



ALFA MPM PROGRAM

MPM Cohort 20



MPM Program

The Margin & People Management (MPM) Program is a professional development program delivered by the Australian Lot Feeders' Association (ALFA). Developed for lot feeders and industry professionals, the program provides a structured and practical framework for understanding and managing the operational, financial, and human dimensions of a modern feedlot business.

The MPM Program addresses these core competencies through evidence informed sessions covering financial margin management, strategic prioritisation and time management, human behaviour, and approaches to working constructively with others, particularly in complex or high pressure situations.

The program's overarching objective is to build capability and confidence. Participants are supported to strengthen their leadership practice within their own businesses and to contribute meaningfully to industry leadership and advocacy, positioning them as informed and effective leaders within the Australian feedlot sector.





About the Program

The MPM Program was established in 2008. The Program now boasts a strong alumni network of over 400 lot feeders and industry professionals, many of whom are now prominent industry leaders.

The training is aimed at feedlot employees and industry professionals who aspire to becoming a manager or gaining a leadership role in their business. It is also valuable for those employees who already manage a number of staff and are looking to gain further skills in the area of people management or seeking a better understanding of general business management.

The Program is run annually over several months, delivered through 4 x 2-day training sessions to a maximum of 12 participants. The group gathers three times in-person for the sessions delivered by a range of facilitators; the final session is a feedlot tour, where participants have the opportunity to visit different operations and hear from prominent industry leaders.

The program is in high demand each year, and we encourage feedlots to reserve a position on future programs to avoid disappointment.

Training Fees

The fee covers all training materials, catering, accommodation (2-nights each session), and organised group activities throughout the program.

Category	Cost
ALFA Member	\$7,750 + GST
Non-ALFA Member	\$10,850 + GST





Sessions

Participants are expected to attend and actively participate in all scheduled sessions to be eligible to graduate from the program. The group gathers four times in person across several months. Each session is facilitated by a professional trainer or subject matter expert from a range of carefully selected training providers and industry bodies and businesses.

Session One	Team Building Activity DISC Profiling Building High Performance Teams	Tuesday 6th - Thursday 8th October 2026
Session Two	Professional Presentation Skills Tour of Coles Processing Facility Advocacy + ALFA Recognition of Excellence Program MLA - Industry Overview & Advocacy Incident Management & Preparedness Biosecurity Management	Tuesday 1st - Thursday 3rd December 2026
Session Three	People Management, Zoetis Finance Fundamentals	Tuesday 16th - Thursday 18th February 2027
Session Four	Feedlot / Industry Tour	Tuesday 6th - 8th April 2027

Note: Due to the nature of the group training and high demand for the program, we are unable to provide make-up sessions if a participant is unable to attend a session. We can accept a substitute employee for the session if suitable.



Learning Outcomes



People & General Management

Develop a strong foundation in learning how to manage people and work in building high performing teams within a business. This includes building self-awareness and understanding human behaviour to work more effectively with others, particularly in challenging situations. Participants strengthen their ability to lead teams with greater confidence, while fostering a positive and productive workplace culture.



People Management & Finance Skills

Strengthen practical leadership capability by combining people management with a solid understanding of business financials. Participants develop skills in interpreting financial information, understanding margins, and making informed decisions that support business performance and objectives.



Industry Advocacy & Presentation Skills

Build confidence and capability to represent the feedlot industry professionally. Participants enhance their communication and presentation skills, learning how to deliver clear, impactful messages to a range of audiences. This supports their role as emerging leaders enabling them to contribute meaningfully to industry.



Feedlot / Industry Tour

Gain valuable, real-world insights through direct exposure to feedlot operations. The tour component enables participants to observe best-practice systems and processes, and connect theory with practical application, further enhancing their understanding of effective feedlot business management.

Note: Presenters are subject to change without notice.



Testimonials

“ The ALFA MPM program has greatly helped me gain a better understanding of how to build a high performing team and how to be a better leader for my team. Learning about my own DISC profile and how to interact with different profiles was extremely interesting and greatly beneficial especially when leading a team from many different backgrounds and being able to network with others in the program from different feedlots was also beneficial.

Chloe Gordon, Australian Country Choice

“ The MPM program was a pivotal step in my development, giving me a broader perspective of the feedlot industry beyond day-to-day operations. It challenged my thinking, strengthened my leadership skills, and reinforced the importance of using data and structured systems to drive performance and animal outcomes.

Throughout MPM, I formed invaluable relationships with industry peers that have continued after the program.

Jake Quinn, Napco Wainui Feedlot

“ As I move into a leadership position, existing relationships and giving instruction to coworkers has been a challenge. The program has brought insight to the relationships and management between staff and leadership teams. I've now got the resources to develop my leadership and the network to support me.

Joseph Lawrence, Thomas Food International