

# Master Cattleman Summit

MASTER CATTLEMAN



**October 14 - 15, 2011**

**Animal Science Building  
(Hall of Fame & Monroe Street)  
Oklahoma State University**

## AGENDA

### Friday, October 14

**1 - 2 pm** *Five Essentials of Successful Ranches* - Burke Teichert

**2:15 - 5:30 pm** Concurrent Sessions\*

**\*Some concurrent sessions have class size limits**  
(Please note your attendance preference of concurrent sessions on the registration form)

- "Hands-on" Reproductive Technology Workshop (limited to 35) - Dan Stein
- Packer/Feeder Game (limited to 40) - Derrell Peel and Kellie Raper
- Beef Management Decisions Tools
- One-on-One Drought Nutrition Workshop

**6:30 pm** Cowboy Camp Cookout and Entertainment

### Saturday, October 15

**8 - 11:00 am** *Moving from Production to Profit* - Kit Pharo

**11:00 - 11:15 am** Break

**11:15 - 11:45 am** *Developing an Efficient Cow Herd After Drought* - Burke Teichert

**11:45 am - 12:30 pm** Q & A for Kit and Burke

**12:30 pm** Adjourn

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## Speakers



**Kit Pharo** - In the early 1980's Kit and his wife, Deanna, had an opportunity to lease and manage a ranch of their own. Kit's initial goal was to show everyone how to wean bigger calves and succeed at ranching. He soon discovered that bigger calves did not create bigger profits. The past twenty-five years have been devoted to creating a very efficient and profitable cow/calf operation. Their goal now is to increase profits while improving the land and their lifestyle. It has nothing to do with weaning bigger calves. Kit has some very unique and innovative management ideas and philosophies that differ substantially from traditional ways of thinking.



**Burke Teichert** - A consultant and speaker on strategic planning for ranches, Burke is the retired vice president and general manager of Ag Reserves Inc. (more commonly known as Deseret), where he was manager of seven ranches in seven different areas. He earned his B.S. in ag business from Brigham Young University and an M.S. in ag economics from the University of Wyoming. He has served as a university faculty member and cattle reproduction specialist. Over the years, he's developed a reputation for organizing ranches to be very cost-effective with efficient, small crews.

## Entertainment

**The Horn Family** - The Horns have been performing together as a family for over six years. They love to play bluegrass and gospel music and have a lot of fun doing it! Kaitlyn and Kylee were selected by the FFA National Talent Review team to perform at the National FFA Convention in 2010.

They received such rave reviews that the FFA organization has asked them for a repeat performance and therefore, they will return to perform at the 2011 National Convention in Indianapolis.



Shown (l-r) is Gloria Horn (bass and vocals), Shawn Horn (guitar and vocals), Kaitlyn Horn (mandolin and vocals), and Kylee Horn (fiddle and vocals).



**YES! Please register me for the 2011 Master Cattleman Summit**

### Please Note!

Registration prior to October 5: \$30

Registration after October 5: \$40

Sorry, we are unable to accept credit cards.

No refunds after October 10, 2011



Name \_\_\_\_\_ Organization \_\_\_\_\_

Mailing Address \_\_\_\_\_ Phone Number (\_\_\_\_) \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Email \_\_\_\_\_

### • Concurrent Session Preference •

Please note your attendance preference to the following sessions by numbering each 1 through 4. Participation will be limited to first-received, paid registrations.

- "Hands-on" Reproductive Technology Workshop (limited to 35)
- Packer/Feeder Game (limited to 40)
- Beef Management Decisions Tools
- One-on-One Drought Nutrition Workshop

Please make checks payable to **OSU Ag Economics** and mail to:

2011 Master Cattleman Summit, c/o Kareta Casey, OSU Ag Econ Department, 515 Ag Hall, OSU, Stillwater, OK 74078

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**Register for the  
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 Summit**

Note your attendance  
 preference for concurrent  
 sessions on the registration  
 form, enclose payment  
 and mail to:

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 c/o Kareta Casey  
 OSU Ag Econ Department  
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