

## Making the Opportunities Work

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Looking at all the possibilities in each situation

Leveraging Everything...

Leaving PRIDE at the door

Keeping Priorities well grounded

## Looking at all the possibilities in each situation

Every situation that comes around leaves us with choices...How do we make the most of the each

Example:

What if I went to Grad School and used the Ranch as a project to develop new ideas??

What if I trade hunting rights for fence building??

Take Chances...

## Leveraging Everything...

Find ways to let each dollar work for you more than once

Example:

Pay attention find broken equipment that can be fixed...use it for a while and then sell it for Profit

Use relationships to grow your network around you to maximize opportunities

The Nature Conservancy  **Conservation Easements**

We can choose to look at them in a positive manner or a negative

We utilize them as an asset to our operation.

- They can help us find funding for projects such as fencing, livestock water, irrigation improvements
- Help with marketing of meat products to a demographic that we don't relate with

 **Conservation Stewardship Program**

We utilize them as an asset to our operation.

- This program offers our operation technical assistance on how to better manage the range
- Helps with funding for projects and general operations

 Work with others to educate them on the value of Ranching, and let them feel accomplished with helping

 College students that come out and help on the ranch 1 time each semester to improve range health

NEVER pay full price, everything is negotiable

**BIG IRON**


Being a Rep for Big Iron Auctions allows me to meet some great people and learn how I can do things better.

**ONLINE AUCTIONS**

Experience the **POWER** of BigIron.com

It also satisfies my addiction. Now I have a better excuse for buying things....

Wrecked Swather... Neighbors insurance totaled the machine, so I bought it cheap and fixed it



As an Agricultural Engineer for Rubicon, I  
can leverage my irrigation and  
engineering experiences on the ranch.  
And my ranching experiences make me a  
better engineer



## Leaving PRIDE at the door

We all want the nicest truck, fastest horse, best  
dog....

### Example:

Keep the old pickup...it runs; find a cheap horse  
that you can make some money on; by some  
cheap cows and sell them for a profit;  
Understand your **WANTS** and pursue your **NEEDS**

## Keeping Priorities well grounded

Doing what is **HONORABLE** is ALWAYS better than  
making a quick buck

### Example:

It might be easy to sell a load of junk cows for to  
an unsuspecting person just to make a quick  
buck...but being **HONEST** and **HONERABLE** with  
that person will last a lifetime

Thinking long term on how we do  
things

Don't abuse your situation

Keep the range healthy

Keep the livestock healthy

Keep your neighbors happy

Take care of  
priorities **FIRST**  
Faith  
Family  
Nobility

