



LAND
MOBILITY

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MODULE 1A
Starting Up

Identifying a Good Match



Erasmus+

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Picking the right person!

A crucial factor when considering an arrangement is identifying the right person.

The right person will:

Look to form a realistic fair agreement that works for all parties.

- Honour the agreement.
- Make sure things are done right.
- Respect the wishes and concerns of all parties.

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Consequences

All too often, under normal circumstances, people can come along who will agree to anything, knowing that they will not pay what was agreed or will not comply with their obligations.

There are consequences when you do not identify individuals who will work collaboratively and cooperatively.

Examples of the consequences of the wrong person are all too evident and are an unfortunate deterrent.

- Broken promises
- Failed payments
- Poor land care
- Damage to facilities





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**Let's delve into...
The Person, The Price
and The Period.**



The Person

The person must be right. It must be someone you can work with, that person's vision for the farm must be compatible with yours.

It is important to identify someone who is realistic, has farming ability and has done budgets. Don't be afraid to check out reputations and talk to people they have worked with before, always inspect each others' current / recent businesses. The right person will be open and have nothing to hide, in fact they will appreciate this engagement.



The Price

The price must be fair, realistic and sustainable. All parties must make a return, and this should be backed up by a proper budget and farm plan. People should be open and be prepared to share this information with confidentiality and respect.

Fortunately, mechanisms and templates exist to link price with farming returns which delivers fairness and avoids complicated price reviews. Chasing the top price or being captivated by price alone is a recipe for disaster.



The Period

The period or term must be adequate so that it works for all parties. This is especially relevant where investment is required, the period must be sufficiently long to deliver an adequate return. A longer agreement also gives more security and provides a degree of certainty





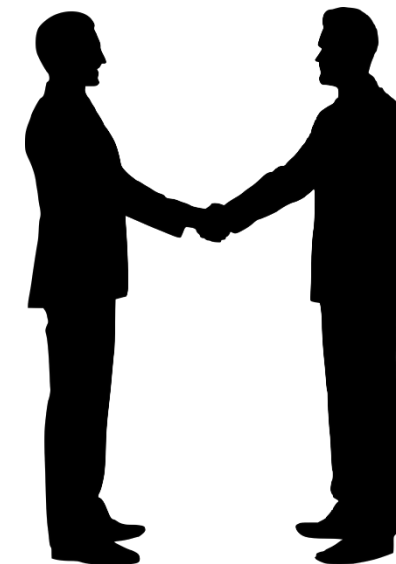
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The Result

The right person and the right arrangement will work for all parties,
providing security and a good practice setup.





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References

Land Mobility; *Land Mobility 2019 Report*
www.landmobility.ie



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