



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 families¹



Only

1 in 3

of them have transition plans in place²

**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

SUCCESSION PLANNING — Creating the path to successfully pass the business to the next generation

BUSINESS PLANNING — Reviewing the business structure to best protect the financial health of the operation

RISK MANAGEMENT — Identifying and preparing for risks to the farm operation

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

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

¹ "2017 Census of Agriculture," USDA (April 2019).

² "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
Director
Advanced Consulting Group



Ryan Patton, JD, MBA
Consultant
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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