



Discuss the Undiscussabull

Talking tools for transitioning the farm.



Discuss the Undiscussabull™

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Undiscussabulls

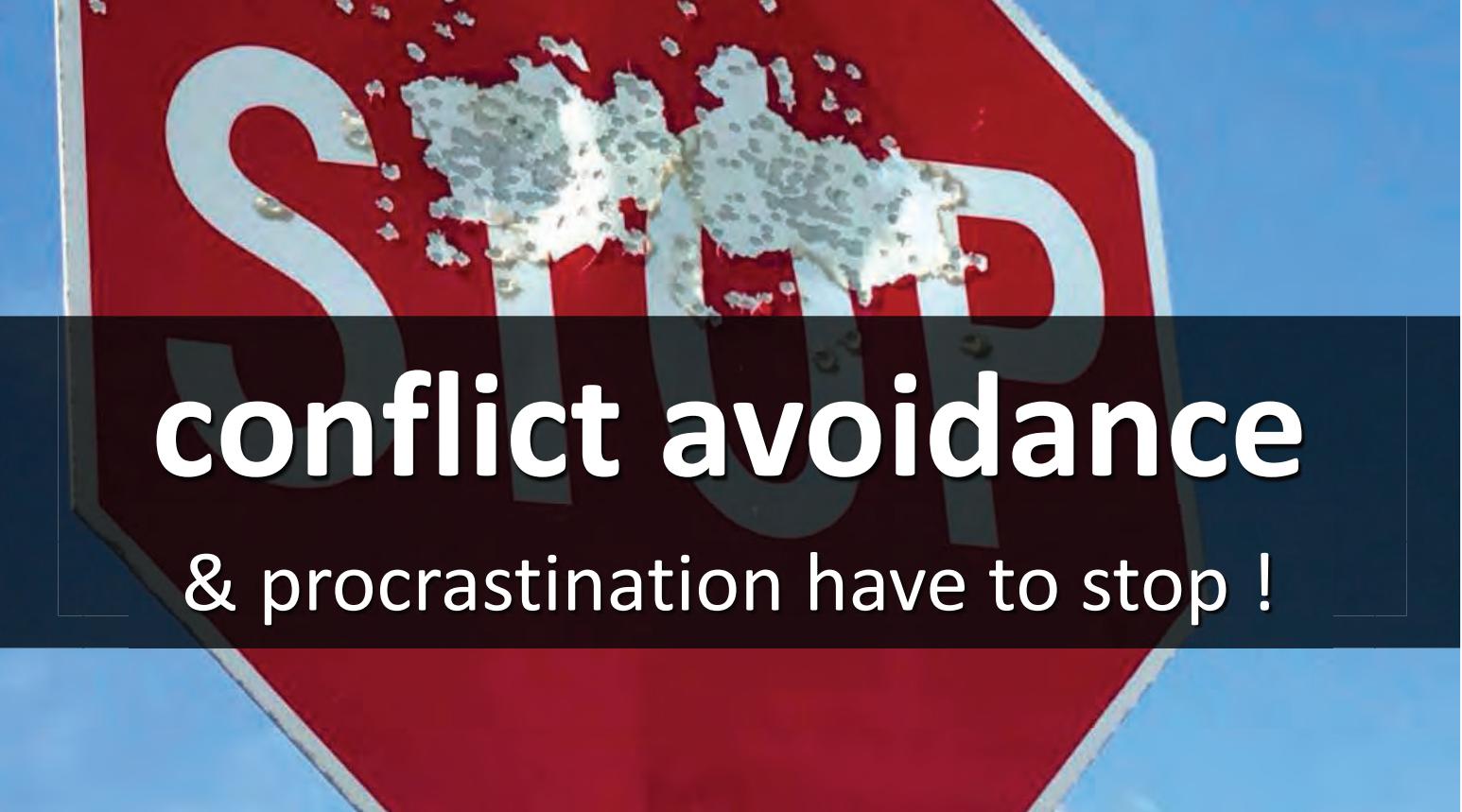
- income streams
- debt servicing
- exit timelines
- gifts to non-biz heirs
- divorce fear
- lack of conflict resolution



What do you need?

