

**Risk Management  
& Grain Marketing Tools**

Mike Stephens & Robert Herrmann's

**One Day Workshop**

Monday August 31, 2009

9:30 a.m. - 4:30 p.m.  
Yarrawonga Golf Club

Cost: \$60 per person or \$120 per family (maximum 3)

To avoid disappointment, please reserve your place early by forwarding participant(s) names together with a cheque to:

Helene Ryan  
473 Katamatite Road  
Yarrawonga 3730  
03 57 44-3661

**RSVP: AUGUST 18, 2009**

----- PROGRAM -----

**Session one: Mike Stephens** [www.msanda.com.au](http://www.msanda.com.au)

Risks you can't insure, but can be reduced

- Enterprise mix
- Political, environmental, social and technological conditions
- Family (communication, divorce, succession, etc)

**Session two: Mike Stephens**

Risks you can insure

- Fire
- Theft
- Damage

Activity/quiz for the group on risk.

**Lunch**

**Session three: Robert Herrmann** [www.agconcepts.com.au](http://www.agconcepts.com.au)

Grain Marketing (futures, derivatives, swaps & contracts)

- The pitfalls and how to develop a strategy.

**Session four: Robert Herrmann**

- Grain storage as a marketing tool

**Questions**