

ALLAN SAVORY'S HOLISTIC MANAGEMENT®

“Creating Resilient Farm Family Businesses”

Holistic Management® is a new way of managing the land-based business. It is a practical approach to family farm decision making creating decisions which are more profitable, good for the land and also for the family. Holistic Management® provides the “how to” process to improve profitability and sustainability, through providing a different approach to land management and farm family decision making.

What is involved?

Holistic Management® is a learning program. There are **three modules** which can be undertaken to ensure a sound understanding of the Holistic Management® process. The learning process has been designed to be practical, relevant and enjoyable.

The three two day modules are:

An Introduction to Holistic Management®:

Consisting of a **two day** introduction to the processes of the ecosystem (plants and soils), how to form a Holistic Goal for your property, using the seven testing questions, early warning monitoring for people, land and finances. We will spend time on farm family communication, ways of working together in the family business and Succession Planning using the On Track® process. There is a large component on ecology, soil health, building soil carbon and practical and profitable regenerative land management techniques.

Holistic Management® Wealth Creation: Consisting of a **two day** module on how to create profitable and resilient businesses. We visit enterprise selection using new approaches, new ways to reduce overheads using the three new crucial categories (Wealth, Inescapable and Maintainers) and how to direct expenditure to where it will do the most good. We will be looking at case studies and local Financial Indicators (Benchmarks) from Vanguards On Track Financial Indicators® data base. This module has the potential to significantly change the profitability of your farm family businesses, through the process of “business reshaping”.

Grazing Planning: How to use the “Aide Memoire” to plan grazings, to maximise animal and plant performance and to create the desired landscape. In this module you will learn to prevent overgrazing. Sessions on land monitoring will keep you on track. Land planning that helps you to achieve your Holistic Goal will be covered. **Two days** in total.



What do past participants say?

People who have undertaken the Holistic Management® training modules have passed the following comments to us:

“Will have a big impact on our business. Invaluable and enlightening”

“This program gave me an understanding of the need for a Holistic goal, and the importance of people pulling together in the one direction”

“Holistic Management® after considerable research felt right. We have stepped away from traditional rural life into a life of management and control of our destiny. That is a great feeling. Sure the droughts will still come and the wool prices will fluctuate. But we are going to have a better physical and mental structure to cope with decisions when they appear.”

Programs have a strong “family farm business” focus, which means that the program understands the family setting that many businesses are run under. We place particular emphasis on developing a strong business, capable of exhibiting strong resilience and at **low risk**.

The program includes real life examples of local financial indicators (benchmarks), case studies of local families putting their learning into practice with practical examples. In addition, you will learn how to see and monitor the condition of your land from a new and practical perspective, through the On Track Paddock Indicators® process, unique to this program.

After completing your training, you will be able to meet with a wide range of other landholders applying their new skills, through our unique group follow up program, who will help you successfully apply your new knowledge to your own conditions. We can talk to you about this at the completion of the program.

Program costs may be covered by the Murrumbidgee Catchment Management Authority.

Your Holistic Management® Educator: Mark Gardner

Mark has worked as a wool classer, property overseer, pastoral company agronomist and farm consultant to many family and corporate farmers in NSW. He is based in Dubbo, and has a special interest in working with family farm people to create profitable, sustainable farm businesses which are enjoyable to work in. Mark has trained under Allan Savory in Holistic Management® and is one of a small number of Australian based trainers. Mark has over 21 years farm management consulting in the Central West, and is also a partner in Vanguard Business Services. Mark and Cassie have three busy children, and are heavily involved in the Dubbo Community through a wide range of community groups.

We would be happy to provide you with further information.

Mark Gardner, Janey Anderson or Amanda Furney



Vanguard Business Services
PO Box 1395
DUBBO NSW 2830

mark.gardner@vbs.net.au
www.vbs.net.au

Ph 0268 85 1925
Fax 0268 85 5737



Mark is an Accredited Associate and Educator in Allan Savory's Holistic Management®. This is your guarantee of quality, professionalism and ethics.