



**Nationwide®**  
is on your side

# Your farm's future is in good hands

Introducing the Land As Your Legacy® team



About



of U.S. farms are  
operated by families<sup>1</sup>



Only

# 1 in 3

of them have a transition  
plan in place<sup>2</sup>

**Without a plan in place,  
the state you live in will  
decide how your farm  
will be distributed.**

Nationwide's Land As Your Legacy® team partners with your team of financial, legal and tax professionals to help plan a promising future for your family farm or ranch. At no cost to you, we will develop a transition plan focused on five key areas to help protect the future for your business and your family.

## The five key elements of a carefully designed transition plan

- 1 Succession planning**  
Creating the path to successfully pass the business to the next generation
- 2 Business planning**  
Reviewing the business structure to best protect the financial health of the operation
- 3 Risk management**  
Identifying and preparing for risks to the farm operation
- 4 Financial independence**  
Creating financial independence from the farm so that the next generation can start receiving income from the operation while the senior operator keeps serving as a mentor
- 5 Estate planning**  
Getting the documents in place to create an orderly distribution of assets upon death and to settle any liabilities due at that time in a manner consistent with the wishes of the deceased

<sup>1</sup> "2017 Census of Agriculture," USDA (April 2019).

<sup>2</sup> "U.S. Farm Succession Plans and the Process of Transferring Land Ownership," J. Michael Harris and Ashok K. Mishra, Agricultural & Applied Economics Association Annual Meeting (2016).

## Work with a team that specializes in farm and ranch transition planning

The Land As Your Legacy program has strong roots in the agricultural community and a commitment to safeguarding its heritage. With outstanding credentials and access to a wide variety of tools, strategies and products, Nationwide® can help position you and your farm or ranch for a successful transition of your family business.

### Financial Planners

Our team of specialists building your personalized plan



**Mike Lauer, CLU®, ChFC®, ALHC, CRC®**  
Financial Planner  
Land As Your Legacy



**Bryan Tribble, CLU®, ChFC®, ALHC**  
Financial Planner  
Land As Your Legacy

### Nationwide Advanced Consulting Group

Our staff of legal and accounting specialists available for consultation



**Ken Boothe, JD, CLU®, ChFC®**  
Director  
Advanced Consulting Group



**Desiree Buckner, JD, CLTC®**  
Director  
Advanced Consulting Group



**Steve Hamilton, JD, CLU®, ChFC®**  
Director  
Advanced Consulting Group



**George Schein, JD, ChFC®**  
Director  
Advanced Consulting Group



**Ryan Patton, JD, MBA**  
Director  
Advanced Consulting Group



**Allison Hoyt, JD, CLU®**  
Director  
Advanced Consulting Group



Work with a team that understands agriculture.  
Get started at [Nationwide.com/YourLand](https://www.nationwide.com/YourLand).

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