

PREPARATION	NOTES	Done
Choose which way you will approach grain marketing	<i>Consultant or Company/Blend/No Consultant</i>	
Complete a Rotation Plan	<i>Stay conservative with your yields</i>	
Complete a Budget for the coming year.		
Calculate Breakeven \$/ton for each commodity		
Create a Marketing Plan	<i>In consultation with business partners and consultants.</i>	
Regularly Assess Yield Potential and Production risk as the season progresses.	<i>Update your yield accordingly and adjust grain sales if needed.</i>	
Have a contact list Grain Marketers	<i>Assess which companies you are comfortable dealing with.</i>	
Have access to regular grain price and market info & updates.	<i>Via Consultants, Newsletters, Texts or the www, keep up to date regularly with trends and communicate thoughts with business partner.</i>	
Consider "Smart Phones" with apps for selling grain when off the farm.		
DOCUMENTATION	NOTES	Done
Sell or commit grain to a contract.	<i>Can be done on the telephone with a marketer or online via some marketers. Document why you chose to sell that day in a diary – it helps when reflecting on decisions.</i>	
File Grain Contract in a File	<i>Designate a Grain Marketing File for the season. All documentation of grain contracts must be kept safely.</i>	
Record the Contract, Grade, Tons Committed, Price.	<i>Using a Excel spread sheet works well for this at home or consultants can manage it for you.</i>	
Analyse Spreads of the contract when allocating grain.	<i>Maximise returns on grain when filling contracts</i>	
Once Grain nominated to the contract – print out nomination form and attach to the contract.	<i>Make a note of estimated payment date in your diary to ensure payment.</i>	
Receive RCTI for grain sale and cross check payment and tonnage match your records.		
Attend a Grain Marketing Workshop once/year.		

