

Marketing Savvy Pays

THE MASTER MARKETER PROGRAM



Q: How can you get more profit from your farm/ranch operation?

Answer inside

sponsored by
Texas Cooperative Extension
The Texas A&M University System
Texas Corn Producers Board
Texas Farm Bureau
Cotton State Support Committee
Risk Management Agency/USDA
Texas Extension Education Foundation

A: Marketing education and training pay dividends that will directly improve your bottom line! Previous graduates report their incomes have increased, on average, more than \$33,000 per year.

What is the Master Marketer Program?

This program is designed for agricultural producers and agribusiness leaders experienced in marketing commodities and having some knowledge of futures and options markets. The course contains 64 hours of intensive marketing training, focusing on cotton, feedgrains, wheat, and livestock.

When: I: Jan. 3-4 III: Jan. 31-Feb. 1
II: Jan. 17-18 IV: Feb. 14-15

Where: Lubbock, Texas

Why Should I Be Interested?

Profit and Risk. The political movement towards free trade throughout the world, coupled with changing farm program supports, will lead to greater price volatility. These changes will necessitate a renewed emphasis on marketing skills. Producers who understand market forces and alternative marketing techniques will have a clear advantage in the future.

A little improvement in marketing skills can mean a lot to a producer's bottom line. A commercial producer who increases his net price just 2.5 percent to 5 percent will increase net returns before taxes by \$10,000 to \$50,000 a year, depending on size of operation.

What Will be Taught?

The course, offering a range of topics aimed at enhancing marketing skills, will be approached from a real-world standpoint using numerous case-study examples and simulated problems. Subjects will include:

- Development and implementation of a marketing plan
- Basic and advanced marketing strategies
- Fundamental and technical analysis
- Value added and alternative marketing mechanisms
- Marketing discipline
- Weather impact on market prices

Anyone who doesn't feel they are already at the intermediate to advanced level should attend the free futures and options leveling workshop being held on January 2, 2007, before the beginning of the Master Marketer Program.

Who Will Be the Instructors?

Master Marketer Program instructors come from the faculty of the Texas Cooperative Extension, numerous other universities and private industry. Their outstanding expertise and communication skills rank them among the best in the country.

What Do Previous Graduates Say?

- *The Master Marketer Program was professionally presented, giving producers the ability to begin to control areas of price protection.* - **Bill Weldon**
- *Learn More about how to take control of your marketing opportunities!* - **Brad Heffington**
- *I have gained the confidence to pursue risk management strategies in the market place.* - **Lexie R. Fennell**
- *I can't put it in words. You have to experience it.* - **Wesley Butchee**
- *I have been to a lot of cotton marketing workshops. This one is by far the most helpful in helping me in my marketing.* - **Doug Hlavaty**
- *The Master Marketer Program will help you develop the skills to market your crop beyond the seven-year farm program.* - **Ronald Groves**
- *Every producer, regardless of their marketing skills, can greatly benefit from this course.* - **James Wedel**

How Do I Apply?

Complete the attached application and enclose a check for \$250 payable to **Texas Extension Education Foundation (TEEF), Account #8200**. Please send both by **December 20, 2006** to Texas Extension Education Foundation, P.O. Box 946, College Station, Texas 77841-0946

Since the Master Marketer Program involves intensive hands-on training, enrollment will be limited to 60 participants.

How Is This Program Funded?

Registration fees only pay for a small portion of the program cost. Grants from the Texas Corn Producers Board, Texas Farm Bureau, the Cotton State Support Committee, and Risk Management Agency/USDA make this program possible. Other significant contributors include area agribusinesses.

SESSION I: Review of Basics

The first two-day session will concentrate on basic and intermediate marketing to set the stage for the remaining sessions. Major topic areas covered will include budgets/breakeven - financial analysis, basic and advanced marketing strategies, and development and implementation of a marketing plan.



Dr. Stephen H. Amosson is a Professor and Extension Economist-Management based in Amarillo. Dr. Amosson's program covers a wide area of emphasis, ranging from marketing and alternative irrigation systems to waste management/water quality.

Stan J. Bevers is a Professor and Extension Economist based in Vernon. His areas of specialization include farm and ranch management, marketing/risk management, and marketing club development. Stan was also the lead author in the development of the *Bud-Pro* budgeting program.



Dr. Mark L. Waller is an Associate Department Head, Professor, and Extension Economist-Grain Marketing and Policy based in College Station. Dr. Waller's program emphasis includes price risk management and market analysis, price outlook, market information collection and dissemination, evaluation of marketing alternatives, and farm policy.

Dr. Danny A. Klinefelter is a Professor of Agricultural Economics at Texas A&M University and Director of *The Executive Program for Agricultural Producers*. He serves as Executive Secretary for the Association of Agricultural Production Executives and is Executive Vice President of Klinefelter Farms, Inc., an Illinois family farm corporation. He is author of seven books on agricultural finance and farm business management.



