For Farm Seekers  LAND HERE! STEPS TO ACQUIRING A FARM OR FARMLAND

1. Gather information
   Learn about land acquisition options that might be right for you
   • Evaluate if a farm lease is for you
   • Assess if purchasing a farm is for you
   • Explore conventional & non-traditional approaches
   • Learn about different kinds of landowners & landlords

2. Prepare yourself
   Use your newly gained knowledge to do your own planning
   • Evaluate your situation
   • Set clear farm acquisition goals
   • Take a personal financial inventory

3. Find farm prospects
   Search for & evaluate properties
   • Search strategies & techniques
   • Evaluate properties, especially how they fit with your business plan
   • Work with friends, communities, organizations & other farmers

4. Negotiate with landowners & landlords
   Develop successful agreements
   • Communicate for success
   • Learn negotiation hints & strategies
   • Understand lease, purchase and sales, & other transfer agreements
   • Use a team of advisors

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