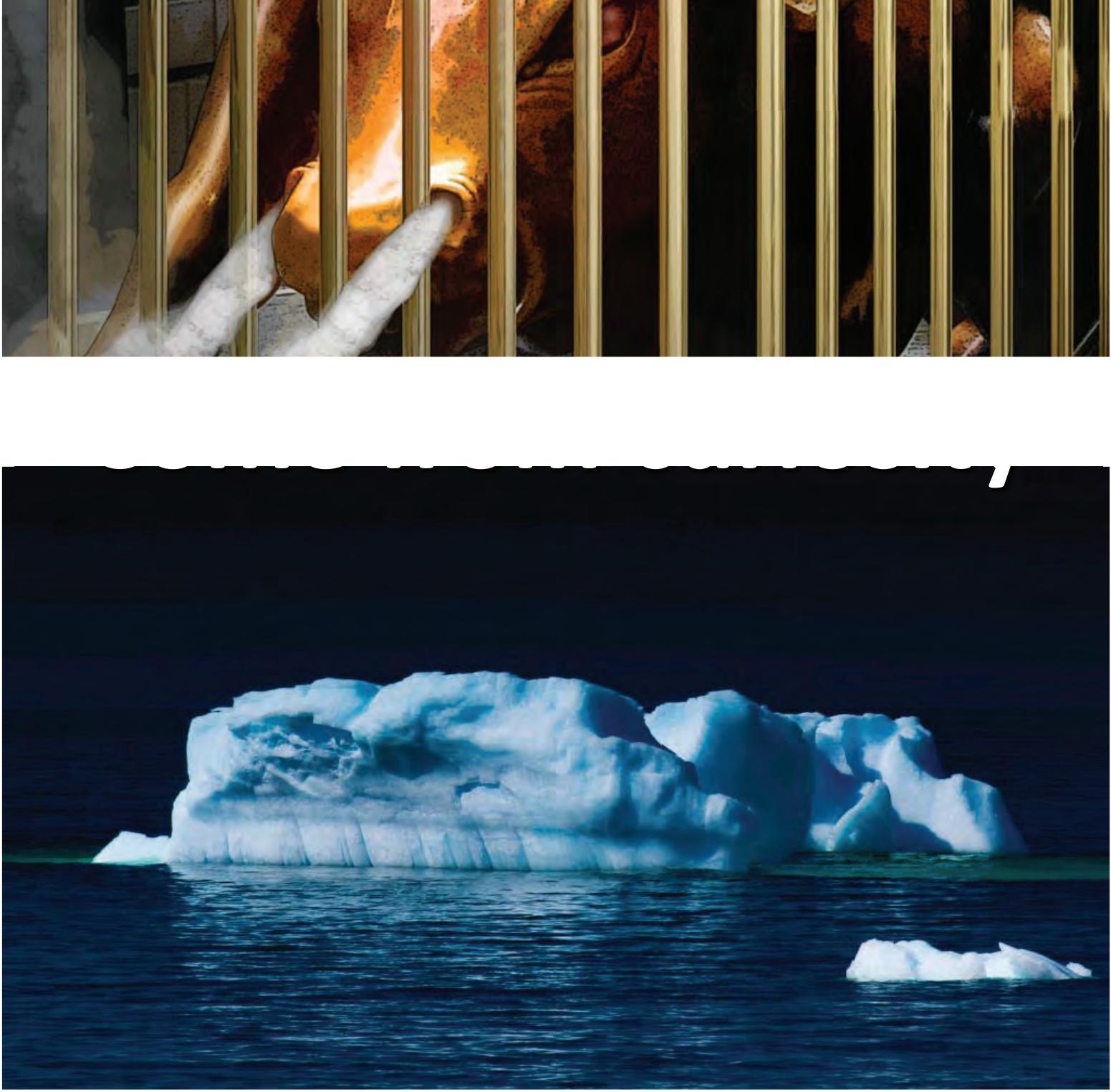
@farmfamilycoach

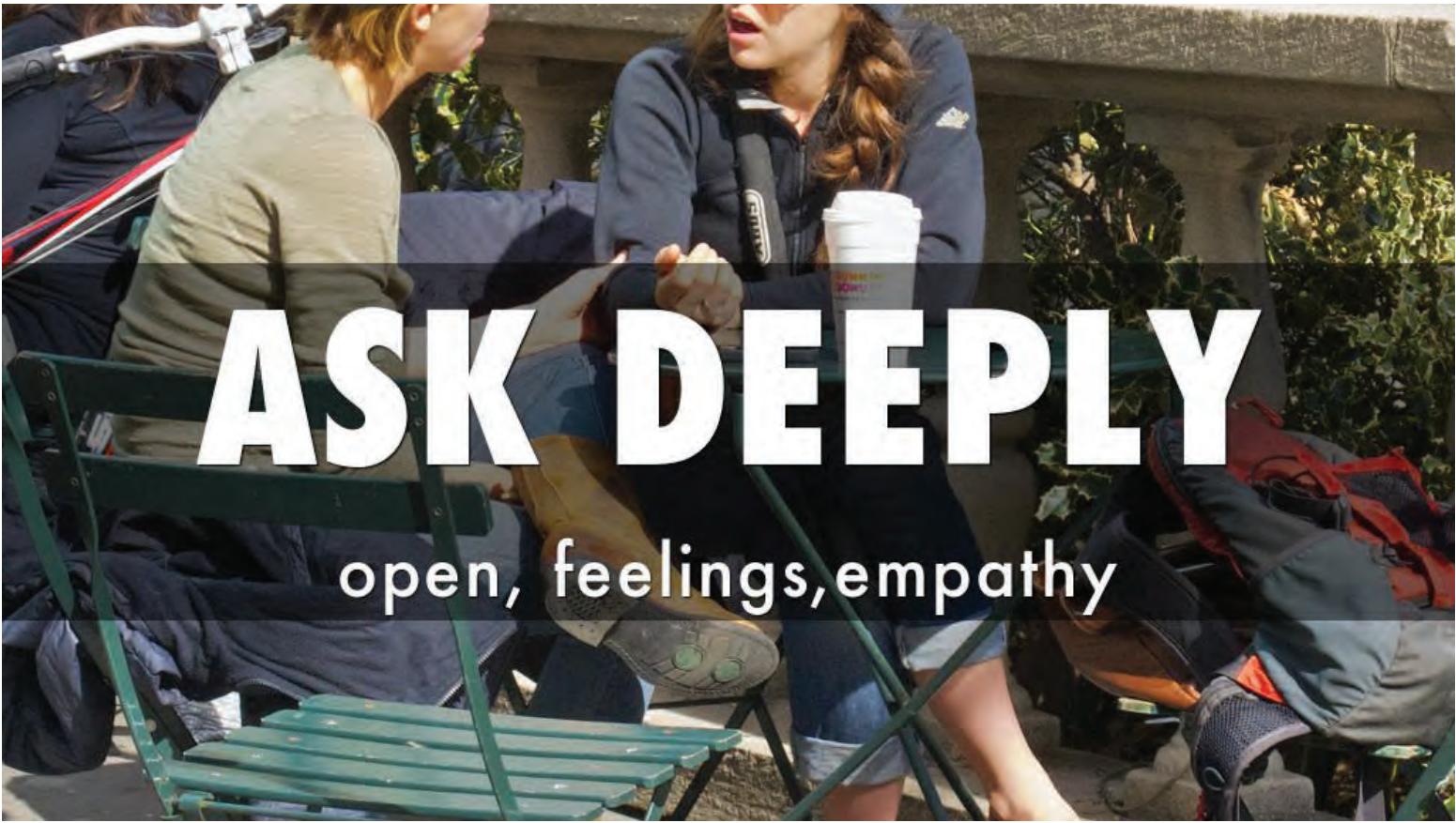
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conflict avoidance
& procrastination have to stop !

