

A scenic landscape featuring a range of rugged mountains with significant snow cover under a blue sky with light, wispy clouds. In the foreground, a vast, golden-brown grassy valley stretches across the frame. A large herd of sheep is grazing in the valley, with several people visible near them. The overall scene is bright and clear, suggesting a high-altitude or mountainous region.

# Leading Edge Sheep Production

A Let's Grow Seminar  
Homestead Resort  
Midway, Utah



# GOALS

- 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





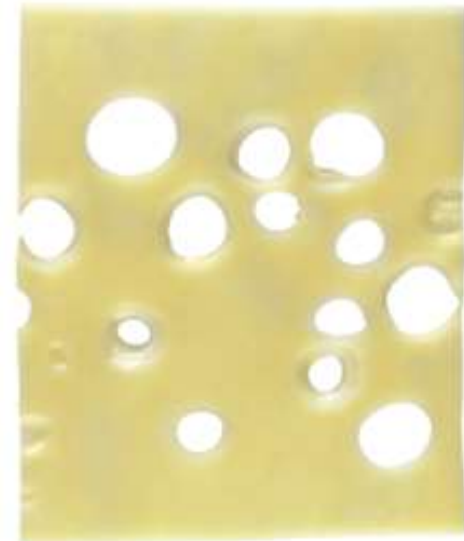
# What Makes Your Operation Unique?

- 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

**WHAT IF...** AND

**WHY  
NOT?**



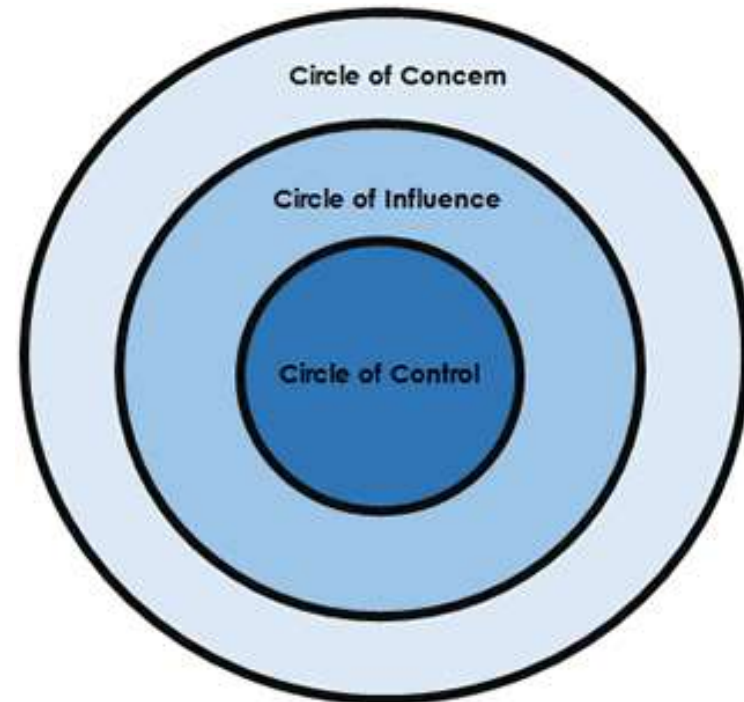
# Creative Mistakes

- 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?