

## If your lender thinks financial tools are a calculator and a pen, you're dealing with the wrong lender

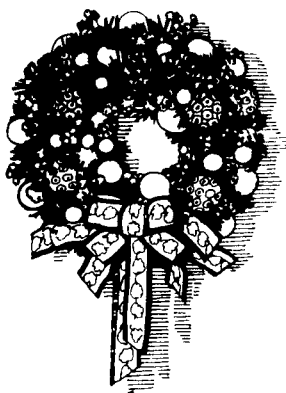
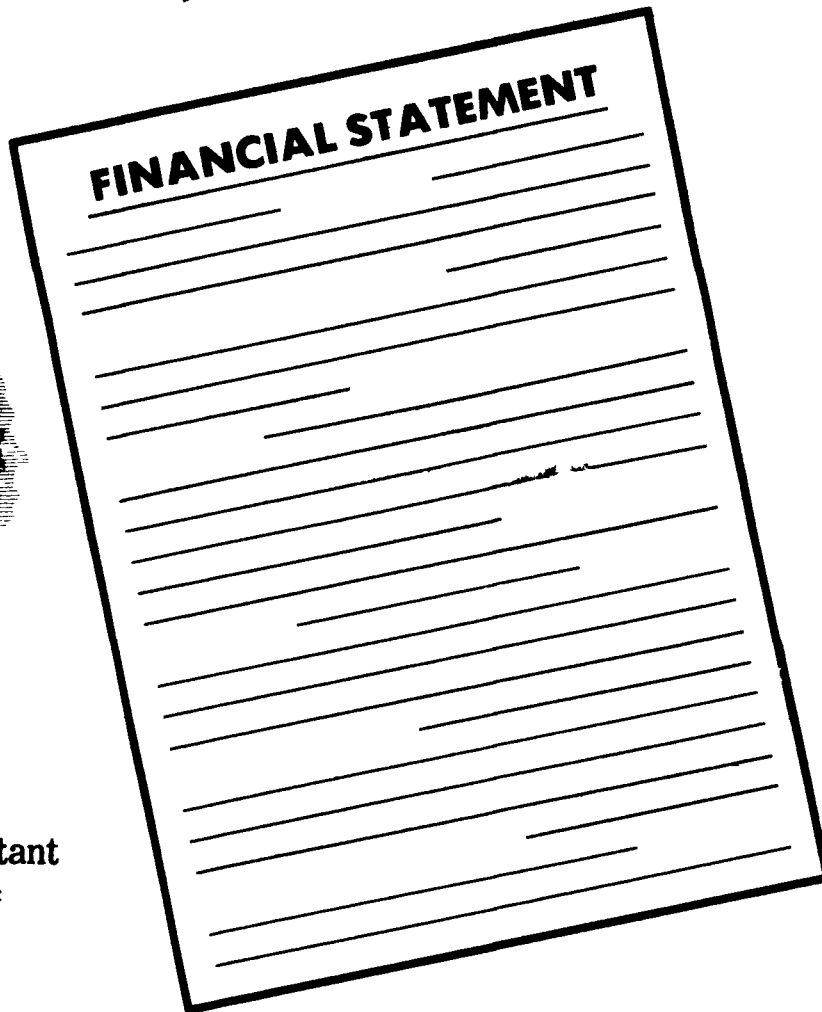
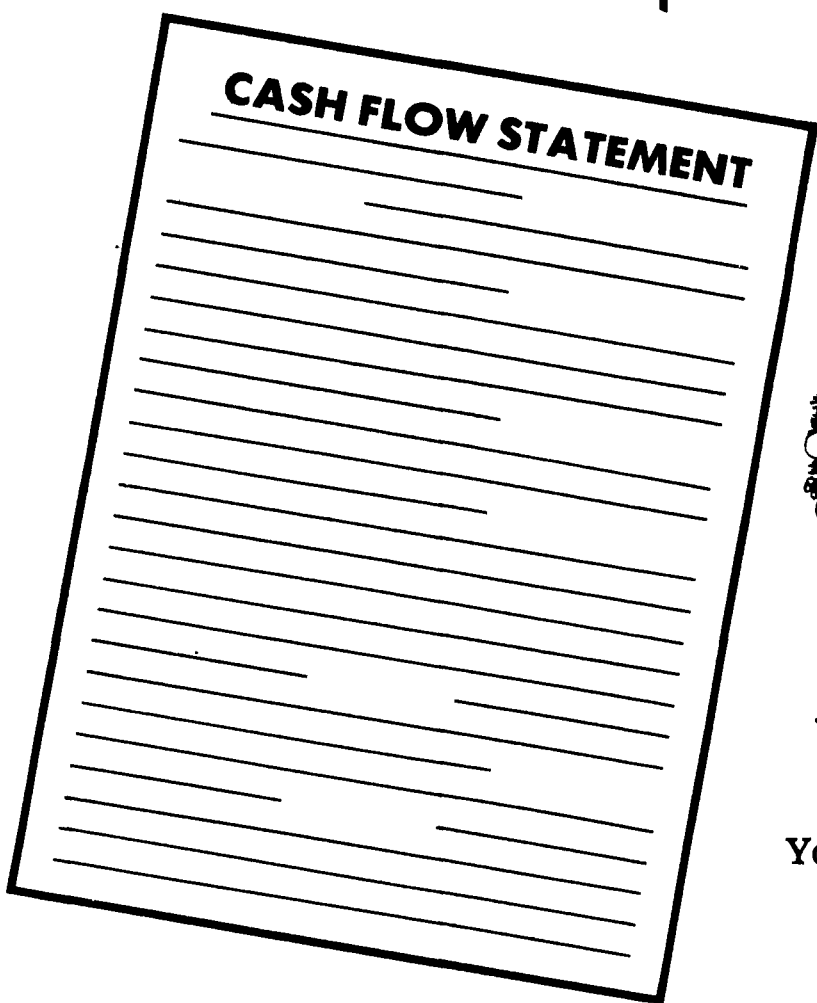
**A**s we prepare to enter 1984, farm financial management will be more important than ever. A year end accurate financial statement, an actual

income statement from the past year, and a cash flow projection for the coming year are the basic tools needed to help you and your lender better analyze your farm business.

At Farm Credit, we are ag lending specialists. We

understand the importance of good records as a basis for the difficult business decisions facing the farm businessman in the years ahead.

**FARMING**  
spoken here<sup>sm</sup>



December 31  
Statements...  
Your Most Important  
Tools For 1984

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Joint Land Bank  
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