

1 WHAT TYPE OF SUCCESSOR ARE YOU?

The objectives:

To draw this portrait, we suggest that you fill out the questionnaire below. Knowing what type of farm successor you are will allow us to effectively guide you through the transition or acquisition process.

The tools:

Checkmark each statement that best represents you or your situation:

1. Family-member successor

- My parents (or other relatives) own the business. I have always worked on the farm and know how it works. I would like to eventually take over the business.
- My parents (or other relatives) own the business. After having studied and worked in another field, I've decided to take over the family business. I am currently learning and/or re-familiarizing myself with the ins and outs of the business.

2. Non-family successor (i.e. an employee)

- I've been with the business for several years. Nobody close to the owner appears interested in taking over the business. I've thought about it, and I'm the only one considering the possibility.

3. Non-family successor

(i.e. someone with an "entrepreneurial sense" who wants to run a farm)

- I would like to get involved in an existing business, which the owners, despite having no family successor, are planning to transfer. I want to work for myself and run a business of my own.
- I would like to start and manage my own business. I want to be in business for myself. I am looking to buy agricultural land and buildings.