What producers liked about MarketReady...

“Best marketing training we’ve ever attended. Still have some things to do, but feel like we have resources now.”

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go.osu.edu/marketready
What is MarketReady?

*MarketReady* educates local food producers in order to help them evaluate and navigate various market channels. *MarketReady* teaches local food producers how to establish an effective business strategy in order to effectively reach their target markets.

**MarketReady Trainings**

A day long training covering sale of locally produced foods to: Restaurants, Grocers, Wholesalers, and Direct to Consumers. The training includes practical information on how to approach and interact with various market channels. Key business functions included are the differing needs for different market channels including invoicing, ordering, insurance needs, packaging and much more.

**Key Business Functions**

- Communication & Relationship Building
- Packaging
- Labeling
- Pricing
- Supply
- Delivery
- Storage
- Invoicing
- Insurance
- Quality Assurance & Temperature Control
- Satisfaction Guarantee
- Working Cooperatively
- Marketing
- Local Products for Local Markets

Who Should Attend the Trainings

Individuals interested in selling their locally produced food through various market channels. Those who want to explore ways to improve their sales skills and business relationships, and those who are considering or are just developing a new food business.

**Upcoming Training Information**

**DATE:** March 23, 2018

**LOCATION:** OSU Extension Office, Clermont County
1000 Locust Street, PO Box 670 Owensville, OH 45160

**TIME:** 8:30 a.m. to 3:30 p.m.

**COST:** $25.00 per person

**Registration**

**Deadline to register:** March 15, 2018 (seating is limited)

Contact Pam Clark
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REGISTRATION INFORMATION  Payable by cash, check or money order. Make payable to “OSU Extension Clermont.” Please mail to P.O. Box 670, Owensville, OH 45160. Sorry, no refunds. One registration form per person. $25 per person.

Name:  
Address:  
City:  State:  Zip:  
Email address:  
Best phone #:  

How did you hear about the event?  
Any dietary restrictions?  
Amount enclosed:  