Take Charge





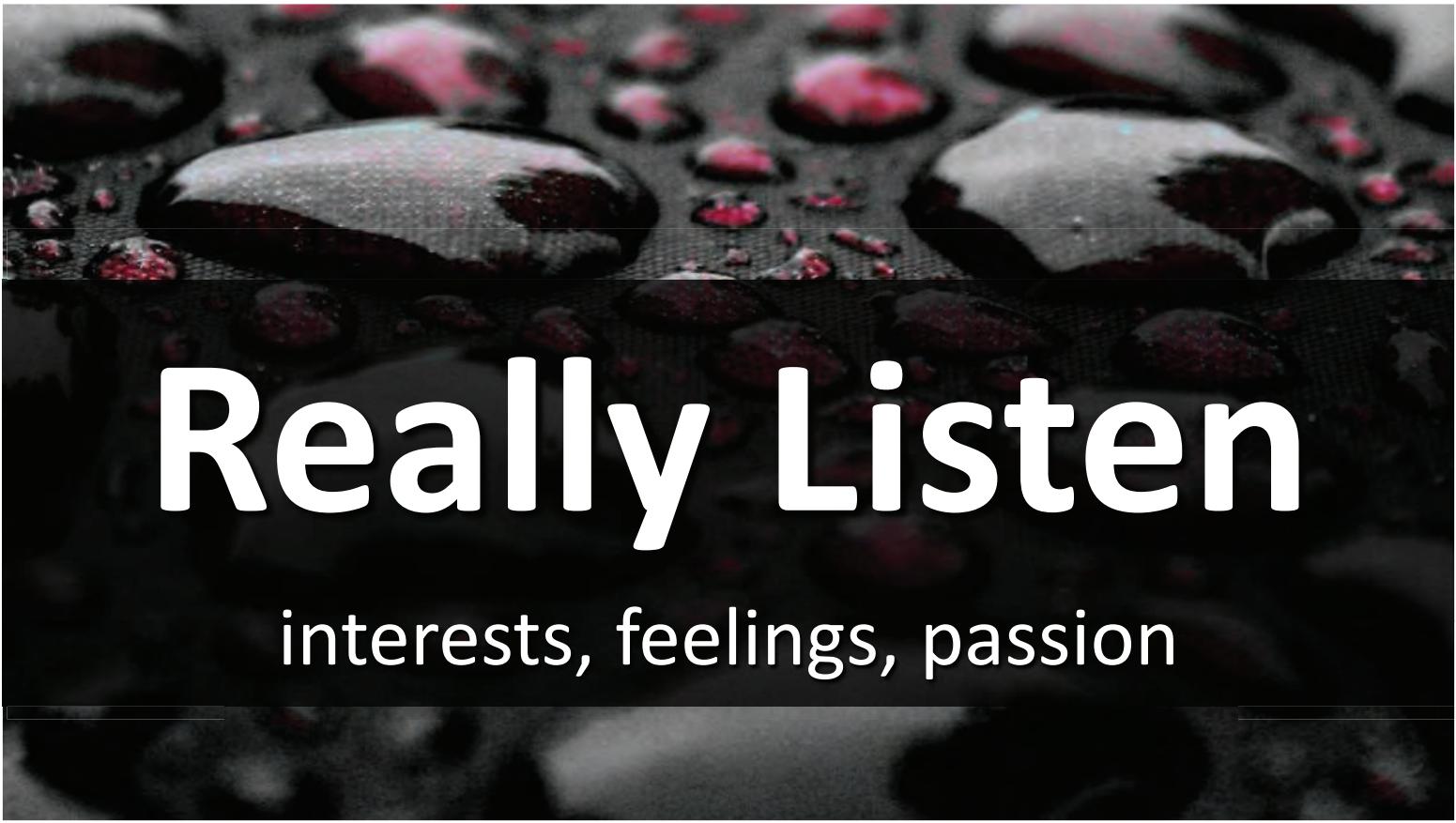
ASK DEEPLY

open, feelings, empathy



Play with possibility

Don't pre-judge outcomes



Really Listen

interests, feelings, passion





Cultivate Trust

respect, fairness, commitment to act





We age. We die.

Come to terms with death.



