

Top Resources for Ag Loan Officers



Streamlining the Loan Process

- Use a secure document sharing site (that has been approved by your tech team) to share documents from customers. *Example:* [dropbox.com](https://www.dropbox.com)
- Utilize a checklist to capture all items to submit a complete loan package the first time.
- Use GIS tools for land verifications/prospect/parcel data and reports. *Example:* agcor.io
- Use AVMs which allow farmers to get land values, reducing appraisal time. *Example:* farmlandintel.com

Succession Planning

- Have a plan for the transfer of farm assets, income, and management. [PDF Workbook](#)

Staying Up to Date on all Things in the Ag Market

- AgWeb - Agriculture news and commodity market insights: [AgWeb](#)
- AgManager - K State extension site for information on the ag economy: [AgManager](#)
- AgriTalk Podcast - Daily podcast after market close with Chip Florey: [AgriTalk Podcast](#)
- Farm4Profit Podcast - Industry experts discuss trends focused on boosting your farms overall profitability: [Farm4Profit Podcast](#)
- Farmdoc Daily - Analysis, tools, and data to help cornbelt farmers make better decisions: [Farmdoc Daily](#)
- Growers Edge Farmland Value Index - Quarterly report with insights on farmland values across the nation: [Growers Edge Farmland Value Index](#)

Tracking Expansion Opportunities

- Land.com - Land for sale and recently sold: [Land.com](#)
- UCC Filings - Records of security interests in debtor's property: [UCC Filings](#)



Empowering trust in ag lending.
Learn more at agcor.io

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Planning and Execution

- Planning - [Excel Habit Tracker](#) or [Strides App](#)
 - Execution - [Trello](#), [Monday](#), or [Notion](#)
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Client Conversations

- Sales Training - [Jeremy Miner](#)
- Build Rapport - [6 Ways to Build Rapport](#)
- Provide Value - Podcasts, Newsletters, Articles of Interest: [Barn Talk](#), [Farm4Profit Podcast](#), [Shark Farmer Podcast](#)
- Qualify, Categorize and Follow Up - [Salesforce](#), [Hubspot](#), [Pipedrive](#), [Zoho](#)

Want to Learn More About These Resources?

View our recorded webinar featuring industry experts from Growers Edge and Farmer Mac discussing the Tips and Tricks of Top Ag Loan Officers. To access the recording, [click here](#) or scan the QR code.

