

# Working with Landowners to Put the Tools Together



I - Know your Landowner -

Values

Interests

Needs

Vision of the Future of their  
Land

(Kitchen Table Time & Field)



II – Know the steps of a CE and the costs of Completion.

III – Know the Programs and Resources that can help them fulfill their Vision.

IV - Follow-up and Stay in Touch Throughout the Process

V – Celebration the Completion in a way that is meaningful to them.

