



Executive Farmer Network

Making Your Decision

The Executive Farmer Network (EFN) is a unique experience. Its peer group model brings together top producers to learn from one another, become stronger managers and thrive in a constantly changing farm economy.

It's Valuable for Your Farm Today and Tomorrow.

As an EFN member, you'll have the opportunity to discuss and solve challenges from management practices to employee development, communication, leadership, succession and more.

You'll also receive year-round benefits, including access to industry news, ongoing consulting with Encore CEO Tim Schaefer, webinars, private conference calls and connections to successful producers.

What's In It for Me?

Our peer group members averaged increased improvements in the following: Leadership: +37.2%; Communication: +34.2%; and Morale: +32.9%

Before joining EFN, some producers told us they didn't have time to meet twice yearly for a couple of days. But after joining and experiencing the first session, they understood its value. One EFN member said, "We look forward to that time, even if it means we need to juggle our schedules around. It's 100% worth it."

Making the Call: "Kick the Tires"

If you think EFN might be for you, the first step is to contact Encore founder Tim Schaefer. During this 20-minute call, we'll start with a brief outline of your farm, what makes it successful, and the challenges you wish to solve. We don't want there to be any surprises, so you can ask us anything about the program. Common questions we hear are: Who will we be grouped with? How many days a year does this involve? What does a typical meeting look like? We'll discuss our commitment to your farm and what commitment you will bring to the other farms in the group. Our groups are strong because everyone is committed to the program and each other. Together, we'll decide if the EFN is a good fit for you.

The Onboarding Process.

Once we've agreed that EFN is right for you, we'll present summaries of the other farms in the group. Together, we'll select the group that best fits your farm based on size, management style, production type, and the number of employees. You will not be placed in a group with any farms located near enough to compete with you.

Then, we'll get the meeting dates on your calendar. EFN meetings are held at group members' farms, twice a year, in winter and summer, at non-peak times decided by the group members themselves. Meeting at farms gives peer group members a behind-the-scenes look at farms, which participants consistently tell us is a valuable experience.

Next, you'll sign non-disclosure agreements to ensure confidentiality. Encore, along with all EFN participants, adhere to strict confidentiality standards.

The cost of membership is \$5500 annually for two attendees per meeting. We encourage two members from each operation to attend because the ideas you bring back will gain more traction if you have two members advancing the ball instead of one. A \$2000 earnest money deposit secures your place in the EFN group. The remainder is due after the first group meeting. We have a money-back guarantee. If after two consecutive meetings you are not satisfied, we will give you a full refund of your first year's membership.

Welcome to Your First Meeting!

Each EFN group meeting takes place at the farm of one of the members. Meetings are held twice yearly and last a little more than two days. You are responsible for your own travel and overnight arrangements; but we make it easy by coordinating travel, hotel and dining.

Encore works with the host farm to create the host case study which serves as the meeting's focus. The process is engaging and focused so each farm will come away with ideas and tactics to implement. After each session, Encore prepares a summary report for the host farm detailing what was discussed and the implemented plan.

It is important that after the meeting, you get traction for the ideas and strategies you learn. Tim is available to coach you so you can move forward. Then, at the next meeting in six months, we will evaluate the progress everyone made.

Is There a Fit?

Contact Tim now to set up your "Kick the Tires" call at **tim.schaefer@encore-consultants.net** or **320.288.4084**.

See what participants of the program have to say!
<https://bit.ly/37SumNb>

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