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## Obstacles to planning and producing a profit

The following questionnaire may help you decide if our training can help

1. Do you make money in good years but lose money in poor years?  
Yes  No
2. Is your total debt level increasing or staying at the same level?  
Yes  No
3. Do you lack time and systems to focus on business management?  
Yes  No
4. Do you get poor advice, especially agronomic versus business advice? For example, planting crops for weed control/ herbicide resistance that do not always make money. Yes  No
5. Do you lack a system that considers the increased debt, rainfall and price risk as intensity increases? Yes  No
6. Do you lack a structured process to ensure that expenses are reducing and are focused on strengthening the business?  
Yes  No
7. Do you suffer from fixed cost creep (increasing machinery, sheds etc) because of intensification such as increased area cropped and/or increased stocking rate? Yes  No
8. Do you need to keep increasing inputs? Yes  No
9. Do you worry that soil health is not markedly increasing?  
Yes  No

If you answered yes to 2 or more of these obstacles then our online training can help you.

For more information contact: Graeme 0418532130 or [graemehand9@gmail.com](mailto:graemehand9@gmail.com)