

# BIAC - RURAL & AGRICULTURAL CONSULTANTS FOUNDATION COURSE

## 'INTRODUCTION INTO PROFESSIONALISM'

FARMERS CLUB, 3 WHITEHALL COURT, LONDON SW1A 2EL

Tuesday 12<sup>th</sup> November & Wednesday 13<sup>th</sup> November 2019

### 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.

### Training sessions will include:

- Transition Into Consultancy
  - Preparing yourself for role change
- Promise, Deliver, Leave Behind - **Mike Greetham, BIAC CEO**
  - The art and skill of report writing and terms of engagement
- Interactions of EU Policy on agricultural business – **Simon Ward, Increment Ltd**
  - The all-important agri-environment schemes, woodlands and relationships with the RPA
- The Liability of Consultancy - **Mike Greetham, BIAC CEO**
  - PI insurance and confirmation and demonstration of competence
- Business Planning – **Guy Banham, Business Consultant Berrys**
  - Business plans, cashflow forecasting, viability of existing/new enterprises and farm diversification
- Negotiation with one's peers - **Richard Cooksley**
  - How to use information provided!
- Banking and Finance Arrangements – **Martin Redfearn**
  - 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 - **Stephen Barratt, Partner James Cowper LLP**
  - The opportunities and the pitfalls of tax and VAT and capital expenditure
- Tips from Experience - **Keith Oxtoby, Retired Agricultural Consultant**
  - Guidance and practical experience
- Case Studies with breakout sessions; **Mike Greetham & Guy Banham**
  - Covering practical aspects of; Contract farming, share farming, alternative business structures for agricultural consultants

**Booking Form for**  
**BIAC - RURAL & AGRICULTURAL CONSULTANTS - FOUNDATION COURSE**  
**'INTRODUCTION INTO PROFESSIONALISM'**  
**12-13 November 2019 Course**

**Options to book the BIAC Foundation Course:**

- Book on line via the BIAC website at - [www.biac.co/events](http://www.biac.co/events)
- Book via an email - Forward your booking form to [victoria@biac.co](mailto:victoria@biac.co) along with confirmation of BACS payment to BIAC account;
  - Account Number 90192473
  - Sort Code 20 01 09
  - Reference 'NOVF1'
- Book via post - Please complete the booking form and return with cheque payment to BIAC, Portbury House, Sheepway, Portbury, Bristol BS20 7TE

Name	Company	Email	Members £469.20 (inc. VAT @ 20%) Non-Members £714.00 (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. Membership application forms are available by emailing [membership@biac.co](mailto:membership@biac.co) or via the website at: <http://www.biac.co.uk/become-a-member>

**ADVANCE NOTICE**  
**BIAC - RURAL PLANNING CONFERENCE 2018**  
 Thursday 10<sup>th</sup> October 2019  
 Visit [www.biac.co.uk/events](http://www.biac.co.uk/events) for more information



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