# CowSignals video courses

## 1. CowSignals® Certification

#### **SYNOPSIS**

eCourse especially for dairy farmers, farm managers, herd managers and farm staff. It's practical, cow based and interdependent.

#### **CONTAINS**

- Introduction (49 min)
- Video course CowSignals® Certification (4 hrs 49 min)
- Questionnaire CowSignals® Certification (30 min)

Total: 6 hrs 8 min

#### LESSONS COWSIGNALS ® CERTIFICATION COURSE

- 1Look through the eyes of the cow (09.24 m)
- 2What does the cow want? (11.30 m)
- 3UNO's (10.44 m)
- 4Waiting cows and risk animals (09.07 m)
- 5Stress free calving line (08.06 m)
- 6Feed intake and accessability (21.03 m)
- **7**Water (05.43 m)
- 8Light (06.17 m)
- 9<u>Air (06.24 m)</u>
- 10Rest and space (13.46 m)
- 11To the farm incl farmer interview (18.34 m)
- 12Check light from feed alley (04.32 m)
- 13Check space from feed alley (08.41 m)
- 14Check rest from feed alley (03.49 m)
- 15Check feed from feed alley (12.38 m)
- 16Check health from feed alley (08.24 m)
- 17Amongst the cows. See how they move (18.34 m)
- 18Amongst the cows. Check health (15.59 m)
- 19Amongst the cows. Check rest (06.36 m)
- 20 Amongst the cows. Check air (0.43 m)
- 21Amongst the cows. Check feed (07.59 m)
- 22Amongst the cows. Check water (04.41 m)
- 23Amongst the cows. Check space (01.31 m)
- 24Amongst the cows. Check for UNO's (03.31 m)
- 25the 'One cow close up'. 1:1 (07.05 m)
- 26Look for details. 1:1 (22.50 m)
- 27Summary in the farm office (24.23 m)
- **28**Farmer advice (10.51 m)
- 29What's next? Thanks for watching! (02.59 m)

## 2. CowSignals® Advisor

### **SYNOPSIS**

Use our consulting know-how, branding and tools to build your own CowSignals 1:1 consulting practice.

### **CONTAINS**

- Video course PeopleSignals® Advisor (1 hr 47 min)
- Questionnaire PeopleSignals® Advisor (15 min)

Total: 2 hrs 2 min

#### LESSONS PEOPLESIGNALS ADVISOR COURSE

- 1Introduction PeopleSignals Advisors (0.55 m)
- 2History of PeopleSignals, part 1 2 (06.35 m)
- 3History of PeopleSignals, part 2 2 (10.50 m)
- 4<u>Using bodylanguage, part 1 3 (11.27 m)</u>
- 5<u>Using bodylanguage</u>, part 2 3 (12.26 m)
- 6Using bodylanguage, part 3 3 (08.22 m)
- 7<u>How to improve, part 1 3 (13.06 m)</u>
- 8<u>How to improve, part 2 3 (07.47 m)</u>
- 9How to improve, part 3 3 (10.24 m)
- 10Body-Language Exercises, part 1 -2 (15.06 m)
- 11Body-Language Exercises, part 2 -2 (11.17 m)

## 3. CowSignals® Trainer

#### **SYNOPSIS**

Follow-up training on CowSignals Advisor. Learn more about PeopleSignals and how to have more impact. Also you learn how to educate a group.

### **CONTAINS**

- Video course PeopleSignals® Trainer (3 hrs 5 min)
- Questionnaire PeopleSignals® Trainer (15 min)

Total: 3 hrs 20 min

#### LESSONS PEOPLESIGNALS TRAINER COURSE

- 1<u>Introduction PeopleSignals Trainers (05.44 m)</u>
- 2How to do an interactive lecture (09.03 m)
- 3Secrets for a successful lecture, 1/8 (12.31 m)
- 4<u>Secrets for a successful lecture, 2/8 (11.07 m)</u>
- 5<u>Secrets for a successful lecture, 3/8 (11.00 m)</u>
- 6Secrets for a successful lecture, 4/8 (18.29 m)
- 7<u>Secrets for a successful lecture, 5/8 (11.22 m)</u>
- 8Secrets for a successful lecture, 6/8 (10.32 m)
- 9Secrets for a successful lecture, 7/8 (07.35 m)
- 10Secrets for a successful lecture, 8/8 (15.11 m)
- 11 How to facilitate groups (03.33 m)
- 12How to do a successful workshop on farm, 1/6 (08.58 m)
- 13How to do a successful workshop on farm, 2/6 (13.17 m)
- 14How to do a successful workshop on farm, 3/6 (08.57 m)
- 15How to do a successful workshop on farm, 4/6 (13.30 m)
- 16How to do a successful workshop on farm, 5/6 (08.52 m)
- 17How to do a successful workshop on farm, 6/6 (13.57 m)

## 4. Receive YoungStock Signals® Certification

#### **SYNOPSIS**

YoungStock Signals covers all you need to know for successful rearing. You will learn how to control risks and helps you to structure your work so that each calf automatically receives the best treatment.

