

Performance Management for Outstanding Ag Leaders

Centrec is proud to deliver a training program for your present and future sustainability needs while managing risk and optimizing your business resources.

MANAGING FINANCIAL PERFORMANCE TO OPTIMIZE RETURNS

Enhancing Business Returns with the DuPont Model

- ◆ Margin-driven agricultural product lines
- ◆ Cost-efficient business by design
- ◆ Asset turnover boosters
- ◆ Effects of performance management on returns

RISK MANAGEMENT TO OPTIMIZE PERFORMANCE

Integrated Enterprise Risk Management

- ◆ Introduction to Enterprise Risk Management
- ◆ Identification and prioritization of risk
- ◆ Risk assessment, score carding, and heat mapping
- ◆ Value at risk and risk management
- ◆ Integration into the business strategy

SCENARIO ANALYSIS TO ASSESS UNCERTAINTY

(Optional half-day session for an additional \$400)

- ◆ Screening the environment for relevant sources of uncertainties
- ◆ Quantitative analysis for building scenarios
- ◆ Scenario building
- ◆ Drivers of possible futures
- ◆ Assessment of possible futures
- ◆ What to watch as the future unfolds

August 11-13, 2020
Champaign, Illinois
\$1,850



The program's training approach goes beyond lectures. The sessions are designed to be fun, dynamic, interactive, real-world experiences while also challenging and applicable. There are opportunities to interact with peers in discussion panels, sharing personal challenges and experiences. The program also features visits with business executives and heads of relevant institutions.

During the session, the group will participate in competitive business games, computer simulations, experiential learning activities, case analysis, brainstorming, industry contrasts, peer reviews, alternating content, and informal sessions. You will take from the session a series of practical and applicable tools to implement.

Join us to obtain an in-depth understanding of financial and risk management, and their interrelationship, applicable in the context of the industry trends.

SCHEDULE INFORMATION

- 8/11 Introductory Dinner
- 8/12 Managing Financial Performance to Optimize Returns
- 8/13 Risk Management to Optimize Performance
- Optional*
- 8/14 *Scenario Analysis to Assess Uncertainty (additional \$400)*

PRICING INFORMATION

- \$1,850 8/11-8/13 session
 - Optional*
 - + \$400 8/14 morning session
 - + \$300 Meals for spouse/guest
 - \$200 Each additional person from same organization
- We provide local transportation and meals during the program.

FOR MORE INFORMATION AND TO REGISTER
VISIT WWW.CENTREC.COM/UPCOMING-EVENTS



AboutUS

Since 1983, Centrec has delivered innovative education and training programs to more than 14,000 participants with backgrounds in farming, agribusiness, and banking. We are involved in the multiple training delivery mediums, including multimedia self-study programs, distributed learning, and classroom computer-based training.

OUR FACULTY

Centrec faculty is comprised of experienced executives and professors with sound academic and business knowledge of farming, agribanking and agribusiness.



CARLOS ORTIZ

Carlos is a Senior Associate at Centrec as well as a faculty member in various domestic and international agribusiness management programs. He has executive and training experience in agribanking, corporate finance, and agribusiness strategy.

MICHAEL BOEHLJE

Mike is a Senior Associate at Centrec and a Distinguished Professor in the Center for Food and Agricultural Business at Purdue University. His areas of concentration include strategic planning to position agribusinesses for long-term success.

LOCATION AND HOTEL

Training held at I Hotel and Conference Center
1900 South First Street, Champaign, IL 61820-7450.

Lodging is available at the I Hotel from August 11-14, 2020.
Cost \$129+tax. For reservations, call 217-819-5000.

To make reservations online at www.stayatthei.com

- ◆ Click on the orange “Check Availability” button
- ◆ Click on the orange “Attendee Code” button at bottom
- ◆ Enter the Attendee Code: “PERFORM20”

TODD DOEHRING

Todd is a Director at Centrec and was a faculty member at the University of Illinois for ten years. He is an experienced educator and has taught thousands of ag finance professionals on the topics of credit and financial analysis and the use of credit analysis software.

STEVE HOFING

Steve has been the Managing Director of Centrec since its inception in 1983. He has nearly 40 years of domestic and international experience in ag finance, agribusiness management and strategy development, both in training and consulting.

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