

Kentucky Thoroughbred Farm Managers Club

Leadership Training

Fasig-Tipton, Seattle Slew Room

Monday, November 21, 2016

8:00 – 9:00	Sign-in and Continental Breakfast
9:00 - 9:15	Introductions, objectives, vision Bryan Cassill, Steve Isaacs, Will Snell
9:15 - 10:15	What do you mean, people are different? – Steve Isaacs <i>Managing people is hard, discussing the differences</i>
10:15 - 10:30	BREAK
10:30 - 12:00	True Colors – Grace Gorrell, Lead with Grace <i>Understanding that we are all different and so are the people we lead using a well-known personality assessment</i>
12:00 - 1:00	LUNCH
1:00 - 3:00	Leadership for increased performance and enhanced job satisfaction Dr. Bob Milligan, Professor Emeritus, Cornell University.
3:00 - 3:15	BREAK
3:15 - 4:00	Hard cases and lessons learned – Manager panel moderated by Bob Milligan Mike Owens , Cobra Farms Sarah Wiley , Mulholland Springs Hurst Nuckols , Hurstland Farm

Tuesday, November 22, 2016

- 8:00 – 9:00 Sign-in and Continental Breakfast
- 9:00 - 9:30 **What did we learn yesterday?** – Steve Isaacs and Will Snell
Five takeaways from yesterday
- 9:30 - 10:15 **Finding, hiring, and training the right people** – Steve Isaacs
Attracting, screening, interviewing, hiring, and training quality employees is the key to a successful operation
- 10:15 - 10:45 BREAK
- 10:45 – 12:00 **Motivation and performance management** – Steve Isaacs
Understanding what motivates employees (and what doesn't), and how to improve performance with regular assessment
- 12:00 – 1:00 LUNCH
- Off the farm – industry issues, communication, and advocacy** - Will Snell
Management and leadership is not always on the farm, it's also about telling your story in the community and the industry
- 1:00 – 1:45 Media Panel: **Amber Philpott**, WKYT-TV
Janet Patton, Lexington Herald-Leader
- 1:45 – 2:30 Political Process, Involvement, and Issues:
Joe Cain, KY Farm Bureau
James Kay, TBD
Eric Bunning, Congressman Barr's staff
- 2:30 - 2:45 BREAK
- 2:45 – 4:00 **Summarize, synthesize, and apply** – Bryan, Steve, and Will
- Three things you've learned and two things you'll change** – assignment, discussion, Q&A