#### **CONTAINS**

- Video course YoungStock Signals (4 hrs 43 min)
- Questionnaire YoungStock Signals (15 min)

#### LESSONS YOUNGSTOCK SIGNALS COURSE

- 1. General introduction START THEORY (03.38m)
- 2.Youngstock Signals introduction (05.49 m)
- 3.Preparing fase (07.20 m)
- <u>4.Cuddling fase (03.42 m)</u>
- 5.Use the Power of Nature (12.53 m)
- 6.Colostrum feeding (17.04 m)
- 7.Move the calf (02.33 m)
- 8. Young calf housing (05.37 m)
- 9.Two calfs together (03.54 m)
- <u>10.Diarrhea (12.52 m)</u>
- <u>11.Feeding (12.52 m)</u>
- 12.Prevent weaning stress (04.52 m)
- **13.**Protecting (14.58 m)
- 14.Recognize disease early (13.48 m)
- **15.**Howling (22.55 m) -
- **16.**Growing (16.19 m)
- <u>17.Become pregnant (06.29 m)</u>
- **18.**Ripening & learning (08.38 m)
- **19.**Summary (02.56 m)
- **20.**Examples (10.58 m)
- 21.Introduction on the farm START PRACTICAL (10.50 m)
- **22.**Questions for the farmer 1 2 (11.41 m)
- 23.Questions for the farmer 2 2 (10.03 m)
- **24.**Checklist around calving (15.57 m)
- <u>25.Checklist for older calves 1 4 (13.37 m)</u>
- **26.**Checklist for older calves 2 4 (15.07 m)
- <u>27.Checklist for older calves 3 4 (09.07 m)</u>
- **28.**Checklist for older calves 4 4 (10.32 m)
- **29.**Conclusion What is good? (07.10 m)
- <u>30.Critical Signals (07.17 m)</u>
- **31.**To improve (10.49 m)
- **32.**Advise for the farmer (10.40 m)
- 33.Special powdermachine (04.32 m)
- <u>34.Special checkbook (02.08 m)</u>

## 5. Receive HoofSignals® Certification

#### **SYNOPSIS**

Our cows' hooves are the weakest link in their health and welfare. Cows that become lame - even slightly - will eat, drink and lie down less. They will therefore produce less milk and it will be more difficult to get them in calf. Plus they will need additional attention and work on an ongoing basis. Learn how to focus on prevention, so your time won't be consumed by the treatment of lame cows anymore.

#### **CONTAINS**

- Video course HoofSignals (4 hrs 39 min)
- Questionnaire (15 min)

#### LESSONS HOOFSIGNALS TRAINER COURSE

- 1.THEORY: Introduction HoofSignals (1-2) [14:50 min]
- 2.Introduction HoofSignals (2-2) [10:40 min]
- **3.**Hoof quality (1-2) [8:29 min]
- **4.**Hoof quality (2-2) [14:42 min]
- **5.**Low Presure (1-3) [16:38 min]
- **6.**Low Presure (2-3) [12:53 min]
- **7.**Low Presure (3-3) [11:45 min]
- **8.**Minimal infection (1-2) [09:10 min]
- **9.**Minimal Infection (2-2) [10:10 min]
- **10.**Early effective treatment (1-2) [16:45 min]
- 11.Early effective treatment (2-2) [16:42 min]
- 12.Hoof trimming Dutch method [6:24 min]
- 13.PRACTICALS: Introduction HoofSignals [01:34 min]
- 14.Interview with the farmer (1-3) [07:47 min]
- 15.Interview with the farmer (2-3) [12:23 min]
- **16.**Interview with the farmer (3-3) [07:03 min]
- 17. First impression Heifers & dry cows [09:12 min]
- **18.**First impression Milking cows [03:39 min]
- **19.**Building [01:54 min]
- **20.**Between the cows (1-2) [12:04 min]
- **21**.Between the cows (2-2) [11:44 min]
- **22.**Footbath [08:41 min]
- 23.Early effective treatment (1-4) [06:29 min]
- **24.**Early effective treatment (2-4) [10:11 min]
- **25.**Early effective treatment (3-4) [07:05 min]
- 26.Early effective treatment (4-4) [06:41 min]
- **27.**Conclusion (1-4) [06:20 min]
- **28.**Conclusion (2-4) [08:02 min]
- **29.**Conclusion (3-4) [06:07 min]
- **30.**Conclusion (4-4) [09:27 min]
- 31.Extra's .. 4 Legs ready for treatment [02:46 min]

## 6. Receive Feeding Signals Certification

#### **SYNOPSIS**

Rumen acidosis is the silent killer of our cows.

