



How much does the course cost?

The course costs £600. This includes all your course materials, refreshments and lunches.

It does not include overnight accommodation or evening meal.

Some delegates may qualify for help with the cost of the course. Contact Andy to discuss sponsorship.

How do I find out more?

Just contact Andy if you have any questions.

How do I book a place on the course?

Contact Andy to reserve a place on the next "Farming for the first time" course.

Who Are We?

The course is a collaboration between Andy Guy and Bob White from At Last! Training.



Andy Guy was a successful new entrant himself and won many farming awards including the Farmers Weekly "Farmer of the Year". In 2010, Andy

established his consultancy business and provides business planning advice and other farm business services to farmers throughout the UK.

At Last! Training is owned by Bob White. Bob



worked in finance before moving into training over 20 years ago. He provides bespoke courses for people in agricultural businesses and

other competitive industries, specializing in communications skills, management practices and personal development.

AtLast!

Training with Clear Objectives & Clear Benefits



Farming for the first time

A 2 day course designed for new entrants into farming



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Dan and Kim secured the tenancy of their first farm with the help of Andy Guy Consulting in January 2014.

Why should I attend this course?

Many people aspire to having their own farming business but only a few will succeed. Competition for tenancies is fierce and opportunities for new entrants are limited.

The tendering process is a competitive one and the successful candidate will need to ensure that their submission stands out from the crowd.

This course will help you to improve the quality of your planning and tender document as well as helping you to find out the information you need to know.

How will I benefit from this course?

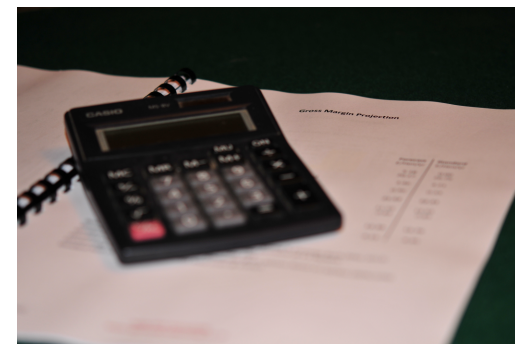
This course will help you understand the processes and skills required to get onto the farming ladder with your own business.

You will learn how to enhance your skills and address your personal limitations.

You will significantly improve the way that you approach a new business opportunity and you will improve your chances of success when you decide to look for funding, tender for a tenancy or negotiate a new business arrangement.

“....Good flow to the day, very packed with information.....plenty of time to ask questions!”

(Tim J, November 2014)



What is included in the course?

The processes and skills required to apply for a farm tenancy

Self-assessment in relation to those skills

Explore and analyze a sample business plan and tenancy application

Prepare for a farm viewing:- What to look for and questions to ask

Questioning and listening skills

Carry out a real farm viewing, followed by a debrief with the owner

Preparation and techniques for interviews and business meetings

Explore options for financing your business

Personal development and action plans