



Legacy First: Preparing People Before Paper!

Estate & Succession Planning for the Family Farm

(Presented by The Indiana Ag Law Foundation)

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Cheryl B. Mitchell



What is LEGACY to you?

Joe Bierman

1940 - 2025





**What do you want the next generation to remember
about how you handled this transition?**

**If legacy isn't just land, what else are you really
passing on?**

It's emotional.

I'm afraid my
kids won't get
along.

Fear

I'll be dead, they can figure it out.

They won't do it right.

My dad didn't have to do this.

Just been busy.

Guilt

No one wants to take it over.

Pride

Attorneys are expensive!

They have no idea what it took to get here.

What else would I do?





BASIC Questions that Cause Overwhelm.

Who: (Should be involved? Can I trust?)

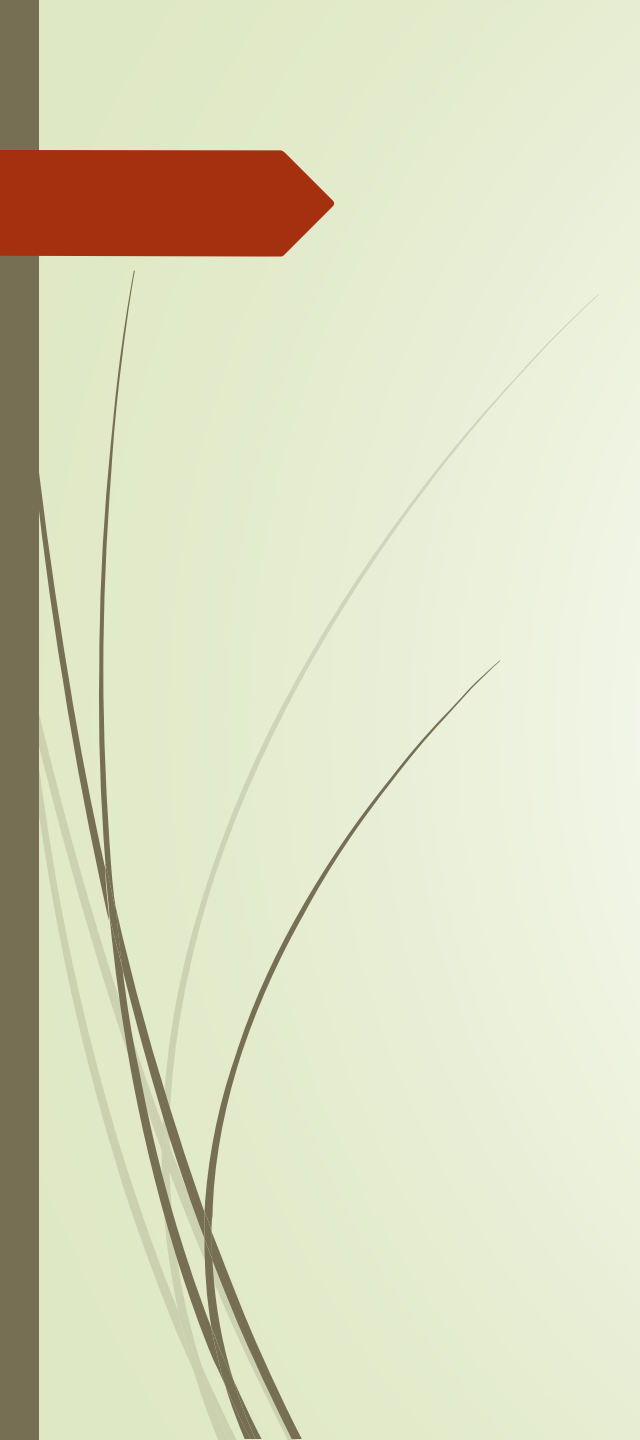
What: (Do I (we) really want to happen.)

Where: (Do I even start?)

When: (Will they be ready to do this?)

Why: (Do I need a transition plan, not a death plan?)

How: (Do I make it equal?)



The Gift

Death Plan vs Transition Plan

Legal vs Operational Transition

Let's talk TEAM.

LEGACY

Legacy doesn't happen by accident.

If you're ready to move beyond assumptions, expectations, and silence, these resources are for you:

- ***Farm Legacy or Loss: The Decision is Yours***
A book of practical stories, questions, and perspectives for families navigating transition.
- ***Farm Legacy Video Series + Reflection Workbook***
Guided conversation to help families move from assumptions to understanding.



ALSO AVAILABLE ON AMAZON

SCAN THIS CODE TO ORDER
THESE RESOURCES!





FARM LEGACY

CHERYL B. MITCHELL

Thank you!

Cheryl B. Mitchell

Keynote Speaker | Author

Farm Legacy Facilitator

Websites:

www.farmlegacynow.com

www.cherylbmitchell.com

Contact Information:

cheryl@cherylbmitchell.com

217-369-0367