One third of the cows is not making it. 'Not making it', is saying that the average productive lifetime for cows is below 3 lactations, where it can be 5 lactations. When we're looking at why cows don't go the distance, we're quickly faced with disease numbers:

- 50% bloody soles after calving
- 50% subclinical milk fever
- 30% mastitis or much more
- 20% ketosis
- x % subclinical rumen acidosis

Let's look at one disease in particular: rumen acidosis. This disease is hard to recognize for farmers, but will seriously weaken the cow. It starts with nausea and by the time you catch it (or not), the other trouble has already started: mastitis, lameness, low fertility rates and so on. This is what in the end is keeping cows from happily and healthy making it to five lactations. Rumen acidosis is the silent killer of our cows.

For prevention farmers need a good understanding of how the rumen functions and an excellent feeding program. A major issue is feed quality and luckily, most farmers have a good feed advisor for this. What the feed advisor often doesn't tell the farmer is how management and housing effect feed intake. Without broadening knowledge about feeding to these areas as well, rumen acidosis just will keep happening.

Feeding Signals course focuses on housing and management with regards to feeding and it provides solutions that have proven themselves in practice. Small improvements will make a big difference in feed intake, health and milk production. We have relative cheap solutions for high cost problems.

#### **CONTAINS**

- Video course Feeding Signals (3 hrs 04 min)
- Questionnaire (15 min)

#### LESSONS FEEDING SIGNALS TRAINER COURSE

- 1. Introduction (07.59 m)
- 2. The digestive system of a cow (06.12

m)

- 3. Rumen machine (05.52 m)
- 4. Dry matter intake = milk yield (04.29

m)

- 5. Rumen pH (04.29 m)
- 6. Twelve equal meals (03.03 m)
- 7. Eating signals (05.24 m)
- 8. Balancing fiber and concentrate (05.13

m)

- 9. Manure signals (01.50 m)
- 10. Barn signals (04.45 m)
- 11. Push it and spread it (04.39 m)
- 12. Feed at 17 o clock (05.58 m)
- 13. Drinkers 1/2 (03.41 m)
- 14. Drinkers 2/2 (04.55 m)
- 15. One feeding place per cow (04.37 m)
- 16. Feeding space (06.36 m)
- 17. Selective eating 1/2 (03.08 m)
- 18. Selective eating 2/2 (04.00 m)
- 19. Relaxed eating (05.07 m)
- 20. Standing cows (02.03 m)
- 21. A comfortable feeding place 1/3

(05.27 m)

22. A comfortable feeding place 2/3

(05.07 m)

23. A comfortable feeding place 3/3

(06.13 m)

- 24. Let the cows rest (06.30 m)
- 25. Risk cows (06.30 m)
- 26. Don't overstock (05.17 m)
- 27. Make life easy for a cow (04.34 m)
- 28. Cuddle box (02.20 m)
- 29. Heifer management (05.37 m)
- 30. On the farm: Farmer interview (05.10

m)

- 31. On the farm: Feeding silo (05.34 m)
- 32. On the farm: Shaker box (05.48 m)
- 33. On the farm: Manure signals (09.56

m)

34. On the farm: Rumen signals (07.46

m)

- 35. On the farm: Conclusion (04.46 m)
- 36. BONUS Overstocking (0.51 m)
- 37. BONUS Height of the bed (0.58 m)
- 38. BONUS Drinking cow (01.14 m)
- 39. BONUS Hollow cow (0.46 m)

## 7. Receive Stress-free stockmanship Certification

80% of sick leave on dairy farms is caused by accidents with cattle. These accidents can partly be prevented with more stockmanship training. Here is still a big blind spot in dairy management.

Chasing cows causes fear, lameness and lower milk production. This is bad for cows and bad for business. Scared animals are unpredictable and that's where the trouble starts. Farmers that handle cows quietly, have less accidents. Staff that's in control, will have cows in the milking parlor smoothly and rapidly. Stress-free stockmanship gives everyone on the farm more pleasure and satisfaction.

We teach how to look and think from the cow's point of view. How does she experience things? What makes her insecure? What are risk areas, where you need to be extra careful? We show you how to handle and move cows without any stress.

