

# Rural Consultancy Courses 2026.





# Rural Consultancy Foundation Course.

## Introduction to the course

The Society of Agriculture Rural Consultancy Foundation Course (formerly known as Foundation 1 Course) is a well-established course designed and intended as a refresher course for those already in the profession, as well as for those who have recently started employment within companies who provide Rural & Agricultural Consultancy. The course allows participants to gain a fuller understanding of the industry they work in.

This course provides an opportunity to experience a cross section of the profession, along with presentations by people directly involved in the agricultural and rural sectors. This allows the individuals taking part in the Course to develop their knowledge of the industry by hearing presentations and discussion with one another.

The Rural Consultancy Foundation Course is a residential Course and takes place over 2 days.

## Training sessions will include

- **Transition Into Consultancy**  
Preparing yourself for role change
- **Promise, Deliver, Leave Behind**  
The art and skill of report writing and terms of engagement
- **Why we are where we are and where are we going?**  
UK agriculture must balance food security, environmental recovery, and farm viability to remain sustainable in the future
- **The Liability of Consultancy**  
PI insurance and confirmation and demonstration of competence
- **Business Planning**  
Business plans, cash flow forecasting, viability of existing/new enterprises and farm diversification
- **Banking and Finance Arrangements**  
What the bank wants to see. How do banks loan, what are they looking at, when will they loan, what ratios do they work to etc.
- **Tax Implications**  
The opportunities and the pitfalls of tax and VAT and capital expenditure
- **Tips from Experience**  
Guidance and practical experience
- **Case Studies with breakout sessions**  
Covering practical aspects of; Contract farming, share farming, alternative business structures for agricultural consultants



# Rural Consultancy Development Course.

## Introduction to the course

The Society of Agriculture Rural Consultancy Development Course (Formerly known as Foundation 2 Course) builds on the learning experience gained on the Rural Consultancy Foundation Course.

With sessions covering personal development, communication, business management, benchmarking, rural planning, business development and detailed case study work.

This is a residential Course and takes place over 2 days.

With an after-dinner speaker on the first day who will take the attendees on a journey covering the development of his agricultural business and will link with the sessions being covered during the course.

## Training sessions will include

- Personal Development update
- Setting up farm business, solving problems in family-owned agricultural businesses, strategic growth, inheritance planning and succession
- The art of communication
- Business opportunities and marketing
- Challenges & opportunities for rural planning
- Report writing & presentation
- Benchmarking & business measurement
- Business Case Studies

## Course Dinner

- After-Dinner Speaker

## Speakers & Presenters on the Foundation Courses

- Mike Greetham, SocAg
- Guy Banham, Business Consultant Berrys
- Jane Batty, Ripple Partners Ltd
- Gary Markham, Land Family Business
- James Miles-Hobbs, JMH Farming & Renewables Ltd
- Tony Kernon, Kernon Countryside Consultants Ltd
- Simon Ward, Increment Ltd
- AHDB



# Booking form.

## How to book a SocAg Rural Consultancy Course

**ONLINE:** [www.soc-ag.org](http://www.soc-ag.org)

**EMAIL:** Forward your booking form to [events@soc-ag.org](mailto:events@soc-ag.org) with confirmation of BACS payment to 'Society of Agriculture' | **Account Number:** 03990346 | **Sort Code:** 20-68-15

If you require a VAT invoice, please retain a copy of this form for your records  
VAT Registration Number GB 504 4990 89 (VAT charged at 20%)

Course	Date	Cost Members	Cost Non Members	Tick Here
<b>Rural Consultancy Foundation Course (F1)</b> Warwick Conferences, Coventry, CV4 7SH	21st – 22nd April 2026	£596 Inc VAT	£698 Inc VAT	
<b>Rural Consultancy Foundation Course (F1)</b> Warwick Conferences, Coventry, CV4 7SH	15th – 16th September 2026	£596 Inc VAT	£698 Inc VAT	
<b>Rural Consultancy Development Course (F2)</b> Warwick Conferences, Coventry, CV4 7SH	13th – 14th October 2026	£599 Inc VAT	£700 Inc VAT	

Delegate's Full Name	Delegate's Email Address	Delegate's Company

**Member rate can also be paid by non-members if this form is accompanied by a fully completed membership application form.**

**Please email [membership@soc-ag.org](mailto:membership@soc-ag.org) for a membership form.**

