

Profit applies to any scale.

No matter what size business, 3 secrets for increasing profit matter

Defining the profit you are looking for

Changing the way you see things matters as much as changing the way you do things

Paradigm shift within your context

Mission and vision is essential

Know where you intend to go before you head there

Bigger you are the farther you fall

Start somewhere

Are you completely utilizing all your resources?

Are you maximizing your forage production?

Are you running the correct enterprise? (type of animal)

Grazing may not always be the correct answer

The laws of biz and economics work across biz & scale (See My Cousin Vinny ProfitTips by Dave Pratt)

People side of biz is still critical

How do you make your disadvantage your advantage?

Every place has their disadvantages – no rain for example

More diversified, more stacking

Everyone has a competitive advantage.

Being small might be an opportunity

Don't work in commodity world

If you can't do it there, then move

Thinking scaling up will improve your margin is a fool's game

Scaling up is only a product of success at a small scale

Only limited by turnover but can still make a profit

Question paradigm

Bigger isn't always better

Stacking operations/enterprises

Economy of scale

If it's profitable it doesn't matter

Hobby or business

Be willing to move

Appreciate size of operation and scale

All jobs & responsibilities are your own

Don't baby your enterprises

Act like you're big

Key partners (do not produce everything)

Implement Profit First – Mike Mekaolwitz Book

No/low overheads (equipment)

Efficient & effective

Stay customer focused

High margin per unit

High turnover-add value to your rant

Balance of stacking enterprises/don't burnout

Find one profitable enterprise/start small

Paradigm questions: look at it from a different point of view

Just because your small doesn't mean you can't be profitable

If scale the issue – may need different enterprise

Business principals are the same – any size or type

Start with opportunities – green hat vs. limitations

Think \$/sq foot not \$/acre

Break paradigm – be around creative people

Going RFP school and being involved w/people who have had same struggles in prior years.