



Rural & Agricultural Consultants
**Foundation
Courses
2025**



BIAC - Rural & Agricultural Consultants Foundation 1 Course

Introduction to the course

The BIAC Rural & Agricultural Consultants Foundation Course is a well-established course designed and intended as a refresher course for those already in the profession, as well as for those who have recently started employment within companies who provide Rural & Agricultural Consultancy. The course allows participants to gain a fuller understanding of the industry they work in.

This course provides an opportunity to experience a cross section of the profession, along with presentations by people directly involved in the agricultural and rural sectors. This allows the individuals taking part in the Course to develop their knowledge of the industry by hearing presentations and discussion with one another.

The BIAC Rural & Agricultural Consultants Foundation Course is a residential Course and takes place over 2 days.

Training sessions will include

- Transition Into Consultancy
 - Preparing yourself for role change
- Promise, Deliver, Leave Behind
 - The art and skill of report writing and terms of engagement
- Interactions of EU Policy on agricultural business
 - The all-important agri-environment schemes, woodlands and relationships with the RPA
- The Liability of Consultancy
 - PI insurance and confirmation and demonstration of competence
- Business Planning
 - Business plans, cash flow forecasting, viability of existing/new enterprises and farm diversification
- Banking and Finance Arrangements
 - What the bank wants to see. How do banks loan, what are they looking at, when will they loan, what ratios do they work to etc.
- Tax Implications
 - The opportunities and the pitfalls of tax and VAT and capital expenditure
- Tips from Experience -
 - Guidance and practical experience
- Case Studies with breakout sessions;
 - Covering practical aspects of; Contract farming, share farming, alternative business structures for agricultural consultants

BIAC - Rural & Agricultural Consultants

Foundation 2 Course

Introduction to the course

Foundation 2 builds on the learning experience gained on the Foundation 1 course with sessions covering personal development, communication, business management, benchmarking, rural planning, business development and detailed case study work.

This is a residential Course and takes place over 2 days. With an after dinner speaker on the Wednesday who will take the attendees on a journey covering the development of his agricultural business and will link with the sessions being covered during the course.

Training sessions will include

- Personal Development update
- Setting up farm business, solving problems in family owned agricultural businesses, strategic growth, inheritance planning and succession
- The art of communication
- Business opportunities and marketing
- Challenges & opportunities for rural planning
- Report writing & presentation
- Benchmarking & business measurement
- Business Case Studies

Course Dinner

- After-Dinner speaker

Speakers & Presenters on the Foundation Courses will include

- Mike Greetham, CEO BIAC
- Guy Banham, Business Consultant Berrys
- Tony Kernon, Kernon Countryside Consultants Ltd
- Gary Markham, Churchgate Accountants Limited
- James Miles-Hobbs, JMH Farming & Renewables Ltd
- David Selway, Functional Farming
- Simon Ward, Increment Ltd
- David Meredith, DJM Consulting
- AHDB

All speakers & Presenters may be subject to change

BOOKING FORM

BIAC - RURAL & AGRICULTURAL CONSULTANTS - FOUNDATION COURSES 2025

How to book a BIAC Foundation Course

ONLINE www.biac.co.uk/training

EMAIL Forward your booking form to info@biac.co.uk
with confirmation of BACS payment to 'British Institute of Agricultural
Consultants' - Account Number 90192473 Sort Code 20 01 09

*If you require a VAT invoice please retain a copy of this form for your records
VAT Registration Number GB 650 6050 66 (VAT charged at 20%)*

COURSES	TICK HERE
Foundation 1 – 15th - 16th April, Warwick Conferences, Coventry, CV4 7SH	
Foundation 2 – 6th - 7th May, Warwick Conferences, Coventry, CV4 7SH	
Each course cost: Members £594 (inc vat) Non-Members £810 (inc vat)	

Name	Company	Email	Members £594 (inc. VAT @ 20%) Non-Members £810 (inc. VAT at 20%)
Continue overleaf if more delegates			

Member rate can also be paid by non-members if this form is accompanied by a fully completed membership application form.