

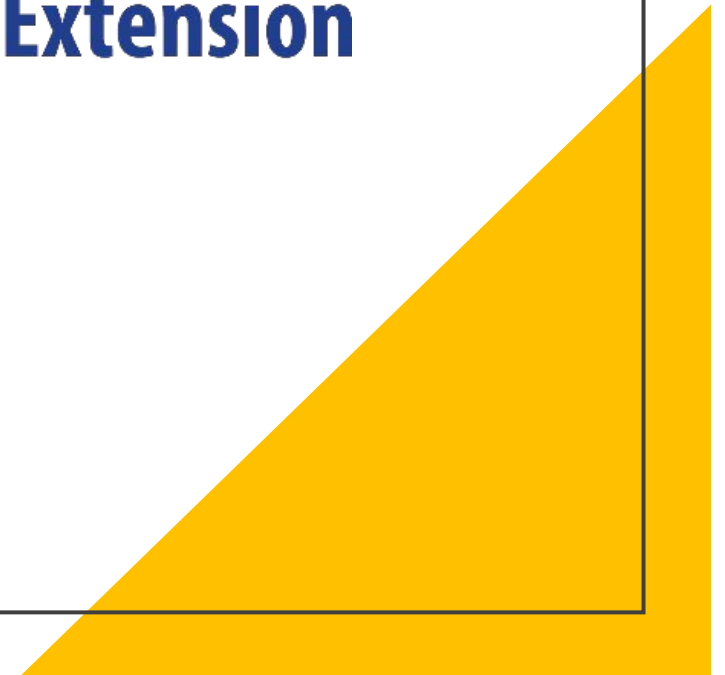
# Succession Planning, Lessons Learned

Seth Wilner

UNH Cooperative Extension



Extension





Build A Team





Build an Internal Team





Need a lead dog for internal coordination and a conductor for external orchestration

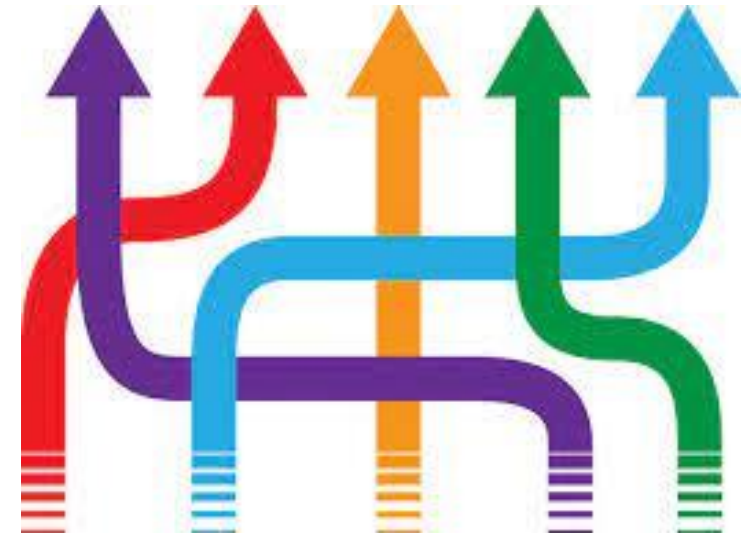


Conflict  
WILL  
Happen;  
Fair vs  
Equitable  
Pisses  
People Off





Show the  
Love



So Many Ways To Do Things...So Many



Farmers are Amazing Resources





# Generations Experience Farm Transfer Differently



There Often is \$ (and there is now)







Flexibility is Key – Never a straight line