

	No	Yes
13. Based on these financial statements, have you evaluated:		
Liquidity measures?	_____	_____
Solvency measures?	_____	_____
Profitability measures?	_____	_____
Financial Efficiency measures?	_____	_____
14. Does your financial analysis indicate you are moving towards achieving your goals and objectives?	_____	_____
15. Do you have a basic understanding of the four types of price variation:		
Seasonal?	_____	_____
Cyclical?	_____	_____
Trend?	_____	_____
Random Fluctuations?	_____	_____
16. Do you understand “basis” as a tool in your marketing decision making process?	_____	_____
17. Do you have a written marketing plan for each enterprise of the operation?	_____	_____
18. Have you identified your marketing team for each enterprise?	_____	_____
19. Have you identified your marketing toolbox for each enterprise?	_____	_____
20. Are you familiar with all the terms and conditions of legal contracts you have entered into?	_____	_____
21. Has your attorney reviewed the same contracts?	_____	_____
22. Are you familiar with current environmental laws that potentially could affect your operation?	_____	_____
23. Have you considered an environmental audit of your operation?	_____	_____
24. Have you discussed which family members are interested in taking over the operation and which ones are not?	_____	_____
25. Have you developed an estate plan that will successfully transfer the operation to the next generation?	_____	_____
26. Have estate planning professionals helped develop and review this plan?	_____	_____
<hr style="border: 1px solid black;"/>		
Total your responses in each column:	_____	_____
	No	Yes

The numbers of “No’s” indicate your (the family business’s) exposure to risk due to unpreparedness and lack of planning. The number of “Yes’s” indicate your degree of resilience and being prepared for contingencies within the business and family.

1. If the number of responses in the risk column is unacceptable to you, what do you plan to do to move towards resiliency?

2. When do you plan to have these action items completed?

Date: _____

Adapted from *Risk and Resilience in Agriculture* published by Colorado, Montana, and Wyoming Cooperative Extension Services and the United States Risk Management Agency.