



Speakers Bureau of Canada

Bureau d'orateurs du Canada

www.speakerscanada.com

+1 (866) 420 3338

Kristjan Hebert

Agriculture and Farming, Business Expert

"If your goal is perfection, you've got a shot at being excellent. We want to be 5% better at everything instead of 100% better at one thing, whether that's cleaning out a bin right or making the right marketing decision." - Kristjan Hebert



View Speaker Profile

[Click Here](#)

Language Spoken

English

Travel's From

Moosomin, Saskatchewan

Speaker Biography:

Kristjan Hebert was born and raised a farmer. He left the family farm briefly to obtain his bachelor of commerce at the University of Saskatchewan and articulated at MNP to fulfill his CPA requirements. He then returned to pursue his passion for farming. Grateful for being born into farming, Kristjan has made it his life's work to help each and every farmer increase revenue and reduce risk in hopes of helping them live a better life, and fulfill the food needs of the growing world. Kristjan Hebert is the managing partner of Hebert Grain Ventures (HGV), a 12,000 acre grain and oilseed operation in southeast Saskatchewan. Kristjan quickly became recognized throughout the industry as one of the best young minds in farming.

Dedicated to practicing and promoting excellence in farming. Kristjan Hebert was born and raised a farmer. He left the family farm briefly to get his CPA at the University of Saskatchewan but returned to his pursue his passion for farming. Hoping for unicorns and settling on good enough are very real when it comes to under performing on your farm's bottom line. Instead let's focus on small improvements, balancing perfection and logistics, and aiming for excellence.

After a brief stint at Meyers Norris Penny, he came back to farming with a focus on profitability. He is the Chairmen of Global Ag Risk Solutions and is a graduate of Texas A&M's The Executive Program for Agricultural Producers (TEPAP). Danny Klinefelter, of TEPAP, refers to Kristjan Hebert as "one of the most progressive young farmers he knows".

Kristjan Hebert is also the co-founder of a new online platform WorkHorse Hub, geared towards solving a serious issue in agriculture today - labor. Grateful for being born into farming, Kristjan has made it his life's work to help each and every farmer increase revenue and reduce risk in hopes of helping them live a better life.

Topic Presentations

10 Key Principles for Business Growth: Lessons Learned on the Farm

Kristjan points to 10 principles that are the foundation of business growth:

- Know cost and opportunity: “We know our cost of production very, very well. So, we try not to worry too much if we miss the top of the market as long as we’re always locking in margins above cost.”
- Get the Facts, Make a Decision: “Get the facts, make a decision and don’t be scared of that decision. If three weeks from now you find out that decision was wrong, make a new one and get the course right. It’s ingrained in our culture that we’re not scared of making decisions.”
- Take Pride in Your Business: “Our mission is to be an operation of distinction, which is something to be proud of in any enterprise. We have a real passion to help agriculture be viewed as a real business and the backbone of North America.”
- Pursue Perfection: “If your goal is perfection, you’ve got a shot at being excellent. We want to be 5% better at everything instead of 100% better at one thing, whether that’s cleaning out a bin right or making the right marketing decision.”
- Embrace Change: “The idea that ‘if it’s not broke, don’t fix it’ probably isn’t right. You just haven’t looked hard enough.”
- Hire for the Right Culture: “We hire more on attitude and smarts than skill. We like to hire people that like challenges, learning new things, working hard and have a team mentality. That’s the culture we’re trying to create.”
- Keep Good Records: “Have good records both for proactive planning and reactive reprimanding. You can have frank, open discussions on things that need to change, but also be proactive so mistakes don’t happen again.”
- Work Safely: Make it a safe place to work for everybody. Teams should work together and keep an eye on each other.
- Get Outside Perspective: Use outside perspective to collaborate and generate new ideas. Confirming our own ideas with others is also a great way to make the right decision.
- Network: Find out what others are doing to improve their businesses through networking. With everything changing so fast these days, it is important for us to learn what works best as fast as we can.

Baby Steps to Bigger Profits: The 5% Rule And The Effects of Incremental Improvements On Your Bottom Line

Hear how a few small changes can have a big impact on your revenue. Kristjan Hebert explains why the 5% rule could change the way you run your farm.

Presentation Highlights

- 5% increase on yields and marketing with a 5% decrease on costs can mean a 117% increase on your bottom line
- Having a plan, knowing your cost of production and locking in your profits are three simple rules for maximizing success
- Small improvements over the course of a growing season can make a big difference
- Things like talking to an agronomist, using more inputs, or sectional control can help increase your yields

Videos



Kristjan Hebert || How Small Improvements Can Improve Your Bottom Line || Speakers Bureau of Canada

Watch Video



Kristjan Hebert || 5 Rule Baby Steps to Bigger Profits || Speakers Bureau of Canada

Watch Video



Kristjan Hebert || Farm Labour in the Face of Expansion || Speakers Bureau of Canada

Watch Video

[View Speaker Profile and Videos](#)