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**2011 Range Beef
Cow Symposium**

Mitchell Event Center
Mitchell, Nebraska
November 29 – December 1

Danny & Lucy Meyring
Meyring Livestock Company
Walden, Colorado

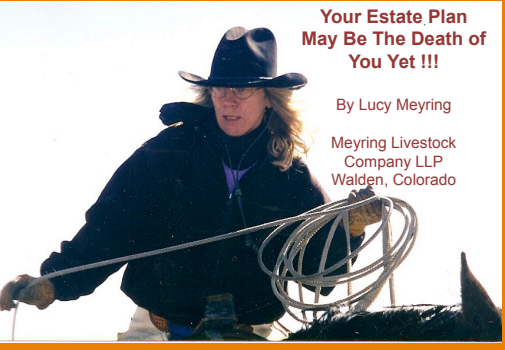




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**Your Estate Plan
May Be The Death of
You Yet !!!**



By Lucy Meyring

Meyring Livestock
Company LLP
Walden, Colorado

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Through Blood Sweat and Years


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Twist's Cabin



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The Ranch Today



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Panel Discussion
Transferring Ranch Ownership
from one generation to the next





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The average age of America's farmers and ranchers is 65



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There are twice as many farmers and ranchers over the age of 65 as under the age of 55





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Half of agricultural land is owned by folks older than 75



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The Family Farm Institute reports that only a 1/3 of all family businesses succeed in the 2nd generation and a mere 15% survive to the 3rd and 5% make it to the 4th.

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The Death Tax is a government seizure of family owned and operated businesses

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Research Indicates that:


- 42% of the 1st generation farm/ranch families have not discussed the subject of ranch succession with their spouses;
- 63% of the 1st generation have not discussed succession planning with the 2nd generation (their own children)
- Only 18% had included a son or daughter in conversations about succession.
- Most older generation farmers and ranchers indicated that "the farm" would be the source of their retirement income.



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Stages in the Average Person's Financial Lifetime:


- Working to pay off debts.
- Assets in land, livestock, and equipment grow.
- Building a retirement portfolio.
- Making provisions for the future of the business.



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Stages for Implementing a Transition Plan on a Family Ranch or Farm:


- "Dating" period
- Start sharing duties
- Eventually take more responsibility for operations
- Retiring generation allows take over



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Why Some Families Delay Transfer:

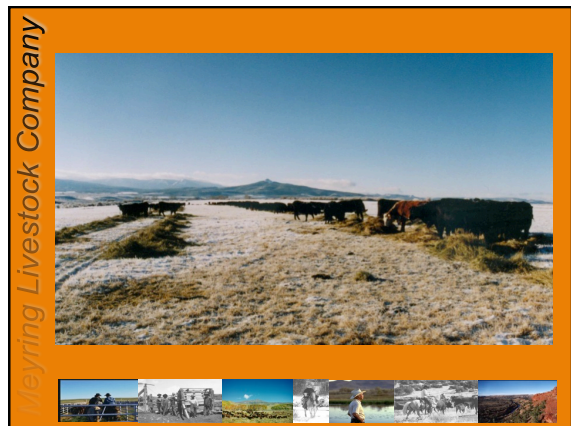
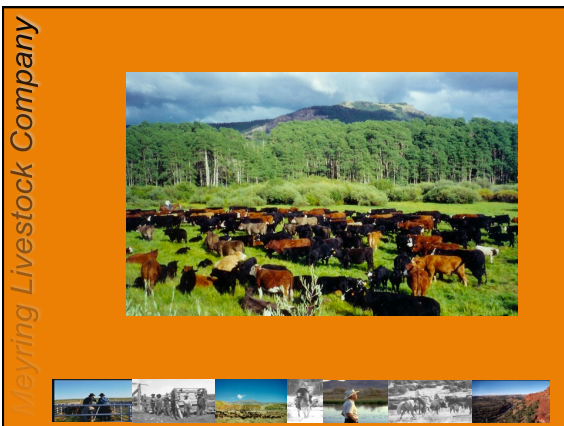
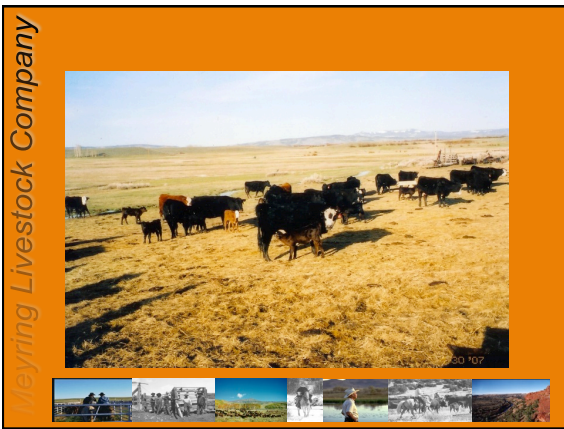
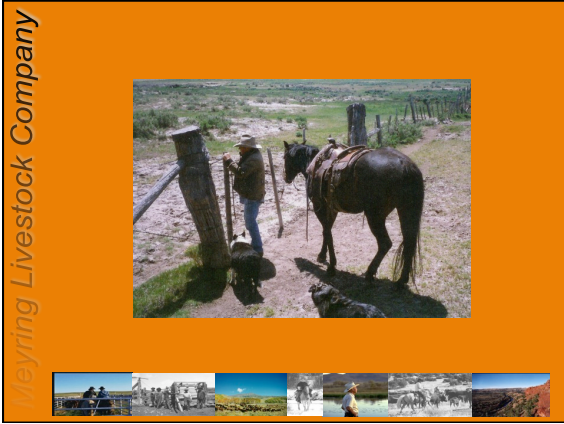
- Fear about losing one's identity
- Fear about loss of purpose upon retirement.
- Anxieties about financial security
- Wanting to pay off debt before handing the business over to the children
- Being fair to all children

