

LEADERSHIP PROGRAM for Milking

2-day program in Spanish



April 27-28, 2023 | Clover Hill Dairy, WI
W4306 Cloverland Dr. Campbellsport WI

The **Leadership Program for Milking** equips parlor managers and leaders with technical knowledge, interpersonal skills, and hands-on experience to inspire teams to reach their full potential. The program includes classroom sessions, farm tour, peer interaction, and real dairy scenarios.

“Easily this is one of the best trainings we have ever sent someone to!”
Jordan Matthews, Partner at Rosy-Lane Holsteins

“Our parlor shift leaders upped their confidence game in their daily interactions with their teams. I do not have to be involved in basic conversations that I would normally have been asked to assist with. The working knowledge that they gained on the science behind why we do what we do became immediately very apparent. Excellent!”
Shaun Hardtke, former Director of Dairy Operations at Kinnard Farms

“We have seen a drastic decrease in overtime pay at as a result of managers learning a much better way of communicating and addressing issues with employees”.
Sandy Larson, Owner at Larson Acres

Producing high quality milk

Valuable insights on how to optimize factors related to producing high quality milk such as cleanliness of the cow’s environment, best milking practices, and correct use of milking equipment. We will dive deep into the topic of mastitis and its costs, the risk factors associated with mastitis and how to prevent this condition effectively. An udder dissection to demonstrate the anatomy of a cow’s udder and highlight the key factors that affect milk quality.

Maximizing the milking parlor

Basic components of the milking system including the understanding of VIP elements (Vacuum, Inflation and Pulsation) and how those relate to milk quality and udder health. We will talk about what can go wrong with the equipment and how to identify equipment issues with a visual examination. To finalize the session, we will discuss the balancing act of moving cows through the parlor efficiently and safely, using proper cow handling techniques, holding area management and parlor performance reports.

Top Performance Strategies

10 strategies employed by high-performing dairy managers to inspire top performance in their employees. These strategies emphasize communication, feedback, accountability, and emotional management and are illustrated with relevant dairy scenarios to improve team interactions.

Stronger Dairy Teams

Easy-to-implement systems for building a strong and efficient dairy team. These systems focus on creating understandable, repeatable, and measurable processes that can be effectively managed. We’ll cover training strategies and plans, employee meetings, and performance evaluations to help develop a successful team from day one.



Dairy Managers in Action

During this panel session participants will have the opportunity to get valuable tips and advice from other dairy farm professionals and experienced managers on managing parlors and people.

Contact us! Carolina@fortedairy.com | Elsie.gonzalez@motiva.consulting

LEADERSHIP PROGRAM for Milking | Meet your presenters



Elsie González, M.S. is the owner at Motiva Consulting, where she works with progressive dairy operations in achieving their quality and production goals by developing consistent systems, optimizing processes, training employees and coaching managers. She has been serving the dairy industry in Wisconsin for the last 13 years in various roles as an Outreach Program Manager with UW-Madison, University of Wisconsin Dairy Extension Agent, technical service provider with the USDA-NRCS, and instructor with the UW-Madison Farm & Industry Short Course. She is also actively involved in dairy organizations. Elsie received both a Bachelor of Science and Master of Science degree in Animal Science from the University of Puerto Rico; and is currently working on a Doctorate in Business Administration, with emphasis in Leadership and Organizational Development. Elsie lives with her family in West Bend, Wisconsin.



Carolina Pinzón, M.S. is the owner at FORTE Dairy Consulting, helping dairy farmers achieve clarity and functionality in their business and teams. She collaborates with Michigan State University's Antibiotic Stewardship project and teaches "Spanish for Dairy" online at the University of Wisconsin. With 20+ years of experience in the dairy industry, including technical support and training for BouMatic and Grande Cheese Company, Milk Quality Lab research, and herd management, she holds a master's degree in Dairy Science from the University of Wisconsin-Madison and a bachelor's degree in Animal Science from the National University of Colombia.



Hernando Duarte is a seasoned professional with extensive expertise in management, dairy cattle reproduction, and talent development, spanning over 28 years. He has held diverse roles in two major artificial insemination firms, including Bilingual Training Specialist, Reproductive Technician, and Reproductive Team Leader at ABS Global and Select Sires. Currently, as a consultant and trainer for Forte Dairy consulting, he offers training on Artificial Insemination, coaches new breeding technicians, and applies his business and human resources background to support dairy farm teams. He holds a bachelor's degree in Business Administration from the Universidad Autónoma de Bucaramanga in Colombia and a specialization in Top Management from the Universidad Industrial de Santander in Colombia.



Jorge Delgado is originally from Ecuador and comes from a family of dairy farmers. After receiving his bachelor's degree in agriculture and dairy science from EARTH University in Costa Rica, he returned to Ecuador, where he worked for a dairy genetic company providing consulting, sales and training. In 2002, Delgado moved to the U.S., where he has held various roles with the dairy industry including 10 years as herd manager on multiple dairies, Dairy Specialist with Alltech, and leading Elanco's Dairy Training Program. With over 20 years of experience with the dairy industry in USA, Jorge returned to Alltech in 2018 and created the Alltech T2R Program (Training, Talent development and retention program) bringing his expertise to help Dairy producers with people management practices, herd health, milk quality, and calf management. Jorge lives with his family in Minneapolis, MN.



Sponsor



REGISTRATION * Leadership Program for Milking - In Spanish.

April 27-28 | Clover Hill Dairy, Campbellsport, WI

\$450 First registrant \$ _____

\$400 Additional registrant X ___ = \$ _____

Total \$ _____

Mail form with check to
Motiva Consulting
 PO Box 942.
 West Bend ,WI 53095

* covers training materials, lunches and snacks. **Max class size 25 participants**

Farm name: _____ Contact name: _____

Phone: _____ Email: _____

Participant name(s): _____