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Starting & Running Your Own Small Farm Business: Small-Farm Success Stories * Financial Assistance Sources * Marketing & Selling Ideas * Business Plan Forms & Documents

Sarah Beth Aubrey

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To help farmers position themselves well for the opportunities of today's market, Sarah Aubrey, a successful farm-based business owner, shares her years of research and first-hand experience in *Starting & Running Your Own Small Farm Business*. Here is everything you need to know to launch a small agricultural enterprise, from initial start-up to consumer marketing. Begin by fine-tuning your idea into a viable business plan, and then learn how to go out and sell it. Secure financing, work out the legalities, follow USDA guidelines--- and a farming business is born. Aubrey explains every step of the process and even includes samples of the required forms.

Every small farmer must also become a skilled salesperson and marketing professional. Aubrey covers all sales venues — from rural farmstands to web sites to food service wholesalers — and explains the pros and cons of each. She also explains how to create and stick to an advertising budget, develop pricing strategies, and protect personal assets.

Aubrey brings her business advice to life with profiles of farmers who are successfully selling everything from small batches of wine to exotic animals, such as elk and alpacas. Their stories are mini-courses in successful farming, sure to inspire every reader.

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Starting & Running Your Own Small Farm Business: Small-Farm Success Stories * Financial Assistance Sources * Marketing & Selling Ideas * Business Plan Forms & Documents can be one of your beginning books that are good idea. We recommend that straight away because this publication has good vocabulary that will increase your knowledge in terminology, easy to understand, bit entertaining however delivering the information. The copy writer giving his/her effort to set every word into satisfaction arrangement in writing Starting & Running Your Own Small Farm Business: Small-Farm Success Stories * Financial Assistance Sources * Marketing & Selling Ideas * Business Plan Forms & Documents yet doesn't forget the main level, giving the reader the hottest along with based confirm resource details that maybe you can be considered one of it. This great information can easily drawn you into brand new stage of crucial contemplating.

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