



**Rural & Agricultural Consultants  
Foundation  
Courses  
2020**



# BIAC - Rural & Agricultural Consultants Foundation 1 Course

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## Introduction to the course

The BIAC Rural & Agricultural Consultants Foundation Course is a well-established course designed and intended as a refresher course for those already in the profession, as well as for those who have recently started employment within companies who provide Rural & Agricultural Consultancy. The course allows participants to gain a fuller understanding of the industry they work in.

This course provides an opportunity to experience a cross section of the profession, along with presentations by people directly involved in the agricultural and rural sectors. This allows the individuals taking part in the Course to develop their knowledge of the industry by hearing presentations and discussion with one another.

The BIAC Rural & Agricultural Consultants Foundation Course is a residential Course and takes place over 2 days at the Farmers Club, London

## Training sessions will include

- Transition Into Consultancy
  - Preparing yourself for role change
- Promise, Deliver, Leave Behind
  - The art and skill of report writing and terms of engagement
- Interactions of EU Policy on agricultural business
  - The all-important agri-environment schemes, woodlands and relationships with the RPA
- The Liability of Consultancy
  - PI insurance and confirmation and demonstration of competence
- Business Planning
  - Business plans, cash flow forecasting, viability of existing/new enterprises and farm diversification
- Banking and Finance Arrangements
  - What the bank wants to see. How do banks loan, what are they looking at, when will they loan, what ratios do they work to etc.
- Tax Implications
  - The opportunities and the pitfalls of tax and VAT and capital expenditure
- Tips from Experience -
  - Guidance and practical experience
- Case Studies with breakout sessions;
  - Covering practical aspects of; Contract farming, share farming, alternative business structures for agricultural consultants



Professional Advisors to Rural Business and on the Environment

BIAC, Portbury House, Sheepway, Portbury, Bristol BS20 7TE  
Telephone 01275 375559 Email [info@biac.co.uk](mailto:info@biac.co.uk)

# BIAC - Rural & Agricultural Consultants

## Foundation 2 Course

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### Introduction to the course

Foundation 2 builds on the learning experience gained on the Foundation 1 course with sessions covering personal development, communication, business management, benchmarking, rural planning, business development and detailed case study work.

The course is residential based at Warwick University, Coventry with an after dinner speaker on the Wednesday who will take the attendees on a journey covering the development of his agricultural business and will link with the sessions being covered during the course.

### Training sessions will include

- Personal Development update
- Setting up farm business, solving problems in family owned agricultural businesses, strategic growth, inheritance planning and succession
- The art of communication
- Business opportunities and marketing
- Challenges & opportunities for rural planning
- Report writing & presentation
- Benchmarking & business measurement
- Business Case Studies

### Course Dinner

- After-Dinner speaker

### Speakers & Presenters on the Foundation Courses will include

- Mike Greetham, CEO BIAC
- Guy Banham, Business Consultant Berrys
- Stephen Barratt, James Cowper Kreston LLP
- Tony Kernon, Kernon Countryside Consultants Ltd
- Gary Markham, Churchgate Accountants Limited
- Martin Redfearn
- David Selway, Functional Farming
- Simon Ward, Increment Ltd
- AHDB

*All speakers & Presenters may be subject to change*



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## BOOKING FORM

BIAC - RURAL & AGRICULTURAL CONSULTANTS - FOUNDATION COURSES 2020

### How to book a BIAC Foundation Course

- ONLINE <http://www.biac.co.uk/events>  
EMAIL Forward your booking form to [info@biac.co.uk](mailto:info@biac.co.uk)  
with confirmation of BACS payment to BIAC  
Account Number 90192473 Sort Code 20 01 09  
POST Complete the booking form and return with cheque payment to BIAC  
Portbury House, Sheepway, Portbury, Bristol BS20 7TE

*If you require a VAT invoice please retain a copy of this form for your records  
VAT Registration Number GB 650 6050 66 (VAT charged at 20%)*

COURSE	TICK HERE
Foundation 2 – 4 <sup>th</sup> & 5 <sup>th</sup> March 2020, Warwick University	
Foundation 1 – 23 <sup>rd</sup> & 24 <sup>th</sup> June 2020, Farmers Club, London	
Foundation 1 – 28 <sup>th</sup> & 29 <sup>th</sup> October 2020, Farmers Club, London	

Name	Company	Email	<b>Members £510.00</b> (inc. VAT @ 20%) <b>Non-Members</b> <b>£700.00</b> (inc. VAT at 20%)

**Member rate can also be paid by non-members if this form is accompanied by a fully completed membership application form.**



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