



Sheep CRC Practical Wisdom Case Studies

Document ID:	SheepCRC_26_14
Title:	Setting up a consulting business
Author:	Debbie Milne
Key words:	Sheep; consulting;

Attribution: You may copy, distribute and otherwise freely deal with this publication for any purpose, provided that you acknowledge the Sheep CRC Ltd.

Disclaimer: The information contained in this publication is based on knowledge and understanding believed to be correct at the time of writing. However, because of advances in knowledge, users are reminded of the need to check currency of the information. Sheep CRC Ltd accepts no responsibility for any actions taken based on information contained in this document.

It should be cited as:

Debbie Milne (2014) – Practical Wisdom Case Study: *JIVET – Setting up a consulting business*

Setting up a consulting business

CASE STUDY

Debbie Milne, Richmond Hill Agribusiness, Victoria

Farmers have access to technology but often need help making the most of the management systems and information available. Debbie Milne explains how to make the most of this opportunity.

About Debbie Milne

Debbie owns and operates the Richmond Hill Agribusiness, a farm consulting service based in Branxholme, Victoria.

It is a second business for her family, with Debbie and husband Steve also running a stud White Suffolk flock.

Debbie was a Rural Financial Counsellor for 11 years prior to starting her consulting business. Before starting the business, Debbie wanted to ensure she was qualified to provide advice to other farmers.

In 2011 Debbie completed the Graduate Certificate in Agriculture (Agricultural Consulting), jointly developed by the Sheep CRC and the University of New England (UNE).

Debbie has since been working with sheep producers in areas such as electronic identification systems, running RamSelect workshops and breeder data management for LAMBPLAN and MERINOSELECT to help them maximise profitability.

“While I had the industry experience, the extra study was very useful in teaching me the formal processes involved in assessing a client’s business and developing a strategy to assist them, as well as improving my skills in communication, facilitation and negotiation,” she said.

Take home messages

- There are real opportunities available for graduates in agricultural consulting.
- The availability of online and distance courses makes it easier for farmers to obtain qualifications.
- It is important to keep learning and improving, and it is never too late to take on further study.

Further information

The Graduate Certificate in Agriculture (Agricultural Consulting) involves two core units (subjects) through UNE encompassing agricultural consulting and farm management. These two units can be studied as part of a number of part-time, external courses.

- www.sheepcrc.org.au