



## Speakers List

### **Why Becoming A Person of Influence Should be Your #1 Priority with Erick Rheam**

The success in your life is proportional to your influence and your influence is the result of your actions. Join Erick Rheam as he shares the tools to achieve success through influence with an understanding of human dynamics. Because to achieve anything of significance, one must rely on the help of others.

During this session attendees will:

- Understand the three keys to influence
- Learn the four principles that enhance influence
- Learn how to bring tremendous value to others

### **What Can Blockchain Do For You?**

Like blockchain, all big ideas may seem a little unlikely in the beginning. But blockchain is no longer just a buzz word as some early adopters in the grain industry begin to implement the technology. This session will clue us in to reveal what blockchain is and how it is being applied in the industry as our presenter illustrates an example with real-life applications.

*Brian Rust, Senior Associate, Federal Tax Strategies, CLA (CliftonLarsonAllen LLP)*

### **Recognizing and Applying Tools to Alleviate Stress**

No matter your occupation, we deal with others daily. From a simple text message to an in-person discussion, there is subtle evidence that people are experiencing high stress. Learn from Dr. Josie Rudolphi as she discusses how to identify signs of tension in co-workers and customers and shares information and resources to proactively manage stress.

*Dr. Josie Rudolphi, Associate Research Scientist, National Farm Medicine Center*

### **Determining Usage and Ways to Manage Energy Costs**

To discover ways of managing energy costs and maximize savings, you first need to examine the evidence of your actual energy usage. Become your own detective as Keith guides participants on how to determine real-time demand and usage and discusses tips and methods to solve your energy puzzle.

*Keith Schmidgall, Owner, KDJ Sales and Services*

### **Organic Agriculture – From Supply Push to Demand Pull**

With the rise in popularity of organic, it is no longer just a fad as super markets make room for an influx of products to meet demand. Dr. Ken Dallmier will pull back the curtain and reveal fascinating trends in the organic market, including what is being produced, who is buying organic and the social trends driving this growth.

*Dr. Ken Dallmier, President & COO, Clarkson Grain Company*

### **New Container on Vessel Technology Maximizes Efficiencies, Lowers Cost for Inland Waterway Shippers**

Sal Litrico will share exciting details on vessel technology to transport containers from St. Louis to a new port south of New Orleans that handles deep draft ocean vessels. This modern port is being built from the ground up to accommodate the larger Post-Panamax vessels in what could be one of the most efficient and economical solutions to hit the container shipping sector.

*Sal Litrico, CEO of American Patriot Container Transport*

### **Rising Interest Rates and The Impact to Your Balance Sheet**

Rising interest rates have a significant impact on businesses where the effects can be seen clearly on the balance sheet. Wes Millard will reveal the correlation between rising interest rates and the balance sheet, reveal trends for 2019 interest rates and explore products to mitigate your risk.

*Wes Millard, Sector Vice President, Customer Derivatives of CoBank, Invited*

### **Disruptive Weather: Consistency in Chaos**

Weather is the greatest risk in agriculture but it's also one factor out of our control. Even though we may not be able to control or change the weather, we can anticipate patterns and therefore the risk. Eric Snodgrass joins us again to cut through the abundance of weather intel and provide tips to help us make some smart decisions and find consistency in the chaos.

*Eric Snodgrass, Principal Atmospheric Scientist of Agrible*