



What It Looks Like

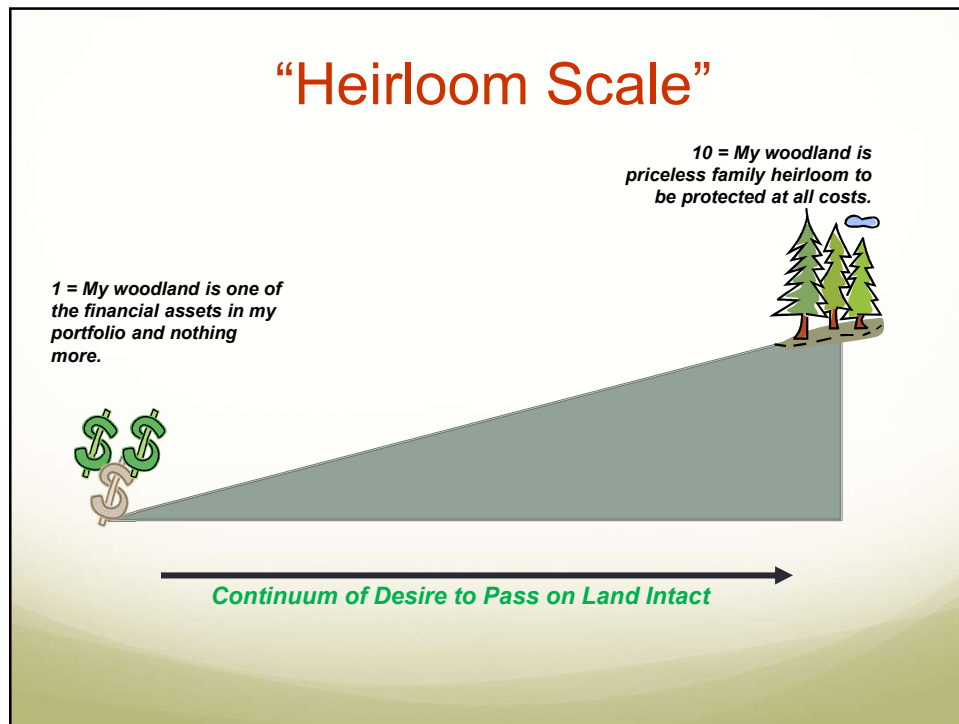
63 million

37 million

100 million

80%

3%



<p>What three words come to mind when you think about your forestland property?</p>	<p>List your three fondest memories, that took place on your forestland property.</p>
<p>Where are you on the heirloom scale? Where do you think your spouse is? And your heirs?</p>	<p>What is the one thing you most wish or hope for about your property in the future?</p>

So Here's the Question...

Statistic or Successful Succession?

Know the Benefits ...

1. Ensure the orderly transfer to heirs
2. Provide overall piece of mind
3. Provide asset protection
4. Reduce family disputes
5. Keep wooded land intact

Challenges are Complex

- Development pressures
- Fluctuating markets
- Property taxes
- Retirement funds
- Health care expenses
- Multiple heirs
- Family dynamics

Family Dynamics

“You have to get everybody to the table and hash it out, pleasant or not, in order to make the best decisions for the asset for the family.”



....dealing with succession planning and farm transfer is sort of like taking on a porcupine... it's prickly and hard to approach - a creature one would just as soon avoid entirely.



And it's about Family Dynamics



**Master
the
Porcupine**

That Porcupine!

- More than 80% of family forest owners want to keep their land intact
- More than 80% are concerned it won't happen
- Projected Loss: 5.5 to 12.2 million acres of private forestland in the South by 2060, **at the time of estate transfer** (Wear and Greis 2011).

That Porcupine!

What's one of the most important elements in keeping family forest land intact?



Now or Later

Failure to plan is a plan

Prevent the unintended

Plan for continuity

Don't become a statistic



The First Step

What do you want
for your Land?

Photo by Jess Hurd

Declare and Share

VISION STATEMENT FOR YOUR WOODLANDS

David Watson, University of Wisconsin

Share Often

“Succession planning is hard and slow work... Begin as soon as possible.”

“It rarely goes quickly...”

**Create the time and the space
for family dialogues.**

Clint Bentz, *Ties to the Land*

Plan for Continuity

Your Vision

Family Dialogue

Heir Assessment

Most Willing? Most Able?

- Your family needs to know your vision
- You need to know who will best to carry it out.
- Heir Assessment is equally important.

Most Willing? Most Able?

... And it just might not be about the math...

Most Willing? Most Able?



Sheila McClune©



START NOW

**DECLARE
and
SHARE**

SET UP YOUR TEAM

CHOOSE AND PLAN




Keep Ahead of It

**Keep 'em
Involved**

Keep Current

Keep Sharing




**Head and the
Heart**

Your Vision

Your Choice

Your Job!



**Master
the
Porcupine**

