

Farming together.

Dr Cathy Byrne
Expert Support
02 6626 9505

How to be a five-star *Farming Together* consultant

1. Align with Program Drivers

- **Farm profitability**
 - Business of the farm/impact/viability
- **Collaboration**
 - Is it a real group? Are they really working together or just building their business?

Help them find partners and profitable models, the Assoc. / Just for Profit / co-op / company?
If supports various bus. models/structures
Tip: speak with more than one primary producer, review or create their business strategy, and connect them with others (prior steps to engage)

How to be a five-star *Farming Together* consultant

5. Use technology

- Try Skype, Facetime, or Zoom before expensive commercial call or latency star-ups (also see www.conferece.com.au)
 - Try old tech phones. Connect with the FT team, especially for time-pressed services
 - If a farmer needs a workshop (not worth, let us know, keep us informed (case notes and email))
 - Call us... connect with us
- What are the 5 star things?*

How to be a five-star *Farming Together* consultant

2. Understand how the program works (value of each step)

- **Partner app** - the report - Report request (quoted services below) (M&A - HC funding (up to \$15k))
- How to apply (Part 2 of 2) - How to engage model
 - How to apply to other model/other model - Farm response
 - Angles to apply
 - Create an Open Report (only for a cost)
 - M&A then M&A - get the right person
 - To succeed - partner request (1) - internal a **farm/producer** (see application)
- **W&A** - we can help to help (if you M&A to reach out) - why did they come to the program? how can we help (M&A) - how to apply to other model/other model (group consultant) - Report what is needed for M&A (consultant)
- **Form** (gather services) about the program (Farm projects)

How to be a five-star *Farming Together* consultant

3. Respect confidentiality

- **Some projects are highly confidential.**
- Be careful leading reports, (ensure in correct case)
- Don't discuss FT projects outside your direct relationships (farmers and FT team)
- Farmers get a copy of your reports. So, be honest and clear about your recommendations, ensure the fact, involvement. **Include your opinion with farmer know how.**
- You can recommend a case to back program but try to find a way forward for them
- Other consultants (M&A) use reports and docs in case notes, not your quotes or service reports
- Yes, M&A apps are in notes (subject very confidential)

How to be a five-star *Farming Together* consultant

4. Write clear reports and case notes

- Thank you to your partners with our system! Our email team tries to give you feedback soon and knows who to share.
- Plan your calls and research beforehand
- Include the FT or the program context!
- Please try to include (even if messy) outcomes, but DON'T copy/paste your entire report in the summary field.
- **Does the case align with the program?**
- Does your report provide value to the farmer? Does your partner see the value?
- Quotes must include GST and total costs
- **Intention** - **Intention** (report/consultant) by late 20

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1. Align with Program Drivers

- **Farm profitability**
 - business of the farm/impact/viability
- **Collaboration**
 - is it a real group? Are they really working together or just building their business?

Help them find partners **and** profitable models.
Inc. Assoc. / Not-for-Profit / co-op / company ?

FT supports various bus. models/structures

Tip: speak with more than one primary producer, review or create their business strategy, and connect them with others (from singles to mingles).

How to be a five-star *Farming Together* consultant

2. Understand how the program works (value at each step)

Farmer app > Rec.report > Expert support > Quoted services (under \$10k) > FG funding (up to \$175k)

- Read the Ops Plan or at least 'How the Program Works'
- ES - Prioritise to deliver *immediate value*, then progress *long term goals*
- Create an Expert Support plan - every hour costs!
- WHAT, then WHO - get the right person

No case will progress beyond \$10k without a business case or FGF application.

YES, you can use ES to help FGF app, **BUT** take coach role. Why did they come to the program? How can we help THEIR IDEA? Is it viable? feasible? supported by group commitment?

Tip: FGF what is fundable? see FGF Guidelines >>

farmingtogether.com.au/about-the-program/farmer-projects/

How to be a five-star *Farming Together* consultant

3. Respect confidentiality

Some projects are highly confidential.

- Be careful loading reports/invoices to correct case
- Don't discuss FT projects outside your direct relationships (farmers and FT team)
- Farmers get a copy of your reports. So, be honest and clear about your recommendations.
- **You are our field professionals - balance your expertise with farmer know-how**
- You can recommend a case to 'exit program' but try to find a way forward for them
- Other consultants ONLY see rec reports and docs in case notes, not your quotes or service reports
- Yes, FGF apps are in notes (except very confidential)

How to be a five-star *Farming Together* consultant

4. Write clear reports and case notes

- Thank you for your patience with our systems!
Our small team hopes to give you feedback soon,
ask farmers to do our survey
- Plan your calls and research beforehand
- make the 1hr or 3hr session count!
- Please DO provide detail (meeting minutes/
outcomes, but DON'T copy&paste your entire
report in the summary field
- Does the case align with the program?
- Does your report provide value to the farmer?
- Does your questioning provide them value?
- Quotes must include GST and travel costs
- Invoices e: Deborah.Allen@scu.edu.au by June 20

How to be a five-star *Farming Together* consultant

5. Use technology

- Try Skype, Facetime, or Zoom before expensive conference calls or faraway site visits (also see www.conferencecall.com.au)
- Try 'old tech' phones. Connect with the FT team, especially for time-pressured services
- If a farmer needs a workshop next month, let us know, keep us informed (case notes and emails)
- Call us... connect with us
- **What are the 5-star things?**

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If supports various bus. models/structures
Tip: speak with more than one primary producer, review or create their business strategy, and connect them with others (prior steps to engage)

How to be a five-star *Farming Together* consultant

5. Use technology

- try Skype, Facetime, or Zoom before expensive commercial call or latency star video
 - when you want conference call, use dial
 - try old tech phones. Connect with the FT team, especially for time-pressed services
 - if a farmer needs a workshop next month, let us know, keep us informed (case notes and email)
 - Call us... connect with us
- what are the 5 star things?*

How to be a five-star *Farming Together* consultant

2. Understand how the program works (value of each step)

- farmer app - the report - report request (quoted services below) (M&I - HC funding (up to \$10k))
- call FT tips team if you don't know the program model
 - call FT tips team if you need more advice. Farm response
 - get the report
 - create an Open Space plan (only for a cost)
 - M&I then asks - get the right person
 - the specialist person (not FT) attend a workshop (same day activities)
 - M&I will call you to help if you need it (or reach out)
 - why did they come to the program? how can we help them?
 - M&I will update farmer's report (by group consultant)
 - the FT will then fund the report (if needed)
 - farm (gather services) about the program (farm projects)

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- Farmers get a copy of your reports. So, be honest and clear about your recommendations.
- **Respect the farmer's involvement. Include your experience with farmer know-how.**
- You can recommend a case to back program but try to find a way forward for them
- Other consultants DON'T see reports and docs in case files, not your queries or service reports
- Yes, F&F apps and notes (except very confidential)

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- Thank you to your producer with our system
- Our email team tries to give you feedback soon and knows what our system
- Plan your calls and research beforehand
- include the FT or the producer email
- Please try provide detail (even if messy) outside of just DON'T copy/paste your entire report in the summary field
- Does the case align with the program?
- Does your report provide value to the farmer?
- Does your producer respond to the work?
- Quotes must include GST and total costs
- In-house - <https://www.farmingtogether.org.au> by late 20