SESSION II: Fundamental Analysis in Crop Markets and Production Risk Management Tools

This session will discuss the fundamental factors that influence market prices and production risk management for feedgrains and cotton. Instructors will use case studies to cover topics such as balance sheet analysis, cycles, seasonality, short crop vs. normal crop price patterns, market information, market psychology, and crop insurance.



Dr. G.A. (Art) Barnaby, Jr. is a Professor of Agricultural Economics at Kansas State University in Manhattan, Kansas. His program emphasis includes financial planning, government commodity programs, risk, and crop insurance. Dr. Barnaby has worked extensively with the private crop insurance industry, FCIC, and farm commodity groups on crop insurance issues.

Dr. John Robinson is an Associate Professor and Extension Economist-Cotton Marketing for Texas Cooperative Extension based in College Station, Texas. His educational programming emphasizes risk management issues related to cotton, including cash markets, hedging, contracting, insurance, and policy issues.



James D. Sartwelle, III is Extension Economist, Risk Management, with Texas Cooperative Extension and is currently finishing his PhD. in Agricultural Economics. He works with the TAMU Agricultural and Food Policy Center studying the farm level impacts of policy changes. From 1994 -1997 Jim worked as an Extension Economist with the Kansas State University Cooperative Extension Service, based in Garden City, Kansas. His applied research interest includes beef cattle marketing topics.



SESSION III: Incorporating Technical Analysis in the Marketing Plan and Fundamental Analysis of Livestock Markets

The first day of this session will explore the uses of technical analysis, especially in relation to the marketing plan. The instructor will use case studies to explain such techniques as chart formation, support/resistance, trends, moving averages oscillators, and other tools to improve marketing timing. The second day of this session will discuss the fundamental factors that influence livestock prices.



Alan Brugler is President of Brugler Marketing and Management, LLC, Omaha, Nebraska. Previously, he was DTN director of market analysis and spent ten years as a research and commodity strategist. His reports included DTN's Grains, Livestock, and Cotton segments, Technical Comments, Special Research Reports, ChartTalk, Midday Grain Comments, and Weekly Options. He has presented some 470 seminars on fundamental and technical market analysis methods, options, and market outlooks in the U.S. and Canada. The Brugler Cycle Indicator (BCI) is available on DTN Pro Series and DTNstant services.

Dr. David P. Anderson is an Associate Professor and Extension Economist in the Department of Agricultural Economics at Texas A&M University. His research and Extension education activities are in livestock and food products marketing and policy, focusing on issues relevant to Texas livestock producers.



SESSION IV: Marketing Plans, Discipline, Legal Issues, and Weather Risk/Impacts

During this final session, participants will learn more about how to incorporate what they learned in the first three sessions into the marketing plan, as well as discuss legal issues and weather risk/impacts. They will also learn how important a disciplined approach is in achieving their marketing goals.



Darrell D. Holaday is a private marketing/management consultant. Prior to his current position, he served as Manager of the Kansas Agricultural Marketing Association for Kansas Farm Bureau. He also directed the association's FB TAX and Accounting Service. While at Kansas Farm Bureau, Mr. Holaday developed educational programs on marketing and management; published *Market \$en\$e*, a weekly market information newsletter; and advised producers within Kansas Farm Bureau's individualized consulting service, Market Sentry.

Dr. Wayne A. Hayenga is Professor and Extension Specialist at Texas A&M University. Dr. Hayenga's program emphasis is in teaching and coordinating educational programs in estate and income tax management. In the past several years he has discussed estate planning and other legal topics with many professional organizations and business owner groups. He has also been involved in agricultural finance and other agribusiness educational programs. He was awarded the Faculty Distinguished Achievement Award from the Former Students Association of Texas A&M University.



Educational programs of the Texas Cooperative Extension are open to all people without regard to race, color, sex, disability, religion, age or national origin.

The Texas A&M University System, U.S. Department of Agriculture, and the County Commissioners Courts of Texas Cooperating.

Registration Form Master Marketer Program

Name: _____

Address: _____

Phone: _____ / _____

Fax: _____ / _____

E-Mail: _____

Please specify information about your operation:

Location (county): _____

Occupation: _____ Producer Other _____

Commodities produced

Crops (acres)

Corn _____

Wheat _____

Sorghum _____

Cotton _____

Soybeans _____

Livestock (head)

Cow/Calf _____

Stocker _____

Sheep _____

Goats _____

Other _____

Please describe any previous marketing courses taken or training received:

What marketing tools do you currently use?

Anyone who doesn't feel they are already at the intermediate to advanced level should attend the futures and options leveling workshop being held on January 2, 2007, before the beginning of the Master Marketer Program.

How to apply for the Master Marketer Program: Registration fee is \$250 per person. **Fee(s) may be paid by check or money order. Please make payable to Texas Extension Education Foundation (TEEF), Account #8200.** Send payment with completed registration form to:

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P.O. Box 946
College Station, Texas 77841-0946

**Deadline for sending application is
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