

LUCERNE AUSTRALIA

2013 BUSINESS SKILLS DAY



We invite you to join us for an afternoon of information and networking at our Business Skills Day on Wednesday, 26 June. This event is in partnership with Rabobank and is open to members of Lucerne Australia. All family and business members of your operation are also encouraged to attend.



Rabobank

Topics include:

Personal Property Securities Act (PPSA) Register: why it matters

Andrew Goode, Partner at Mellor Olsson in Adelaide will explain how as a lucerne seed grower you should register with the PPSA to improve the way you manage credit risk. This is vital if you sell lucerne seed.

Current market analysis of grains and oilseeds for local conditions

As the senior grains and oilseeds analyst at Rabobank in Sydney, Graydon Chong will focus on current medium-term drivers of grains and oilseeds supply and demand. His energy and passion is not to be missed.

Planning for change: examples where succession has gone wrong

This session by Mellor Olsson's Andrew Goode, will outline a number of real, attention-grabbing examples of where succession has gone wrong, why it has gone wrong and how to avoid it with your business.

Revisiting the 'Cost of Production template'

This session will focus on utilising the Lucerne Australia, member-only cost of production template and making it work for you to assist in decision making processes. It will be presented by Chairman Warrick Thorpe.

Debt management: how to chase your money

A focus on debt management, preferential payments, cost of bankruptcy, knowing how to chase your money and how to handle liquidator claims – a must if you trade in commodities. Presented by Andrew Goode of Mellor Olsson.

Launch of Lucerne Australia's Occupational Health and Safety Guides

Growers will receive the exclusive, LA member-only OHS guides to keep you and your business safe. These have been developed over 18 months. This session will outline the tips and tools of how to use them and includes Chas Cini from Mediation and Employment Relations Services, and LA members Bruce Connor and Charlie Hilton.

Date:

Wednesday, 26th June 2013

Time:

1:30PM-5:30PM

*This includes afternoon tea plus an evening BBQ with refreshments. *Please advise of any dietary requirements in advance**

Venue:

The Keith Institute, Heritage Street, Keith, SA

RSVP by Monday 28th June to:

Nicola Raymond
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