

Growing together makes us stronger.

Land O'Lakes is committed to sharing our extensive professional resources with you to help you compete and win. Our experience in business consulting, including our unique perspective on industry insights and trends—as well as our successful talent management techniques in areas such as recruitment, training and development—are available to you.

Contact your Business Development manager or call 1-800-328-1341 to find out how we can help you increase the success of your cooperative, your employees and your customers.

Let's begin growing together today to help ensure a successful tomorrow.



business development

Land O'Lakes, Inc.



growing together

Land O'Lakes, Inc.



Shaping the future together.

Producer Cooperatives and Land O'Lakes Business Development

We're proud to introduce a new group at Land O'Lakes specifically dedicated to help you, our member cooperatives, grow and flourish.

Through its numerous services and offerings, Business Development helps you forge new relationships to grow your business. It enables you to recruit and develop exceptional talent. It lets you tap into the business acumen of our Fortune 300 company. It equips you — and your team — with tools, skills and insights critical to success in the cooperatives of today.

Land O'Lakes Business Development is committed to helping you build your best future.

Relevant today. Focused on tomorrow.

For more than 85 years, Land O'Lakes has developed a range of professional resources that are available to you. Our broad experience, knowledge and tools can assist you in a number of areas.

Consulting

- **Business insights and expertise.** Through offerings such as long-range strategic planning and business counsel, Land O'Lakes can help you achieve greater effectiveness in managing and growing your cooperative, as well as in satisfying your customers.
- **Industry insights and connections.** We can equip you with valuable information resources, including industry trends, to sharpen your team's working knowledge and inform your decision-making process. We also can help you build relationships to grow and develop your business by linking you directly with our industry peers — from large food companies to production agriculture partners.

Talent Management

- **Recruitment and placement.** Our recruiters specialize in recruiting CEOs and general managers; mid-management professionals; and entry-level staff, interns and trainees from more than 70 colleges and universities. Our recruitment and placement efforts carefully match the right person with the right position.
- **Training and development.** A strategic investment in your employees helps them perform well for the cooperative and enjoy rewarding careers. Our programs reach out to train and equip employees — from entry-level staff to leadership teams to general managers and CEOs to board members. Training is delivered by a host of experienced professionals from the agricultural field, academia and Land O'Lakes.



businessdevelopment

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Fully committed to your success.

At Land O'Lakes, we want to partner with you and be your trusted confidant, collaborating with you to create innovative growth strategies for your cooperative and its members. Through Business Development, we can:

- provide the tools, knowledge and expertise of a Fortune 300 company at a local level;
- deliver strategic business insights and counsel keenly focused on meeting the needs of your cooperative;
- devise solutions uniquely adapted to the demands of your cooperative; and
- help your team succeed so your business can grow and realize its fullest potential.