Leading Edge Sheep Production

A Let’s Grow Seminar

Homestead Resort

Midway, Utah
• Make You a Leading Edge Manager
• Create Affective Relationships
• Get you in Problem Solving Mode
• Maximize Your Profitability!
Begin with the End in Mind

• Do You Have A Mission Statement?
• What are We about?
• What are Our Values?

• Where Do You Want to Be in 10 Years?
• What Do You Want Your Operation to Look Like when You Retire?
Cognitive Skill Levels

- Memory
- Psychomotor
- Concept Classification
- Problem Solving
- Affective
Vision

- Management – Doing Things Right
- Leadership – Doing the Right Things
What Makes Your Operation Unique?

• Segmentation
• Differentiation
• Specialization
• Value Added
• Vertical Integration
• Horizontal Integration
What are the Holes In Your Operation?

- Non-Productive Ewes
- Low Lambing Percentage
- Low Weaning Percentage
- Low Weaning Weight
- Ram Issues
- Parasites
- Predators
- Herders
What If & Why Not?

Reduce Open Ewes to 1 or 2%
Increase Weaning Weights 5 lbs or 10 lbs
Every Ram were Productive
A 160% Lamb Crop
Creative Mistakes

• Creative Mistakes – Trying new ideas which if they fail may be stepping stones to success.
• They are not big dumb financially disastrous mistakes!
Threats

- Business Threats – Vulnerabilities within your circle of influence
- Strategic Threats – Vulnerabilities in your circle of concern
What Does Your End Look Like?

What’s your Legacy?