



**Rabobank**

*Media release  
August 6, 2014*

## ***Rabobank recognises the success of succession***

As part of Rabobank's focus on assisting Australian farmers with the challenges of succession planning, the agricultural specialist bank has announced it has strengthened its succession team with the appointment of two new succession facilitators, Ebohr Figueroa and Darren Secomb.

Rabobank succession manager Kim Lee says succession planning is a key challenge facing farmers across Australia, with many rural families reaching out more and more seeking the support of an external facilitator to assist with the process.

"With succession planning becoming increasingly important for rural Australia, we are glad to announce the appointments of Ebohr and Darren to Rabobank's succession team, who will be working with our Australian customers to add value to their businesses and help families tackle succession in a professional and timely manner," Ms Lee says.

"Expanding our team reflects Rabobank's commitment to address the global challenge of succession planning as identified by many farming families as an important part of farm business management."

Mr Figueroa will be based in the Rabobank's head office in Sydney with Mr Secomb to be located in Rabobank's Goulburn branch. Together, they will assist rural families in achieving their personal family and financial goals for each generation.

Mr Figueroa joined Rabobank in mid-2014 and has worked extensively as a mediator addressing employee and workplace relations conflicts, family law disputes and environmental law issues.

He says succession planning is an important process for all farming businesses and getting it right makes a big difference to business viability and family harmony.

"The different viewpoints and priorities within the business and between family members makes this a challenge for any family business and I look forward to assisting families effectively to plan their future," Mr Figueroa says.

Mr Secomb has worked with Rabobank for 16 years in a variety of banking roles, giving him a strong base of knowledge of family farming enterprises. He was raised on his family's farm in South Australia and has a life-long connection to farming and agribusiness.

"The ability, through the succession process, for individual needs and expectations to be openly discussed provides a solid outcome, aligning all parties to the same business goals," Mr Secomb says.

"As a result, the business is strengthened in all aspects once you harness the enthusiasm and energy of the younger generation with the experience and knowledge of the older generation working towards the same end goal."



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For more information visit [www.rabobank.com.au](http://www.rabobank.com.au) or e-mail [successionplanning.au@rabobank.com](mailto:successionplanning.au@rabobank.com), alternatively contact 1800 025 484.

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