

Making It Happen

Profitability and Success

Homework for Day 3

In the first two sessions of Making It Happen, you learned about different financial management tools used to answer these questions about your business.

- "Can I pay my bills?" (scenario planning)
- "Is a capital investment worth it?" (enterprise budgeting)
- "Is this the right price?" (competitive analysis)
- "Should I add a new product line?" (break-even analysis)

The next step is to apply these tools to your own farm business.

1. Please choose of one these tools and use it to answer a question about your business.
2. Download the spreadsheets used in class and fill in your own actual, projected, or hypothetical numbers.
3. List questions you have about how to apply these tools to your own business.
4. Please send your numbers and questions to kbh@thecarrotproject.org by Wednesday, February 13.

In our 3rd session we will discuss the real-world implications of using these tools to better understand your business. Let us know if you're willing to share your numbers with the class. See you on February 15!

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