

# Registration

Name: \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_  
Zip \_\_\_\_\_  
Email \_\_\_\_\_  
Credit Card No. \_\_\_\_\_  
Expiration Date \_\_\_\_\_  
Your Signature \_\_\_\_\_

Please register online at [www.aglabs.com](http://www.aglabs.com) or  
by phone, fax, or postal mail.

International Ag Labs  
P.O. Box 788  
Fairmont, MN, 56031  
Phone: 507-235-6909  
Fax: 507-235-9155  
Email: [info@aglabs.com](mailto:info@aglabs.com)



# Details

## Cost:

\$200 per person (Includes Noon Meal  
Both Days)

[\$250 after Monday, February 8]

## Venue:

Shipshewana Town Center

800 S. Van Buren St.

Shipshewana, IN 46565

260-768-3021

## Date:

February 19-20, 2010

## Time:

Fri. 8:00 am —5:00 pm

Sat. 8:00 am —5:00 pm

## Hotel Reservation:

Super 8 Motel — 260-768-4004

- 740 South Van Buren
- Very close, complimentary breakfast,  
reasonable rates

Splash Universe — 260-768-7688

- 800 S. Van Buren St.
- Very close, family-friendly rooms,  
water park, bunk-beds for children
- [www.splashuniverse.com](http://www.splashuniverse.com)



800 W. Lake Ave.  
PO Box 788  
Fairmont, MN 56031



International Ag Labs Presents

# Foundations For Success

FEBRUARY 19-20, 2010

SHIPSHEWANA, INDIANA

# Speakers



**Dr. Dan Skow**



**Wendell Owens**



**Jon Frank**



## *The Pinnacle of Success*

We all want to wildly succeed—to achieve at the highest caliber. Have you taken the time to envision and write out what the pinnacle of success would look like for your farming operation?

Why do some farms achieve resounding success while most don't? What is the difference between these two groups? The answer can most often be found, not at the peak, but rather at the bottom—the foundations of success.

## Dr. Dan Skow

**Dan Skow, DVM** is widely considered the Dean of the Reams School of Agronomy. Dan first studied with Dr. Reams in 1976 and soon began team teaching with Dr. Reams. Dan is a 32-year veteran in teaching Reams concepts. In this class, Dan will focus on the importance of soil minerals, the ratio of minerals, and their impact in collaboration with carbon on creating soil energy.

## Wendell Owens

**Wendell Owens** is a long time partner in IAL. In addition he and his son-in-law have a beef herd and currently farm over 300 acres. About half the acres are farmed organically and the other half biologically. Wendell makes most of the fertility programs at IAL and specializes in commodity crops, turf and large scale operations. In this class Wendell will be sharing the importance of foliar sprays and how they build on a proper fertility program.

## Jon Frank

Jon Frank is the newest partner in IAL. He has been with the company since 2001. Jon is active in promoting the concept of nutrient dense foods and its impact on human health. He heads up the Backyard Garden/Market Garden division of IAL and keeps busy with phone consultations, fertility recommendations and product development.

## *The Foundations For Success >>>*

What are the foundations for success in farming? Before looking at the core sciences consider a new farmer just starting out. What does he do? First he finds out where he can win i.e. what type of farming suites him. Second he carefully analyzes his strengths so he can use them to his advantage. Next he goes operational, but circumstances change and then he must respond to changing circumstances. This leads to a new form of operations and the cycle repeats itself.

### **Operations → Circumstances change → Respond to Circumstances → Back to Operations**

The weak link in the chain is responding to changing circumstances. This is what separates the top 2% of farmers from everybody else. Agriculture is always in a state of change. Why do so many producers fail to change with the circumstances? I believe it is because most farmers do not integrate the 3 core sciences their whole operation rest on; soil microbiology, soil agronomy, and plant physiology. In addition to this they have not assembled a proper team to guide them through these changing circumstances. This course addresses the 3 main sciences and the importance of a consulting team that will allow a farmer to actually start reaching the pinnacle of success.

*Foundations For Success* addresses the 3 main sciences and the importance of a consulting team that will allow a farmer to actually start reaching the pinnacle of success.

