

What does leadership in Agriculture mean to me?

I have been in Agriculture my whole life, from working on the family farm through high school, farming for 5yrs, working for an ag equipment retailer for 17.5yrs, and now working for an agronomy company for 4.5yrs. Leadership in agriculture means taking it to the next level of profitability, for both the farmer and the retailer. Leaders have to be willing to make that split decision and understand why they did it. Leaders take ownership in the decisions they make, and if they are wrong..... They own up to it and learn from that mistake.

Being a leader in today's agriculture, I have found you need to be willing to adapt or change on the go. Leaders need to be good listeners, they need to be able to see opportunity, they need to be willing to take risks, and also be accepting that they may fail occasionally. Every customer you work with or employee that you manage, all have different personalities and need to be handled differently. Not completely different, but the way things are presented needs to be! I am no psychologist, but throughout my career, I have made a living off of reading people and figuring out how to work with them. Learning from each and then forming a partnership together. This partnership sometimes is just an understanding or trust, sometimes it is a friendship, and other times it is a level of respect for one another.

I am proud to be a leader in today's economic times. It is challenging trying to keep up with all of the changes! But, leaders are supposed to be able to lead change, and I believe I am helping our business unit and other parts of CHS implement changes to help lead us and our owners to success tomorrow.