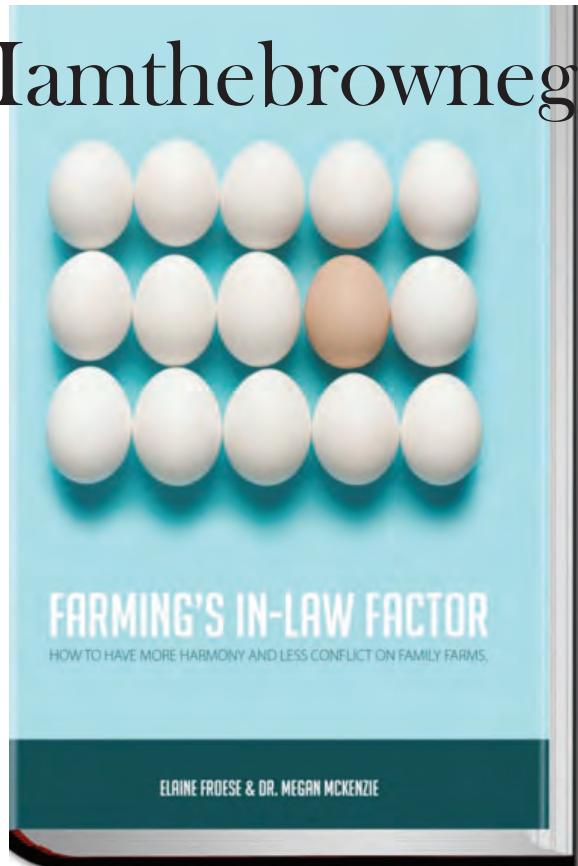
Undiscussabulls

- working too much
- debt servicing anxiety
- no shared decision making
- spending on lifestyle
- divorce fear
- lack of conflict resolution

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#Iamthebrownegg !



Prevent Divorce

I appreciate...

I feel cared for...



Communication Styles Assessment ...ask Elaine

ACTION | PEOPLE | PROCESS | IDEA

The Grand Adventure...Age

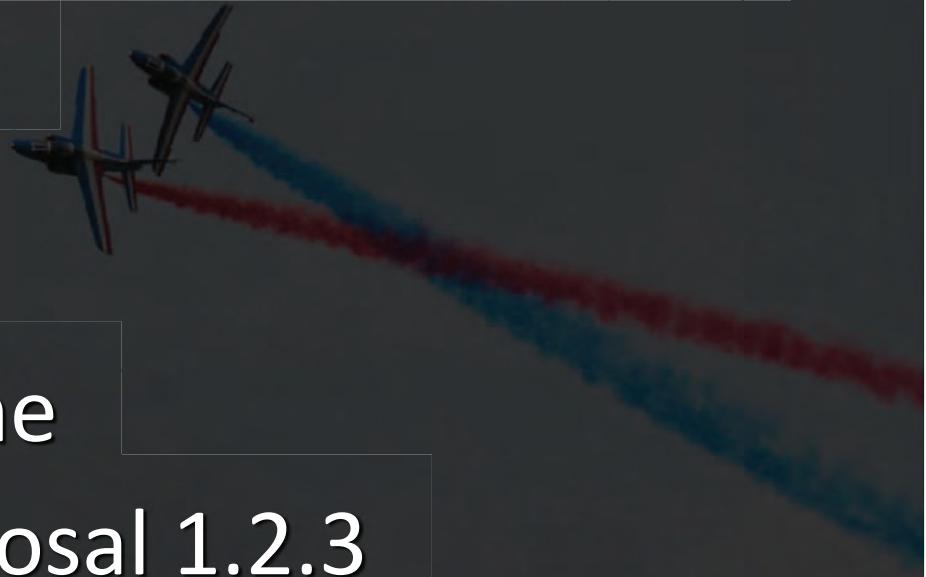
- 20...making it... independence
- 30...success, mastery exhausting!
- 40...taking charge security, recognition
- 50...quality of living simplify, competency
- 60...legacy, starting over future \$ health
- 70...mentoring meaningful life
- 80...elderhood, blessing deal with death
- 90...hand it all over authority

