



Legacy First: Preparing People Before Paper!

Estate & Succession Planning for the Family Farm

(Presented by The Indiana Ag Law Foundation)

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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



FARM LEGACY

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Thank you!

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