone who can be an objective third party if two generations are working together- (either related or not related)
- Someone who has an understanding of resources available to families and a sense of who to engage when
- Someone who can help the families think through their next steps- it will differ with families but could mean helping to develop a framework for moving forward, timelines and holding the families accountable
- Someone who can be a support person along the journey of the farm transition- which could possibly stretch to beyond a year or more
- Someone who assesses when their own skills are not enough to handle the situation and when to call in other resource people
- Someone who is able to work confidentially with families- the information shared is not public and will not be shared

A Farm Transition Coach is not:

- Someone intended to be an expert on such things as tax laws, legal implications of decisions, ability to assess the financial validity of a farm operation
- Someone who does the work for the family
- Someone who is a “matchmaker”- but rather someone who is considered a conduit for making connections with beginning farmers