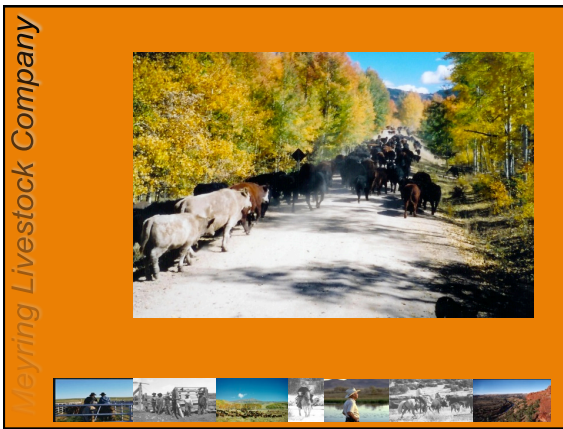
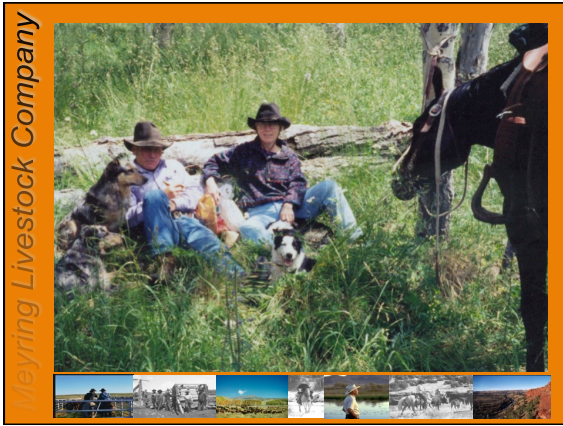


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Getting Started With a Succession Plan





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Top Ten Things




**Families Do
To Break Up Their
Ranching Operations**



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1. Assume all genetic relationships equal good working relationships
2. Believing the business can financially support any and all family members
3. Assuming everyone involved will be willing to make changes
4. Presuming a conversation is a contract
5. Believing mind reading is an acceptable form of communication



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6. Failing to build communication skills and business/family meeting tools when the times are good so they'll be in place to use when the times get tough
7. Ignoring the in-laws
8. Forgetting to use common courtesy
9. Having no legal and discussed, management transfer plan or buy/sell agreement
10. Failing to celebrate



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KEY STEPS IN AGRICULTURAL ESTATE PLANNING

Transfer Ownership

Reduce Estate Taxes and Avoid Unnecessary Transfer Taxes

Secure Financial Futures for the Senior Partners

Develop Management Skills For the Next Generation

Leave a Legacy




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"IF YOU LEAVE THE RANCH FOR YOUR HEIRS TO FIGHT OVER, AND THEY END UP SELLING IT TO SETTLE MATTERS, WHAT KIND OF LEGACY IS THAT?"





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THE END





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Thank You!

*Don & Lucy
Meyring*