ACTION Communication

- direct
- decisive
- brief, impatient
- practical
- focus on results first

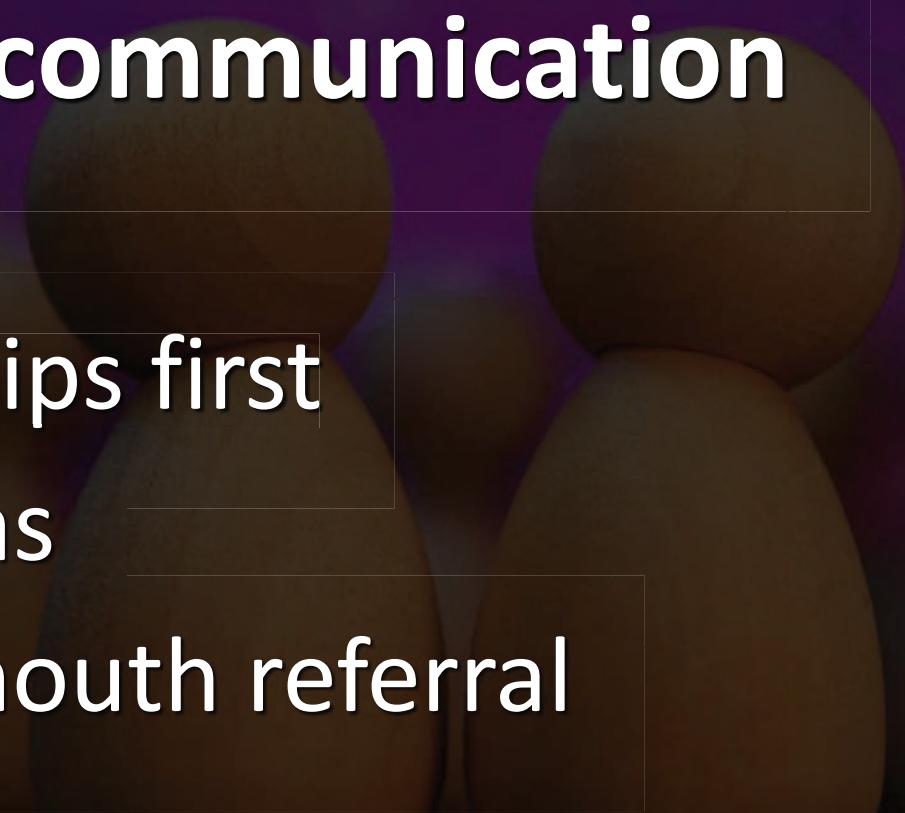
Process Communication

- facts precise
- logical
- options
- don't rush me
- outline proposal 1.2.3



People communication

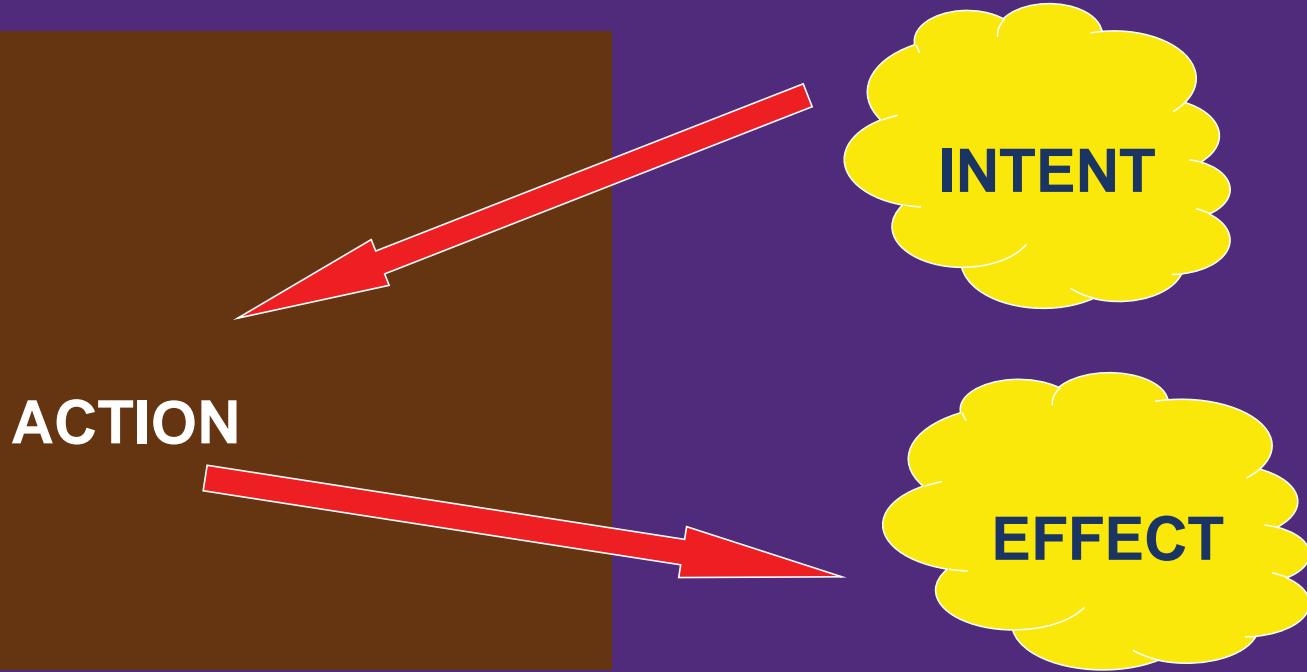
- chat
- relationships first
- share ideas
- word of mouth referral



