

# JOIN THE OTHERS WHO ARE ALREADY MANAGING HOLISTICALLY IN AUSTRALIA

CONDOBOLIN - RAILWAY HOTEL

JANUARY 23-24-25, 2012



## ATTEND THIS THREE-DAY PROGRAM

Managing holistically gives you permission to safely and sensibly bring new ideas to the table.



### THE PRESENTER:

Bruce Ward

Bruce has a successful and long-standing record presenting Allan Savory's Holistic Management training in WA. He is an Associate Consultant and Educator with the Savory Institute. See more about Bruce at [www.holisticresults.com.au](http://www.holisticresults.com.au)

### FOR FURTHER INFORMATION:

Call David Ward on 0427 919 572

Email: [david@holisticresults.com.au](mailto:david@holisticresults.com.au)

Holistic Results Pty Limited

PO Box 2426

BOWRAL NSW 2576



**HOLISTICresults**  
Your Economy Changed

- You will be competent at assessing the impact of every aspect of your farm business.
- You will learn how to discover the weak-link in each enterprise on the farm, and know which one to fix first.
- In real terms the entire family moves onto 'the same page'.
- You'll make more money, by producing what is termed a 'true profit'.
- You'll know when to change your carrying capacity.
- Reduce your crop growing costs - stop doing what everyone normally does - which is 'fighting with nature'.

## WHAT THE PROGRAM WILL COVER

- \* Detailed understanding of the four ecosystem processes that determine the profitability of your property
- \* Using the tools that manipulate them - to your advantage
- \* Knowing the special relationship between land, animals and plants
- \* Full training in all aspects of holistic grazing planning
- \* Learning how to authentically 'pay yourself first'



#### **SINCE DOING THE TRAINING, CHANGE IS SEEN AS OPPORTUNITY**

All of a sudden we look at things and no longer say 'we can't afford to do that', but 'how can we afford to do that'. It stops the closed mind mentality. The course has made us realise we can do it, and now everywhere we look we see opportunities.

**Ben, NZ**

#### **WE NOW CONTROL OUR DESTINY**

I have come from a different thinking background; this enables me to view 'life in the bush' in other ways. That is why Holistic Management, after considerable research, felt right.

**Gill, NSW**

#### **THE COST OF THIS PROGRAM**

**SAVE \$125pp:** Take advantage of our Early-Bird payment (ends Dec 23, 2011).

The all inclusive course cost after that is \$850 per person. This covers tuition, lunch and all course materials.

#### **OUR GUARANTEE**

Our objective is your learning. We guarantee our training will meet your needs completely, or your money is returned in full. No questions asked.

## **This 3-day program focuses on**

### **THE FOUR ECOSYSTEM PROCESSES**

### **HOLISTIC DECISION-MAKING**

### **HOLISTIC GRAZING PLANNING**

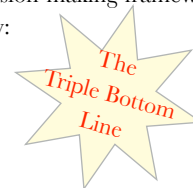
### **HOLISTIC FINANCIAL PLANNING**

### The four ecosystem processes 'are your land':

- We will look in detail at the effectiveness of your:
  - Water cycle. When rainfall unnecessarily runs off (or evaporates) from your land - then you make less money. When it stays there, you make more!
  - Mineral cycle. Minerals should cycle at least once per year to be effective. When the cycle on your land is effective the need for external inputs substantially drops.
  - Biological succession. You can manipulate the species mix on your land. You do this through the decisions you make about the tools you use.
  - Solar energy flow. The business of agriculture is the capturing, packaging and marketing of sunlight for a profit. The bigger and better the leaf area and quality is, the more money you can make, and the sooner your land becomes healthier.

### Holistic decision-making:

- We will look in detail at conventional decision-making and where the gaps are
- You will fill in those gaps using the holistic decision-making framework. This framework ensures that everything you do is simultaneously:
  - Financially sound
  - Ecologically sound
  - Socially sound
- Holistic decision-making is totally centred around what you want. After all, it is your life you are most concerned about.



### Holistic grazing planning:

- Holistic grazing planning gives structure to your grazing.
- Every year you will minimise the need for supplementary feeding. Besides the fodder, there are several hidden costs of supplementation that are even bigger risks to your business. You should become aware of what they are.
- Plan for droughts. This approach immediately stops you making everyone else rich at your expense, whenever droughts occur.
- Be prepared for even bigger changes: Should we ever move to practical payments for soil carbon, you can be certain of one thing:
  - You will need to be holistically planning your grazing operation.
- Overcome salinity.
- Deliberately create conditions that are suitable for perennials to establish and thrive.
- Be wary of look-alikes to this planning. Others like to cherry-pick the easy bits, but they will leave you to find the important bits the hard way.

### Holistic financial planning:

- Learn how to plan your profit first:
  - No more will you allow yourself to pay everyone else, and have just a dribble coming your way.
- Discover new thinking about why 'capital expenditures' such as new fencing and water points, or new cropping tools, should pay for themselves in the year of purchase.
- Tie your financial plan to your 'quality of life'. You are farming because you want to. Make sure it is both fun and profitable.

**SAVE \$125  
EARLY BIRD**

**Make your booking now - Fax to 02 4862 3587**

We hereby apply for the following people to participate in the 2012 Condobolin program.



**PRICING:** **Earlybird** (until December 23, 2011) \$725 (incl GST) per person.  
**From December 24, 2011** \$850 (incl GST) per person.

Participant 1 \_\_\_\_\_ Participant 2 \_\_\_\_\_

We understand that receipt of our payment by December 23, 2011 is required to confirm our Earlybird position in the Condobolin program. Standard payments are due no later than January 18, 2012

**Payment notification - if made by Direct Debit**

We have paid A\$ \_\_\_\_\_ (incl GST) by Direct Debit to Holistic Results Pty. Limited BSB 082-731 Account No 51 736 7462. Please issue a Tax Invoice to the business entity shown below.

**By Credit Card**

Please debit our Visa or Mastercard (Circle one) for A\$ \_\_\_\_\_ including GST

Name on Card \_\_\_\_\_ Expires \_\_\_/\_\_\_

Card Number \_\_\_\_\_ CVC No \_\_\_\_\_

Cardholder's signature \_\_\_\_\_ Date \_\_\_\_\_

My phone number \_\_\_\_\_ Email \_\_\_\_\_

Please issue a Tax Invoice to the business entity shown below.

**Our business name - for Holistic Results to use when providing us an invoice**

**Business name:** \_\_\_\_\_

**Postal address:** \_\_\_\_\_

**Email:** \_\_\_\_\_ **Phone:** \_\_\_\_\_