#### CONTAINS

- Video course Stress-free stockmanship (2 hrs 31 min)
- Questionnaire (15 min)

#### LESSONS STRESS-FREE STOCKMANSHIP COURSE

- 1. Introduction (06.39 m)
- 2. Why stress-free stockmanship? (03.57 m)
- 3. Start young (03.29 m)
- 4. The Cuddle Box (01.26 m)
- 5. New staff (03.06 m)
- 6. Are cattle easy to handle? (01.35 m)
- 7. The bull whisperer (01.54 m)
- 8. Teaching calves (02.15 m)
- 9. Quiet farmer quiet cows (02.17 m)
- 10. First time milking (04.57 m)
- 11. How to use pressure (03.20 m)
- 12. Keep an eye on the cow (02.22 m)
- 13. The eyes of a cow (04.52 m)
- 14. Herd animal and prey animal (04.10 m)
- 15. Herd behaviour (04.02 m)
- 16. Cow behaviour (03.41 m)
- 17. Animal learning (04.46 m)
- 18. Moving a herd 1/4 (03.25 m)
- 19. Moving a herd 2/4 (05.15 m)
- 20. Moving a herd 3/4 (05.09 m)

- 21. Moving a herd 4/4 (06.08 m)
- 22. Moving a cow 1/7 (4.14 m)
- 23. Moving a cow 2/7 (04.49 m)
- 24. Moving a cow 3/7 (04.13 m)
- 25. Moving a cow 4/7 (3.07 m)
- 26. Moving a cow 5/7 (04.39 m)
- 27. Moving a cow 6/7 (03.09 m)
- 28. Moving a cow 7/7 (03.30 m)
- 29. How to treat a cow (02.37 m)
- 30. Work safely (04.51 m)
- 31. Summary (04.04 m)
- 32. On the farm: Introduction (01.33 m)
- 33. On the farm: Farmer interview (04.00 m)
- 34. On the farm: First checklist (06.26 m)
- 35. On the farm: Moving calves (02.08 m)
- 36. On the farm: Moving heifers (02.52 m)
- 37. On the farm: Second checklist (02.15 m)
- 38. On the farm: Moving cows (03.11 m)
- 39. On the farm: Moving cows in the field (04.37 m)
- 40. On the farm: Conclusion (06.36 m)

## 8. Receive Dry to Fresh Certification

Good dry cow management is the key to 2 more lactations.

80% of all problems arise around the transition period. 80 percent! Problems like milk fever, ketosis and metritis are a direct results of shortcomings in dry cow management. This is cutting cow lives short. Why don't we take better care of our pregnant ladies?

Problems in the transition period are caused by two things: not enough eating and not enough resting. Most feed advisors, vets and hoof trimmers are doing exactly what there being asked: advising a quality ration, treating sick cows and trimming hoofs. Excellent advisors however can also advice on management and housing and help farmers break through tunnel vision and blind spots.

Dry to Fresh course is for advisors and farmers that want to make dry cow management an priority. Our training course starts with the drying-off day and ends 4 weeks after calving. We explain dry period management from a variety of angles. We approach it from the perspective of a manager of a large farm and we identify with the person who has to do the work. Most importantly, we put ourselves in the position of the cow: what does she need for a good start to lactation?

#### CONTAINS

- Video course Dry to Fresh (2 hrs 18 min)
- Questionnaire (15 min)

### LESSONS DRY TO FRESH COURSE

- 1. Introduction lecture (05.51 m)
- 2. Why Dry to Fresh signals? (04.37 m)
- 3. Goal of dry period (01.42 m)
- 4. Body condition score (07.38 m)
- 5. Keratosis (00.52 m)
- 6. Lowering milk production (03.53 m)
- 7. How do you dry off? (02.57 m)
- 8. Healthy claws (02.11 m)
- 9. Treatment box (02.47 m)
- 10. Teat protocol (01.37 m)
- 11. Feed and water (04.48 m)
- 12. Air and light (01.26 m)
- 13. Rest (05.59 m)
- 14. Space (07.08 m)
- 15. Eating dip (05.06 m)
- 16. Stress-free calving line (08.26 m)
- 17. Practical situations (06.49 m)
- 18. More practical situations (04.29 m)

- 19. Check this out (03.18 m)
- 20. Don't ruin calf and heifer (02.48 m)
- 21. Water at calving (03.15 m)
- 22. Cuddle box (04.20 m)
- 23. Check the fresh cow (04.15 m)
- 24. FARM check (05.58 m)
- 25. Sick cows (06.32 m)
- 26. Happy cows (01.44 m)
- 27. Farmer interview (05.58 m)
- 28. Two weeks before calving (00.47 m)
- 29. Slippery floor (02.01 m)
- 30. The gate (01.23 m)
- 31. Positioning of the cuddle box (01.18 m)
- 32. Dry cow feed (03.13 m)
- 33. Protocol after calving (02.19 m)
- 34. Four box system (01.07 m)
- 35. Leaking milk and heat stress (00.41 m)
- 36. Conclusion (08.44 m)

## 9. Receive Udder Signals Certification

Practical procedures for more immunity and less mastitis. Learn to understand udder health. She will show you 5 success factors: control, resistence, low infection pressure, milking and treatment.

