



Rabobank

Business Management Programs

Application Form

Rabobank Australia Limited
Rabobank New Zealand Limited

To contact your nearest branch
please call 1300 30 30 33 (AU)
or 0800 622 777 (NZ)

www.rabobank.com.au
www.rabobank.co.nz

Please tick the appropriate box:

Executive Development Program 2012-13

Module 1: Sunday 19 August to Friday 24 August 2012
Venue: MGSM Executive Hotel & Conference Centre,
North Ryde, Sydney, Australia

Module 2: Sunday 28 July to Friday 2 August 2013
Venue: TBC

Program Fee: AUD\$12,100 (inc GST) *invoiced per Module*
Fee per Module: AUD\$6,050 (inc GST)

Applications close Friday 1 June 2012

Farm Managers Program 2012

Date: Monday 18 June to Friday 22 June 2012

Venue: Clear Mountain Lodge, Brisbane, Australia

Program Fee: AUD\$4,800 (inc GST)

Applications close Friday 27 April 2012

Please send your completed application form for either program to:

Nerida Sweetapple, Business Programs Manager, Rabobank, GPO Box 4577, Sydney NSW 2001, Australia
Phone: +61 2 8115 4139, Fax: +61 2 8083 4139, Email: Nerida.Sweetapple@rabobank.com

Mr/Mrs/Miss/Other

Full name of applicant (e.g. Timothy Smith)

Preferred name (e.g. Tim Smith)

Date of birth

Job title/position

Name of farming business

Property name

Address

State/Island

Postcode

Contact details (Please include country code and region/area code where applicable)

Telephone (home)

Telephone (work)

Fax

Mobile phone

Email*

*An email address must be provided as information will be sent by email

Are you the most senior manager in your business?

 Yes No

If no, to whom do you report and what is their position in the business?

Manager's name

Manager's title/position

List your work experience, beginning with your current position (If you have held different positions with the same company, list them sequentially)

Name of company	Year commenced	Year concluded	Job title/position
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

List the educational institutions you have attended (including high school, colleges, universities and management programs)

Name of institution	Year completed	Degree/Certificate	Major field(s) of study
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

What do you consider is your principal enterprise?

Of what activities is your business comprised? (Please indicate what % of total income is represented by each segment of your business)

	Major commodities/Types of business
<input type="text"/> % Crops	<input type="text"/>
<input type="text"/> % Livestock	<input type="text"/>
<input type="text"/> % Other (agriculture)	<input type="text"/>
<input type="text"/> % Non-agriculture	<input type="text"/>

What is the approximate net asset value of your business?

What is your farm business's total annual income?

Do you have an equity stake in the business? Yes, direct equity stake Yes, indirect equity stake No

How would you describe your business structure? Sole proprietor Partnership Public corporation

Family or private corporation Other (please specify)

How many people (including yourself) are actively involved in the management of your farm business?

Family Non-family

How many employees (below the management level) are involved in your farm business?

Full-time Part-time Casual

List any industry groups or organisations you have recently been involved with

Name of institution	Year commenced	Year concluded	Type of involvement (eg. Director, member etc)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Please provide a profile of yourself and your business. As a guide include the property size, commodity mix, when the business was established and your involvement.

This profile will be printed and included as your personal profile in the course folder if you are offered and accept a position on the Program. A sample profile is included below; we encourage you to include more detail to a maximum length of 250 words. *(Please attach a separate sheet if required)*

Sample Profile:

Kevin is partner/manager of the family farming business, Monavie in Western Australia. The business was established in 1980 and recently two more properties have been purchased taking the property to a total of 10,000 ha.

Main enterprises include: cereals, pulses, oilseeds, sheep for wool and prime lamb, and cattle. Income is primarily derived from the 5,000 ha cropping program.

Kevin received the Top Crop West Award in 2009 and takes an active role in the community and industry. He is director of two additional organisations and completed a Bachelor of Agriculture at Smarter University. Kevin is married to Roselle and has two sons; Bill, 18 and Luke, 16.

Describe your role in the business, including your management responsibilities and the management structure. Outline your experience in any previous roles.

Where do you see yourself, and your farm business in 3 - 5 years?

What are three major issues facing your farming operation?

Indicate why you wish to attend the Program and what you intend to achieve.

How did you first hear about Rabobank's Business Management Programs? (only tick one box)

Rabobank website
 Advertisement/press article
 Rabobank branch/account manager

Past Rabobank Business Management Program participant

Rabobank event or presentation
 Received a Rabobank publication

Other (Please specify)

Are you a client of Rabobank? Local Rabobank branch contact

Please nominate a referee (Business Management Program past participants or Rabobank employees can be used)

Name

Company

Position

Telephone (home) Telephone (work) Fax

Mobile phone Email

Application process

Applicants are required to submit a completed application form to the Business Programs Manager by the closing date (*Refer to page 1*).

Limited positions are available and participants are selected by the Program selection committee. Participants are required at a minimum, to meet the selection criteria listed in the information brochure. All applicants will be advised as to the outcome in writing no less than one month prior to the commencement of the program.

Selection is on a merit basis and at the discretion of the selection committee. Participants in each program are also selected to provide regional diversity and represent a broad cross-section of sectors.

Declaration and privacy of personal information

I understand the personal information provided in connection with the Business Management Programs is collected by the Rabobank Group for the purpose of processing my application and administering and promoting the programs. I understand that the Rabobank Group may disclose my personal information to other organisations and persons to whom the Rabobank Group outsources its mailing, data storage and other functions which assist in providing the programs. If I do not provide all the information required by this application, the Rabobank Group may be unable to process it promptly or at all. I consent to the use of photographs and testimonials collected being used for promotional purposes, including in edited form. The Rabobank Group may also use the information provided in connection with the programs for research purposes and to provide information to me that may be of interest, including about products and services offered by members of the Rabobank Group, including by electronic means. If I do not agree to information being used for this purpose, or wish to gain access to it, I understand that I can contact the Business Programs Manager at the address at the front of this form.

I hereby declare that:

I, my heirs and successors hereby waive all claims in connection with this program which might at any time exist against the Rabobank Group and/or any of the other parties involved in this program. No party will be liable for any form of consequential loss.

All information in this application is correct, and I have read and understood the above information and information brochure.

I have provided the following photographs to be included in the course folder if I am offered and accept a position in the Business Management Program:

	Emailed to Nerida.Sweetapple@rabobank.com	Hard copy included with this application
1. Head and shoulders photo*	<input type="checkbox"/>	<input type="checkbox"/>
2. Photos of my farming operation (2-3)*	<input type="checkbox"/>	<input type="checkbox"/>

* Photos sent by email must be attached as a JPEG or TIFF file format. Photos saved in a Word or PowerPoint document cannot be used.

Original photos may be returned to you by request.

Applicant's signature

Date

Further information

For further information on the Rabobank Executive Development Program or Farm Manager's Program, including the application and selection process, contact the Business Programs Manager, Nerida Sweetapple on +61 2 8115 4139 or email Nerida.Sweetapple@rabobank.com