

# TEXAS A&M AGRI LIFE EXTENSION

## SCHEDULE

The 2021  
Master Marketer Seminar Series  
will be conducted online  
through Zoom.

January 27

“Intro to Futures and Options”  
with Mark Welch, and  
“Working with a Broker”  
with Donna Hughes

February 3

“Budgets”  
with Justin Benavidez, and  
“Marketing Plans” with Ed Usset

February 10

“Crop Insurance”  
with Steven Klose, and  
“Weather” with Brian Bledsoe

February 17

“Cotton” with John Robinson,  
“Technicals” with Alan Brugler, and  
“Grain” with Mark Welch

February 24

“Livestock”  
with David Anderson, and  
“Ag Policy” with Bart Fischer

March 3

“Legal Issues”  
with Tiffany Dowell Lashmet, and  
“Tying It All Together”  
with Darrell Holaday

# Master Marketer

## 2021

## The Master Marketer Seminar Series

Can you reduce risk and get more profit from your farm/  
ranch operation? Since 1996 over 1,300 participants have  
graduated from 31 Master Marketer programs.

Participants report increased financial returns to their  
farming and ranching operations as well as increased  
understanding of risk management concepts.

Due to the coronavirus, Master Marketer will be online this  
spring, with sessions offered on Wednesdays beginning  
January 27 through March 3.

### Registration Information:

The “no-cost” required registration  
for this seminar series is available at

<https://agriliferegister.tamu.edu/MasterMarketer>

More information on the Master Marketer Program  
can be found at <https://mastermarketer.tamu.edu> or  
by contacting the Extension Economist coordinators,

Justin Benavidez at [benavidezjustin@tamu.edu](mailto:benavidezjustin@tamu.edu)

Office: 806-677-5600 Cell: 979-219-5287

and Mark Welch at [jmwelch@tamu.edu](mailto:jmwelch@tamu.edu)

Office: 979-845-7677 Cell: 806-683-9981

*Funding has been provided by  
Texas A&M AgriLife Extension Service,  
USDA-Southern Risk Management Education Center,  
Cotton Inc.-Texas State Support Committee,  
Texas Farm Bureau, Texas Grain Sorghum Producers,  
and Texas Wheat Producers Board*