



Farm Management Fact Sheet

Character Traits of a Successful Future Farmer



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A growing demand for local food has sparked an increase in the number of people interested in farming. For those new to agriculture, or considering a new farm business, read on to see if you have the following traits of a successful future farmer.

Passion and commitment

Working long hours is the norm. Passion and commitment are essential. You never know what Mother Nature will throw at you in the course of a year. Operating a farm business requires perseverance and self-motivation.



Sales and marketing skills

Many prospective and new farmers are excellent at producing quality products. However, the producer of prize-winning pumpkins will only succeed in farm business if they sell their product. To be profitable, a farm must sell.

Ingenuity, creativity and adaptability

Consumer demand, the environment, regulatory requirements, the market place, and available technology are changing rapidly. Farmers must anticipate, initiate, and respond to change, which requires a level of creative thinking, ingenuity and flexibility.

Life-long learner

It is important to continue learning about farm business management, latest technology and production techniques, and new pests and diseases. Many information sources are available, from industry publications and

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extension specialists to short courses and degree/ diploma programs. The Internet is also a good source of information – but check to ensure sites are reputable and reliable.

Skills and abilities

Variety is one of the best things about operating a farm – no two days are exactly the same. In the course of a day, you may make planning decisions, update farm records, fix a tractor, build a shed or fence, hand weed a garden, sell product at the market, or work with employees and government representatives.



Today's farmers require a well-stocked personal tool box filled with a diverse set of skills and abilities, including:

- **“Soft skills”** such as:
 - Creativity and ingenuity
 - Independence
 - Good communication
 - Problem solving
 - Time management
- **“Practical skills”** such as:
 - Business management
 - Mechanical, electrical, plumbing and carpentry
 - Plant and animal production
 - Equipment operation

The Agriculture and Lands Branch of the Department of Fisheries, Forestry and Agriculture offers resources to assist with farm management, including short courses, consultations, publications, and financial assistance for eligible applicants.

For more information, please contact the Agriculture Business Development Division Farm Management Specialist in your area.

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