**Focusing on Land Transfer to Generation NEXT**

SW Virginia Higher Education Center  
Abingdon, VA – November 1, 2018  
12:30-5:30

### Session 1

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Presenter</th>
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<tbody>
<tr>
<td>12:30</td>
<td>Pick up boxed lunch</td>
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<tr>
<td>1:00</td>
<td>20 min. Welcome, housekeeping, introductions</td>
<td>Bill Worrell</td>
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<tr>
<td>1:20</td>
<td>Your Family &amp; Your Woodland Legacy: The Heirloom Scale</td>
<td>Ties to the Land DVD</td>
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| 1:50  | Building the Base  
|       | • Legacy Planning Primer                        | Jennifer Gagnon                  |
|       | • The Family Forest Resource                    | Andrew Fotinos                   |
|       | • Family Dynamics (communications)              | Kevin Spurlin                    |
| 3:00  | Break                                           |                                  |
| 3:20  | Preparing for Planning  
|       | • Cautionary Tales                             | Ties to the Land DVD            |
|       | • The Role of Insurance                         | Alex White                       |
|       | • Best Practices & Essential Documents          | Andrew Fotinos                   |
| 5:00  | • Old McDonald Sold the Farm                    | Ties to the Land DVD            |
|       | • Homework                                      | Jennifer Gagnon                  |
| 5:30  | Dismissal                                       |                                  |
Day 1
Speaker Contact Information

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