

Visit www.WHENtoSellLand.com for video discussion on these topics.



FARM for GENERATIONS



### **W**ealth Creation

Is your goal to *create family wealth* **OR** be a *landowner*?

### Land Return on Investment (ROI) Calculation

\*what is my land's value? Ask a Barnes Land Agent at 785-742-4580

#### **Benchmarks**

What types of ROI do other investments offer?

#### Questions to consider:

What is the right wealth builder for me?

Who could help me evaluate this decision?



# **Health of My Land**

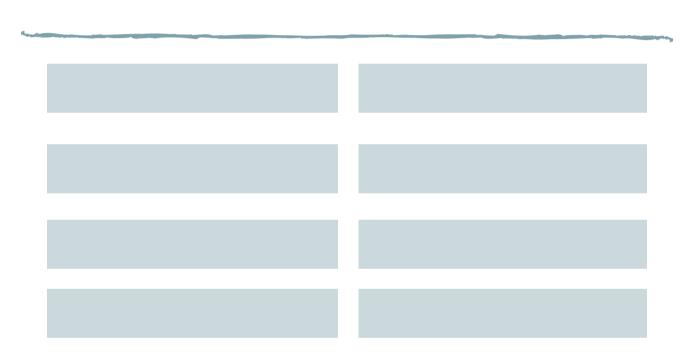
Is the health of my land improving or sliding downhill?

	Improving	Declining
yield maps		
soil tests		
organic matter-mulch layer		
lime levels		
terraces		
waterways		
buffer strips		
noxious weeds		
fences		
tree management		
buildings/improvements		



## **Every Person**

Who are the people beyond yourself to consider? What are their needs?



### Ideas:

- Tenant
- Spouse
- Folks
- Kids/Heirs
- Neighbors

- The Farm Business
- Siblings/Cousins
- USDA Agreements
- Easement owners
- Oil/Gas/Wind Leasees



# **Needs & Nice Things**

Will your financial assets provide enough cash flow for comfort?

The *right* time to sell is driven by a unique set of factors for each property and its owner. Rather than getting caught up in today's market movements, it is important to keep perspective on what is *really* important to you and your family. People that own farmland--often own it for 30+ years. That is the time horizon to think about here.

If you are a landowner that seeks long-term ownership, that is improving the health of your land and you are happy with your cash flow--- by all means, this is NOT the time to sell.

For the rest of you, IT IS TIME to start talking to professionals and find a path to meet *your* goals. Now, could be the right time to sell land and seek other assets to build wealth.

Let's have a chat, Lynn