Idea Communication

- time for tangents
- big picture concepts
- conceptual
- stress uniqueness

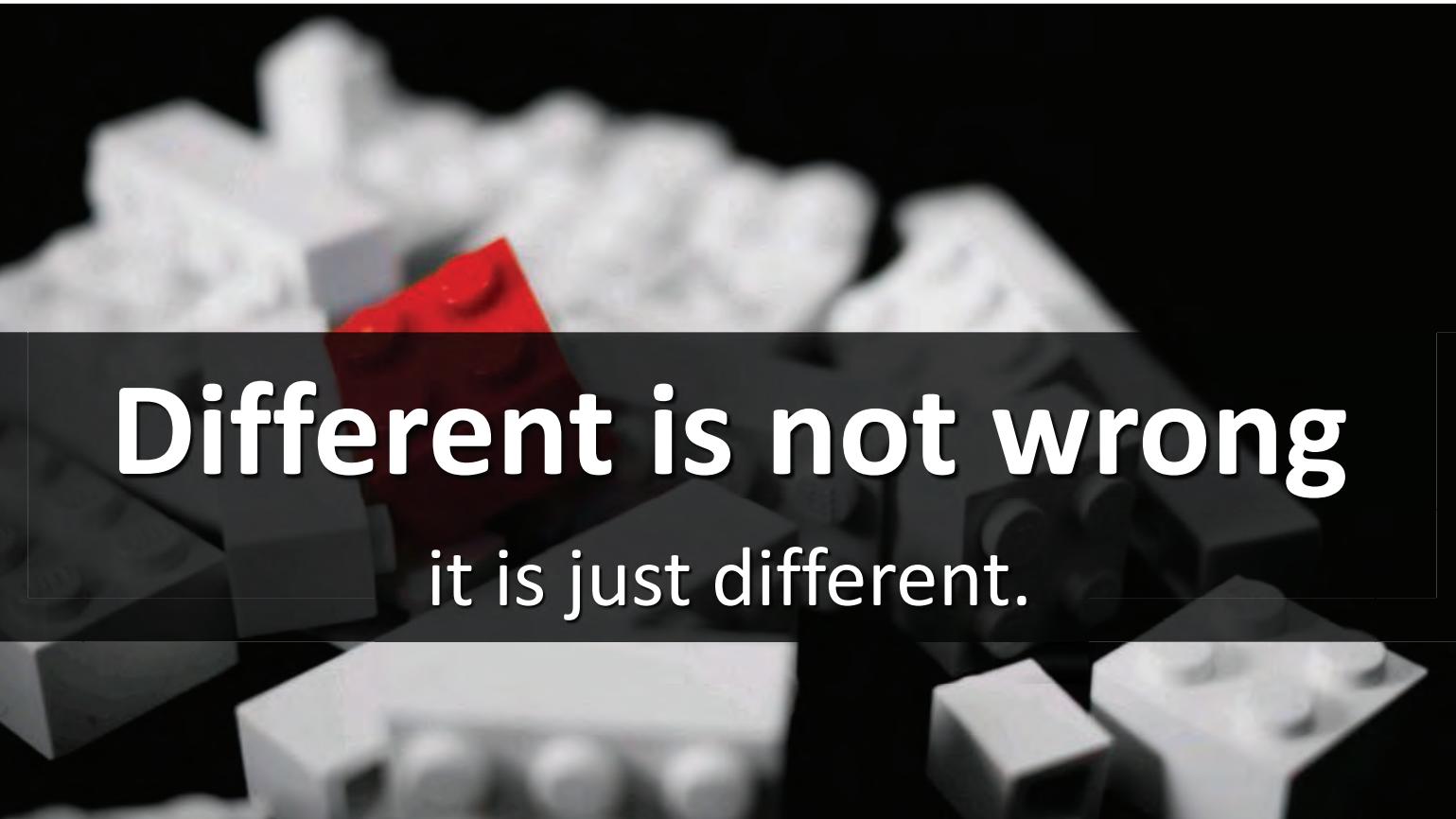
Intent, Action, Effect





Conflict Dynamics

Online profile CDP reports



Different is not wrong
it is just different.



Perspective taking

self examine, imagine why, how , what



Create Solutions

Things to Do

what is the need?