



## CUSTOMISED PROVISION

**DELIVERED BY JULIE THOMAS MBA, BSc.Hons, Dip ESB, FRAgS**

- Effective Meeting Skills – Minute Taking- 1 DAY
- Effective Meeting Skills – Participating and Chairing- 1 DAY

Both These courses can be condensed into a one day delivery if required.

- A Farmer's guide to compiling business plans- 1 DAY
- Planning a diversification or new enterprise on the farm- 1 DAY
  
- Introduction to Agricultural Based Business Planning 1 DAY

Best done after Lantra Bookkeeping, VAT and MTD, and understanding your accounts and financial statements. Covers budgeting, gross margins, management accounts, benchmarking

- The Rural Manager – Communications. 1 DAY
- The Rural Manager - Motivation and Team Work. 1 DAY
- The Rural Manager - Time Management 1 DAY
- The Rural Manager – Stress Management 1 DAY
- The Rural Manager's Whistle Stop Tour of Management Practices. 2-3 DAYS
- Managing and developing interpersonal skills and customer service focus within the work environment (1-3 days, customised to client's field of work.)

Although classroom based, all courses above are “farmhouse kitchen table” approaches to Farming and Rural Enterprises- relevant , practical and useable.

### **Train the Trainer.**

- Instructional Techniques for Practical Skills Trainers 3 DAYS
  - Instructional Techniques for the Practical Skills Trainer - Assessed 4 DAYS
- The assessed course is acceptable to Lantra as Instructional techniques for becoming an Instructor. It is particularly suited to people technically competent in their practical field, such as chainsaws, machinery, and other similar skills areas.

## JULIE THOMAS MBA, BSc.Hons, Dip ESB, FRAgS



Julie describes herself as a Farmer's wife, and farms with her husband in the Rhondda Valley in South Wales. They have a flock of registered Welsh Mountain sheep, South Wales Nelson type.

Julie, an innovative and creative thinker and an accomplished public speaker, was very successful in the direct sales field, often delivering presentations to conferences of 1000 delegate colleagues.

Enthusiastic and Professional, she appeared in a corporate P.R. video, and has had many letters and articles printed in both National and Agricultural press and has featured on several radio programmes. Originally a college lecturer, Julie has a firm foundation in training and founded her company Simply the Best training over 20

years ago, and they have offices and training rooms on the family farm.

She is a Registered Instructor in Management with Lantra Awards. In her role as a Registered Tutor with the English Speaking Board (ESB) she delivers training courses and judges YFC public speaking competitions.

Holding the ESB Diploma in Oral Skills in Management, with a distinction in Oral Presentation, is a measure of her ability to entertain and motivate an audience. She holds TDLB D32/D33 Assessor Awards and has completed her MBA with a thesis on the management of change on the Welsh Family Farm.

She is also an ILM tutor and delivers training for Lantra's new Leadership and Management suite of Qualifications.

She specialises in rural business and is very active within the Agricultural industry. She currently delivers consultancy for Agriplan Cymru under the Farming Connect initiative, specialising in diversification and marketing, as well as beef and sheep systems. She has secured grant aid for clients on many innovative schemes in Wales.



The courses she has written cater to the needs and expectations of farmers and Countryside people, and she delivers them with wry Welsh humour and empathetic understanding. She was awarded an associate, now a Fellow of the Royal Agricultural Society for her work in training for farmers in Wales.

She particularly delights in the Instructional techniques courses, and her husband Geoff and son Rhidian are both Lantra Instructors for Machinery based courses. Her daughter Rachel also contributes to the finance courses, as she works for local land agents and auctioneers.