

# Land As Your Legacy<sup>®</sup>

## The steps



### Step 1: Fact Gathering

#### What is it?

*Will involve one or more meetings to uncover the objectives necessary to develop a transition plan*

#### Who's involved?

*People key to the farming operation, the Land As Your Legacy Advisor*

### Step 2: Plan Development

#### What is it?

*Nationwide's process to design a suggested transition plan tailored to your specific needs and objectives*

#### Who's involved?

*People key to the farming operation, the Land As Your Legacy Advisor*

### Step 3: Implement Plan

#### What is it?

*The family deciding on a course of action and taking the necessary steps to transition the farm to the next generation*

#### Who's involved?

*People key to the farming operation, the Land As Your Legacy Advisor and possibly a legal professional*

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