

RGC LLC Grain Marketing Training Academy

~ Creating a more financially aware producer

RGC LLC Grain Marketing Academy Syllabus

- I. **Grain Marketing Education** – Add Value to Existing contracts & Participation in Market Moves
 - A. RGC LLC Grain Marketing Reference Guide
 - B. Parts: Chicago Board of Trade, Local Basis, and Options (Puts & Calls
 - C. Hedging/Hedge Accounts/Swaps

- II. **Negotiation** – Word tracks to help negotiating
 - A. Basis Setting
 - B. Competing Lenders

- III. **Efficiency** – Informed Decisions Lead to Better Overall Marketing
 - A. Knowledge base and experience for quicker, more informed decisions
 - B. Easier Organization – awareness of values
 - C. Clarity on Positions, Values, and Target Prices
 - D. Reduced stress and anxiety

- IV. **Broader Look** – ways to utilize revenue to maximize personal and farm goals
 - A. Short-term goals (2023)
 - B. Long-term goals (2037)
 - C. Big Picture Thinking
 - D. ROI – Different Lens
 - E. Legacy planning - Succession