



“Dollars & Sense”

Tips to Managing Healthy Precision Agriculture Teams

T.J. STAUFFER



Building and managing a healthy precision agriculture team





Building and managing a healthy precision agriculture team

- .Precision Agriculture: our inherent weakness
- .Are we creating a situation in which people are going to succeed or fail?
- .Are you Reactive or Proactive?



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4 Keys to developing a healthy Precision team



STRUCTURE

(IF YOU BUILD IT THEY WILL COME)





STRUCTURE

(IF YOU BUILD IT THEY WILL COME)

.Goals

.R.O.I. (\$)

.Roles & Responsibilities

.Team Integration

.Branding



Training

(G.I. Joe – “Knowing is half the battle”)





Training

(G.I. Joe – “Knowing is half the battle”)

- .Over educate your people**
- .Create Specialization**
- .Mentoring**



SUPPORT

("BEAM ME UP SCOTTY")





SUPPORT

("BEAM ME UP SCOTTY")

- .Technical Back up**
- .Managing Customer Relationships**
- .Mental Health**



PROGRESSION

(KING SOLOMON - "WITHOUT A VISION THE PEOPLE PERISH")





PROGRESSION

(KING SOLOMON - "WITHOUT A VISION THE PEOPLE PERISH")

- .Progression Planning – Where is up?**
- .Professional Growth**
- .Personal Growth**



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