

Northern Beef Business Mentoring Program

Working with Northern Beef Businesses to identify your pain points or growth stoppers

Mentoring you through a change process - and developing solutions to the growth stoppers

The aim - to transform your business into a high performing beef enterprise



Northern Beef Business Mentoring Program

What it's about

Most businesses reach a point where they are frustrated – because there are just two or three things that are holding them back, or they need to do some fine tuning of the business – but they don't know how to get started, or where to go for help.

These days in agribusiness, it's more often about the business side of things than production – and generally markets / customers, people, financial management, return on investment, etc are key concerns.

MLA (through the MLA Donor Company (MDC)), the Qld Department of Agriculture and Fisheries (DAFQ), AgForce and the Agri-Business Development Institute (ABDI) have partnered to deliver the **Northern Beef Business Mentoring Program**.

This program is about working with northern beef enterprises, through mentoring, to take beef business owners to the "next level" of business thinking, skills and profitability.

Is this for you?

Would you like specialist advice, mentoring and support when working through:

- ☑ How to react to changing climate conditions
- ☑ Increasing income and profit – by reviewing your current and potential markets and engaging key customers
- ☑ Managing people better – including workers, plus contractors and improving family dynamics
- ☑ How to create a high performing business – suitable for sale, or for attracting an investor
- ☑ Managing business change over time – particularly if business control is changing hands.

These are just some of the key questions that will be addressed throughout the program.

“I have found the ABDI Program excellent value for me and for our business. It has helped provide real direction and clarity for the business – short and long-term. I found qualities about myself that I didn't realise I had. These include entrepreneurship, setting and achieving realistic goals and taking a futuristic view.

I have had to think outside the square and I have found new ways of looking at problems that before would have frustrated me. So overall it has been time extremely well spent.”

Clayton Mattiazzi, Hinkler Park

How will it work?

Program components include:

Webinars and Teleconferences

An ongoing free webinar and teleconference series provides you with valuable information about changing beef markets, and tips on business management and business building – from inside and outside agriculture.

One Day “Better Beef Business” Workshop

In this dynamic One Day Workshop, work with our specialist presenters ... in a group of like-minded beef business owners and managers ... to refine what's working, what's not and what action to take!

12 Month Northern Beef CEO Mentoring Program

Mentoring to support you through your change process to transform you and your business into a high performing beef enterprise. It's called the CEO Mentoring Program because our job is to work with participants so they operate increasingly as the management team of a high performing beef enterprise.



Why it's different

The main focus of the Program is on improving “business” as opposed to improving production. The Program takes an holistic approach to business change, based around the ABDI 12-Pillars of Business Best Practice.

First, you'll undertake a stocktake of where your business is now. Then you'll work out what needs to be changed or fine-tuned (your “Work-Ons”), and that's where the mentoring comes in. The mentors will work with you through a business transformation process and help guide you to stay accountable to your desired results.

One Day “Better Beef Business” Workshop

1 Day – 4 sessions

- ✓ The Workshop is designed to create a setting where beef business owners and managers take time out of their business, become the “outsider looking in” and spend quality time working ON their business.
- ✓ The Workshop demonstrates how a global best practice enterprise works, and you’ll assess how your business measures up. It also provides insights into global beef market opportunities.
- ✓ You’ll identify your Top 3 “Work-Ons” — three things which are major business growth stoppers or barriers to financial and personal success.
- ✓ We then define your own personal “Steps to Change”. We collectively map out how to start your change process — to implement your own Work-Ons, and give you a way to measure your success.

“I found the ABDI Program helped me become crystal clear on where to head the business. After being involved in the personal work we had to do as part of the program, it became very apparent that the direction of the business was too diverse — as a result of working it through, I am now very clear about exactly what the business will do for its clients, exactly where the business is headed and I now have very clear goals and a pathway to get there. This is a vastly different position from when I started the program.”

Chris Temsen - Regional Manager, Peracto

Northern Beef CEO Mentoring Program

12 Month Mentoring Program

- ✓ The CEO Mentoring Program supports you through the change process, and this is where your business transformation really begins. We know that the hardest part is not working out what needs to change—the hardest part is following through and making the changes happen.
- ✓ Includes a combination of face-to-face discussion based workshops, online home-based learning materials, group webinar/teleconference sessions and personal call-in days.
- ✓ Follows a systematic and holistic approach, based on the ABDI 12 Pillars of Business Best Practice. Participants will learn about each pillar, how it can be best applied to their business—and be mentored through the implementation process.
- ✓ Enables networking with motivated, like-minded beef industry personnel, who can share ideas about their own problems and solutions.
- ✓ Provides access to speakers and mentors with experience in the business change process.

ABDI 12 Pillars of Business Best Practice

1	Personal and Business Vision
2	Markets, products and customers
3	Thinking and acting as a corporate entity
4	Finances and financials
5	Teams — workers, contractors and families
6	Systems
7	Risk — business, markets and operations
8	Contract management — understanding legals of today
9	Succession — successfully handing over the business, transitioning out, or setting it up for sale
10	Value adding and leverage
11	Sales and marketing
12	Communication

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Registration form

To find out more or to register your interest in a workshop, complete this form and scan / take a photo and send to info@abdi.com.au. Or, visit the webpage at www.abdi.com.au/northernbeefmentoring/.

Name:	
Address:	
Telephone:	Mobile number:
Email address:	
Herd size (data to remain anonymous - for statistical records only):	
Select your event from the list below <i>(dates and location subject to change)</i> :	
One Day "Better Beef Business" Workshop (\$197pp / \$297* per couple/business partners)	
<input type="checkbox"/> June 29: DURONG	<input type="checkbox"/> September 14: GYMPIE
<input type="checkbox"/> July 1: BRISBANE	<input type="checkbox"/> September 27: BRISBANE
<input type="checkbox"/> July 13: TOOWOOMBA	<input type="checkbox"/> October 5: ROMA
<input type="checkbox"/> July 20: GYMPIE	<input type="checkbox"/> October 21: TOOWOOMBA
<input type="checkbox"/> July 26: ROMA	<input type="checkbox"/> October 25: BROOME
<input type="checkbox"/> August 16: GOONDIWINDI	<input type="checkbox"/> November 4: ALICE SPRINGS
<input type="checkbox"/> August 17: TOOWOOMBA	<input type="checkbox"/> November 9: BRISBANE
12 Month CEO Mentoring Program (enquire about program details and pricing)	
Commencing:	
<input type="checkbox"/> September 1-2: BRISBANE	<input type="checkbox"/> November 10-11: BRISBANE
<input type="checkbox"/> Please keep me informed about beef business building tips	
<small>* significantly subsidised 2016 prices</small>	

Contact us for more information:

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