

**Certified Intensive Practical Course «CowSignals – PeopleSignals»
for the first time in the Russian language in Hungary**

09-12 April 2019

The goal of the training – is to support You to become a successful livestock consultant and certified CowSignals trainer and advisor in Russia.

Experienced world-class trainers Joep Driessen (CowSignals company) and Gert van der Heiden (FarmSolution company), accompanied by a professional interpreter, will conduct First Russian Certified Intensive Training «CowSignals – PeopleSignals», that will help you become a successful farm management advisor and certified CowSignals Master trainer.

The training program is focused on:

1. how to better understand cows – «CowSignals» (50%);
2. how to better understand people – «PeopleSignals» (50%).

The first part of the program – «**Cow Signals**» – will teach you:

- to understand the basic needs of the cows;
- to recognize and interpret the signals of the cows about their condition;
- to recognize the signals of cattle diseases in the early stages;
- to understand how factors like feeding, breeding, management, housing and economics effect each other and cow's health;
- to propose the right changes according to the signals you see (based on the trainers' farm experience in 66 countries).

The second part of the program – «**PeopleSignals**» – will teach you:

- to use leadership skills;
- to motivate farmers to adopt changes and new features;
- to ask the right questions and provide appropriate examples;
- to read and understand the body language of people working with cattle;
- to interact effectively with people using various communication techniques.

Our slogan: HAPPY COWS – HAPPY FARMER!

Qualification of participants.

This training program is geared towards: veterinarians, zootechnicians, managers of livestock complexes, farmers, hoof trimmers, designers of cowsheds, livestock advisors and consultants in the area of animal husbandry, feeding, and reproduction.

Understanding the technology of dairy farming and knowledge in the areas of animal health, feeding, maintenance, breeding are welcome, but are not the main condition for participation in the training, as it is more important for us that the participants were open-minded, not conservative and had progressive views.

If you see cows even in your dreams, our practical course is just for you!



Program of Practical Course «CowSignals – PeopleSignals»

Training program is intended for 4 full-time working days

Day 1: «CowSignals»

Morning:

1. Introductory words of facilitators
2. Interactive presentation on CowSignals: training aims and program contents:
 - look through the eyes of the cow;
 - UNO's (unexplained visible observations) and waiting cows;
 - stress-free calving line;
 - CowSignals Diamond: air, light, water, feed, rest, space and health.

Afternoon:

1. CowSignals workshop on the Hunland Dairy farm with CowSignals checklist:
 - farmer interview
 - observe the herd from the feed alley;
 - observe amongst the cows;
 - the close-up cow, check for details
 - conclusions

Evening:

1. Preparation of your own mini interactive presentation about cow signals
 - max. 6 minutes, 4 slides/ pictures or creating a short speech of your own related to the subject of your own choice.
2. Free time, dinner for the whole group in the hotel restaurant.

Day 2: Communication and «PeopleSignals»

Morning:

1. Interactive presentation on PeopleSignals: aim of the training and program contents.
2. Interactive lecture «PeopleSignals»:
 - body language: theory & exercises;
 - how to influence behavior: theory & exercises;
 - PeopleSignals Action Model:
 - ROI: Relation, Organization, Information
 - Score yourself
 - 2x16 tips
3. CowSignals Workshop:
 - Trainers Manual
 - Feedback
 - Prepare your part for days 3 and 4



Afternoon:

1. 5 minute presentations by participants & feedback from the group
2. Short CowSignals workshop on Hunland Dairy farm with CowSignals quick score:
 - Body condition scoring
 - Manure scoring
 - Rumen scoring

Evening:

1. Excursion to the feed factory, practical lecture about silage procurement (delivered by FarmSolution specialist)

Day 3: Professional communication & «Do It Yourself» workshop

Morning:

1. Presentations prepared by the participants
 - 5 minute presentations by participants & feedback from the group
2. Presentation CowSignals Advanced
 - Discussion
 - Specific questions

Afternoon:

1. «Do It Yourself» CowSignals workshop in the barn (on one of the nearest dairy farms)
 - Every participant runs a part of the workshop with special focus on CowSignals

Evening:

1. Visit to the feedlot. Discussion about fattening technology (delivered by FarmSolution specialist).

Day 4: Do it yourself workshop in barn and evaluation

Morning:

1. «Do It Yourself» CowSignals workshop in the barn (at Hunland Dairy farm, on the example of other housing system)
 - Every participant runs a part of the workshop with focused on PeopleSignals

Afternoon:

1. Getting ready to start as a CowSignals Master trainer
 - CowSignals conditions and rights
 - Certification of participants and signing contract
 - Evaluation, 360 degrees feedback
 - How to go from here, how are you going to use your new skills?

Evening:

1. Tour to Budapest. Last night sleeping in hotel in Budapest.



During the visit to the farms, each participant will be provided with individual disposable clothing.

Place of training.

The training will be held in the FarmSolution Training center, located by the address: No. 0424/9 Kiskunlachaza, 2340 Hungary, at the Hunland Dairy farm with a total milking cows of 1,400 heads (milking parlour - rotary for 60 heads, 3 times a day milking, milk yield -11.500 kg per cow per year, feeding with TMR).

Visa and transport.

1. In cooperation with the Hungarian Embassy the Training center assists participants in obtaining long-term Schengen visas, including urgent and group applications.
2. The training center provides transport for all movements in Hungary: transfer from / to the airport, daily transfer from the hotel Forster to the Training center and back, as well as all the movements planned by the training program
3. Convenient and not expensive ticket from Moscow to Budapest can be ordered through WIZZ AIR

Accommodation and meals.

The FarmSolution Training center provides accommodation and meals for the entire group of participants near the Training center in the cozy hotel - Forster Vadaszkastely és Szálloda, housed in a 19th-century castle surrounded by a large park with a pond. Hotel offers free Wi-Fi, air-conditioned rooms with TVs. It is located just outside Bugyi, 18 km from Budapest. (address: 2347 Bugyi, Rádai u., Hungary).

Training cost and payment terms.

1. The cost of the training is **2.400 Euro** per person.

The price includes: transfers, accommodation, meals at the hotel (breakfast and dinner), lectures, workshops, lunches and coffee breaks, renting of premises, electronic version of the CowSignals presentation with many illustrations, check-list, CowSignals trainer's manual and other handout, as well as excursions and franchise for the right to use the name and materials of CowSignals for personal purposes within one year after the training.

The price does not include: air tickets, costs of Schengen visa, franchise for the right to use the name and materials of CowSignals for personal purposes after more than one year after the training.



2. Payment for the training should be made by bank transfer of funds in euros to the FarmSolution company account, by invoice that will be sent in response to the received from You Application form (see Annex 1).
3. Application forms are accepted by e-mail: anastasia@hunland.com

Contact person for communication in Russian – Anastasia Berezhnaya

Viber, WhatsApp +7 926 866 0768, mobile phone: +31 6 40440538

Other terms and conditions.

1. Registration in the training, as well as hotel reservation will be made only after receiving full payment for participation and accommodation.

Dead-line for registration of participants is March 01, 2019.

2. In case you cancel your participation in the training, the penalty is:
 - a. 50% of the cost - within a month before the scheduled date of the training,
 - b. 75% of the cost - within 14 days
3. If for some reason You are unable to come to the training, you are free to send your colleague instead, though you are to inform us about the replacement of the participant beforehand and send a new application form.

At the end of the course you will receive:

- ✓ Personal Certificate confirming completion of the training, that will give You personally the right to conduct CowSignals trainings and/or do advisories in your own country;
- ✓ Ready-to-use checklist that will help You personally to conduct an audit on any farm;
- ✓ CowSignals trainer's manual;
- ✓ CowSignals Power Point presentation

**Do not miss the opportunity to become
a successful farm management advisor
and certified "CowSignals" Master trainer!**

