# Focusing on Land Transfer to Generation NEXT

SW VA Higher Education Center, Abingdon, VA – November 2, 2018  
9 – 4:00

## Workshop Agenda Session 2

<table>
<thead>
<tr>
<th>Time</th>
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<tr>
<td>9:00</td>
<td>Welcome &amp; Recap</td>
<td>Jennifer Gagnon/ Bill Worrell</td>
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| 9:10 | Professional Advisors  
- Legal Tools of Owning & Passing Land  
- Management Plan  
- Financial Tools & Implications | Erin S. Downs, JKDP  
Chris Sullivan, DOF  
Sarah Adams, CPA, CGMA |
| 10:40 | Break | |
| 10:55 |  
- Conservation Options  
- Choosing Your Professional Advisors | VOF/NRLT/TNC  
Andrew Fotinos |
| 11:45 |  
Professional Advisor Q & A | All professional advisors |
| 12:15 | Lunch | |
| 1:00 |  
Landowner Panel: In Their Own Words  
- Landowner 1 - LLC  
- Landowner 2 - Easement  
- Landowner 3 – Bill Worrell (bad experience)  
- Landowner 4 – Evening things out among kids | |
| 2:00 | Landowner Panel Q&A | All landowner panelists |
| 2:15 | Break | |
| 2:30 | Attorney Perspective/CPA Perspective | Erin S. Downs & CPA |
| 3:00 | Open Floor for Q & A | All professional advisors/Landowner panelists |
| 3:30 | Resources | Jennifer Gagnon |
| 3:50 | Landowner testimonial – “Succession Happens”. What would happen to your woodland legacy? | Ties to the Land DVD |
| 4:00 | Wrap up & Dismissal | Jennifer Gagnon, Andrew Fotinos, Bill Worrell |
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