## **CONTAINS**

- Video course Udder Signals(2 hrs 20 min)
- Questionnaire (15 min)

## LESSONS UDDER SIGNALS COURSE

=2;	SONS ODDER SIGNALS COURSE				
	1 Introduction lecture	0:01:34	22	Checklist explained	0:00:55
	Getting them in the milking		23	Body condition score	0:01:31
	2 parlour	0:07:02	24	Hygiene score	0:04:53
	3 How many mastitis cases?	0:04:09	25	Resting cows	0:01:30
	4 Control	0:02:41	26	Bed check	0:03:07
	Infection pressure: what's the		27	Drinkers	0:00:33
	5 cause?	0:04:58	28	Feed	0:00:35
	6 Infection pressure: hygiene	0:04:29	29	Wounds & Lameness & teat ends	0:01:56
	7 Resistance: Health	0:05:10	30	Stress-free calving line	0:03:15
	8 Resistance: Feed intake	0:08:47	31	Dry cow summary	0:01:03
	9 Resitance: Udder barrier	0:06:23	32	Use gloves during milking	0:00:30
1		0:07:13	33	An ideal milking parlour	0:00:39
1	Resistance: antibodies in the	0.02.42	34	Minimilker	0:01:32
		0:02:42	35	Teat dip	0:00:26
1	0 01	0:04:27	36	Teat ends	0:01:52
1	. 0	0:08:07 0:06:07	37	Entering the collection yard	0:01:54
1	0   1   1   1   1		38	Entering the parlor	0:01:06
1	0 - 10- 1	0:05:57	39	Pre-stripping	0:00:21
1	0 11 111 11 1	0:04:34	40	Milking procedure	0:02:32
1	, , , , , , , , , , , , , , , , , , ,	0:05:58	41	Leaking milk	0:00:42
1		0:04:35	42	Squeaking sound	0:00:42
1		0:06:56	43	Kicking during milking	0:00:14
2		0:05:31	44	Summary farm workshop	0:00:43
2	1 Introduction workshop	0:00:32			

## 9. Receive Fertilty Signals Certification

Is she showing heat, do you observe heat, does she become pregnant? Two third of the success is in easy calving and a good start up.

## CONTAINS

- Video course Fertility Signals (2 hrs 42min)
- Questionnaire (15 min)

## LESSONS FERTILTIY SIGNALS COURSE

1	Introduction Lecture	0:07:22	21	Using data	0:05:47
2	Feeding	0:03:45	22	Insemination	0:07:19
3	Barn Design	0:04:46	23	Perfect organisation	0:02:48
4	Body condition score	0:01:39	24	Preganancy rate	0:05:08
5	improve housing	0:01:24	25	Al vs Bull	0:03:48
6	Calving procedures	0:06:16	26	Introduction workshop	0:00:35
7	Directly after calving	0:02:55	27	Farmer interview	0:03:53
8	The Uterus	0:09:22	28	Data sheets	0:05:10
9	Resting time and stillbirth	0:01:44	29	Stress-free calving	0:02:00
10	Fresh cow check 1/2	0:01:20	30	Checklist 1 Barn and cows	0:08:11
11	Fresh cow check 2/2	0:03:09	31	Cow laying against metal	0:00:24
12	Who's in heat	0:01:57	32	Throwing feed	0:01:49
13	Register heat	0:02:16	33	Body condition score	0:04:08
14	Conditions to show heat	0:09:31	34	Checklist 2: Lactation score	0:06:23
15	Heat Signals	0:05:03	35	Weak cow	0:01:01
16	How much do you miss?	0:06:42	36	Advice 1_4	0:02:29
17	Tools for heat detection	0:05:55	37	Advice 2_4	0:02:12
18	A fresh cow group in Texas	0:03:50	38	Advice 3_4	0:02:08
19	Fertility problems 1/2	0:06:56	39	Advice 4_4	0:02:26
20	Fertility problems 2/2	0:06:00	40	Winning ideas	0:02:51