



LEGACY

WEALTH ADVISORS OF NY
GUIDE • PLAN • PROTECT • GROW

THE COMBINE IS EASIER THAN THE CONVERSATION

PROTECTING FARMS.
PROTECTING FAMILIES.
PROTECTING LEGACIES.



NEW YORK
**CORN & SOYBEAN
GROWERS**

IT WAS MY BROTHER.

TWENTY MINUTES EARLIER...

WE WERE TALKING ABOUT SNOW.

WE WERE WONDERING
IF LIFE WOULD EVER BE THE SAME.



HOPE

— IS NOT A —

SUCCESSION PLAN.

PLANNING IS.



WHAT WE'LL COVER TOGETHER TODAY



THE 5 CONVERSATIONS EVERY FARM FAMILY NEEDS TO HAVE



FAIR ISN'T ALWAYS EQUAL



THE COMBINE IS EASIER THAN THE CONVERSATION



THE ROADMAP IN ACTION



CASE STUDIES FROM REAL FARM FAMILIES



YOUR NEXT STEP: START THE CONVERSATION

PLAN TODAY. PROTECT TOMORROW. PRESERVE FOREVER.



BUILT ON
HARD WORK.
KEPT TOGETHER
BY PURPOSE.

FARM
FAMILY
FUTURE

THE ROADMAP

- ☒ VISION
- ☒ LEADERSHIP
- ☒ CONTINUITY
- ☒ TRANSFER
- ☒ LEGACY

— INTRODUCTION —

ABOUT MARK

I've spent **twenty years** sitting around kitchen tables with families just like yours.

I've seen farms **survive** tragedy.

I've seen farms **destroyed** by **silence**.

Today I want to share **what I've learned**.



BEFORE WE BEGIN...

RAISE YOUR HAND

In this room today, how many are...



THE **NEXT GENERATION**
OF YOUR FARM?



CONSIDERING **A TRANSITION**
IN THE NEXT 5-10 YEARS?



PART OF A **FAMILY DISCUSSION**
ABOUT THE FUTURE?



JUST HERE **TO LEARN**
SOMETHING NEW?

WHEREVER YOU ARE, YOU BELONG HERE.

THE ROADMAP

A JOURNEY WORTH PLANNING

"The best time to plan your future is before someone else decides it for you."

START HERE



VISION

Know where you're going—or the farm will decide for you.



CONTINUITY

Build systems that outlast any one person.



LEADERSHIP

Strong leadership today builds confidence for tomorrow.



TRANSFER

Pass more than assets. Pass clarity, values, and responsibility.

LEGACY



A future they're proud to inherit.



FARMS DON'T JUST NEED
A PLAN FOR TODAY.
THEY NEED A ROADMAP
FOR TOMORROW.

VISION

YOU CAN'T ARRIVE SOMEWHERE...
**IF YOU NEVER DECIDE
WHERE YOU'RE GOING.**



LEADERSHIP

SOMEONE IS
DRIVING THIS FARM.

HAVE **YOU** DECIDED
WHO?



CONTINUITY

WHO PUTS
THESE ON
TOMORROW
MORNING?



TRANSFER

PASSING TOOLS
IS **EASY.**

PASSING
RESPONSIBILITY
ISN'T.



LEGACY

WE DON'T
DO THIS FOR
TODAY.

WE DO IT FOR
TOMORROW.

THIS IS WHY
WE DO IT.



YOUR NEXT STEP: START THE CONVERSATION.

Every strong farm has a plan. Every legacy starts with a conversation.



1. PICK A TIME.

Set aside time to talk—no agenda, just open ears.



2. INVITE THE RIGHT PEOPLE.

Include the people who matter most to your farm's future.



3. START SOMEWHERE.

Use these topics as a guide, not a test. Just begin.



4. KEEP GOING.

Revisit. Adjust. Keep building your family's roadmap.



THE BEST TIME TO START
WAS YESTERDAY. THE SECOND BEST TIME IS TODAY.



NEW YORK CORN & SOYBEAN



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FARM CONTINUITY, SUCCESSION & TRANSFER

A ROADMAP FOR THE FUTURE OF YOUR FARM

1

DEFINE SUCCESS BEFORE YOU BUILD THE PLAN



Ask yourself:

- ☐ What are we trying to accomplish?
- Family goals
- Business goals
- Financial goals
- Lifestyle goals

REMEMBER

If you don't know where you're going, no succession plan will ever get you there.

2

BUILD THE FARM AROUND MORE THAN PRODUCTION



Think beyond:

- Yield
- Equipment
- Acres
- Commodity Prices

Instead focus on:

- Leadership
- Management
- Decision making
- Financial sustainability
- Risk Management

3

FAIR ISN'T ALWAYS EQUAL



Three different conversations happen at once:

- Ownership
- Leadership
- Compensation

Questions to ask:

- ☐ Who owns it?
- ☐ Who works here?
- ☐ Who makes decisions?
- ☐ How should people be compensated?

Different jobs create different value.

4

PREPARE FOR "WHAT IF?"



Ask...

What happens if...

- Someone dies?
- Someone becomes disabled?
- Someone retires?
- Someone simply wants out?



Can the farm continue tomorrow if today changes unexpectedly?

5

LEADERSHIP MUST TRANSITION BEFORE OWNERSHIP



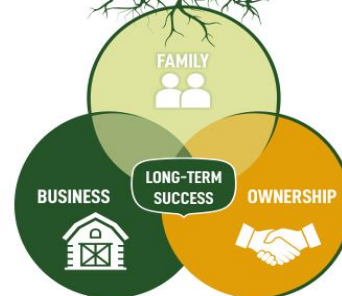
Many farms transfer assets. Very few intentionally transfer leadership.

Think through:

- ☒ Daily decisions
- ☒ Strategic decisions
- ☒ Banking relationships
- ☒ Vendor relationships
- ☒ Employee leadership
- ☒ Customer relationships

6

PROTECT THE LEGACY



A strong balance today creates a lasting legacy tomorrow.

YOUR FARM CHECKLIST



SUCCESSION

Who will own it?

- ☐ Complete
- ☐ In Progress
- ☐ Haven't Started



CONTINUITY

If something unexpected happened tomorrow... Would the farm continue?

- ☐ Yes
- ☐ Needs Work
- ☐ Not Sure



TRANSITION

How will leadership and ownership actually change over time?

- ☐ Written Plan
- ☐ Discussed
- ☐ Not Started



TRANSFER

How will assets eventually move?

- ☐ Family
- ☐ Employees
- ☐ Sale
- ☐ Other



"The hardest part of farm succession isn't writing the documents. It's having the conversations."



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