

Registration Form

Please which courses you would like to purchase

I require my materials to be **en español**

Special Offers!!!

Both FFAT & PMAT - \$350

FFAT, PMAT, & FRM - \$450

Courses

FFAT - \$200

PMAT - \$200

FRM - \$220

***Frequently Asked Question's

Q: Do the courses meet the Farm Service Agency training requirements?

A: Yes. The FFAT meets the finance requirement and the PMAT meets the production requirement.

Q: When will I receive my order?

A: Books are mailed out 2-3 days from the time the order is received.

Q: What happens once I complete and return the course?

A: Books are graded. Certificates and grade letter are then sent to you and your loan officer.

***For a full list of FAQ's, please visit our website at www.farmercourses.com/faq.html

Name _____

Phone Number _____

Address _____

City _____

State _____ Zip Code _____

Email _____

Your Crop/Livestock Enterprises

1. _____

2. _____

3. _____

4. _____

5. _____

Lending Institution (FSA, FC, Bank)

Loan Officer & County

Credit Card Payment (Online Registration)

visit www.farmercourses.com

Check/Money Order Payment:

payable to Farmer Courses

Mail this form with Check/Money Order to:

Farmer Courses
6021 Sunset Blvd.
Madison, SD 57042



**Production Management
Analysis Training (PMAT)**

**Farm Financial
Analysis Training (FFAT)**

**Finance Risk
Management (FRM)**

www.farmercourses.com

FARMER COURSES

www.farmercourses.com

If you are looking for ways to increase profit and production as a producer, then you have come to the right place.

Farmer Courses offers quality, straight-forward training in the areas of finance, production, and risk management. You will also have the opportunity to learn from professionals who have years of experience in the field (no pun intended).

The courses are in-depth and painless, yet offer you the tools you need to succeed as a producer.

The Courses We Offer Are...

- Easy to read and follow
- Completed in about 25-30 Hours
- Updated and improved yearly
- Used by thousands of producers in the USA
- Taught by professionals with years of experience and insight



The "\$" signs are growing in farm production!

Take advantage of the most widely used farm management courses across the U.S.!

We look forward to hearing from you!

Dr. Gregory Hanson, President

✉ greghanson@farmercourses.com

Feel free to call us today!

☎ (814) 933-9890

Production Management Analysis Training

- PMAT has important sections on...
- Market Plan
 - Technology Upgrades
 - Production & Field Records
 - Risk Analysis
 - Information Resources.

The PMAT course is offered in 2 parts:

1. Production Management Analysis (sections 1-11)
2. My Farm/Ranch Production Impact Plan (sections 12-14)

*PMAT is individualized to the enterprises on each farm or ranch.

Farm Financial Analysis Training

- Guided by three management concepts: RECORDS-ANALYSIS-PLANNING
- Sections 1-3: Balance Sheet, Cash Flow Budget, and production-based Income Statement.
 - Sections 4-6: Farm Financial Analysis presents basic approaches including The Savvy Seven Finance Ratios that guide producer decisions to strengthen profit, liquidity, and solvency.
 - Sections 7-8: Fixing Broken Finances & the MOBILize Plan to resolve finance problems which can threaten farm/ranch survival.
- * Due to its unique, hands-on presentation, FFAT is recommended for all producers.

Financial Risk Management

- Hanson Debt Rule
- Production Income Analysis
- Cash Flow Analysis
- Balance Sheet Analysis
- Ratios, Trends, & Projections
- MOBILize: Make-Or-Break-It Loans
- Formula-5 Farm Record System

FARMER COURSES

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