

MPowerD™ - Safety Nets in Farming



April 26, 2018

If you are a crop insurance agent who shares our passion to help producers **Take Less Risk**, then the steps to accomplish that goal become important.

MPowerD™ expands the producers opportunity to establish the highest possible minimum crop insurance margin floor.

For the 2019 Crop Year, producers can lock out bottom side price risk right now, in fact with 2019 corn prices over \$4.10, many producers can cover their cost now on 110% of the most acres planted in the past four years and only pay for acres planted in 2019.

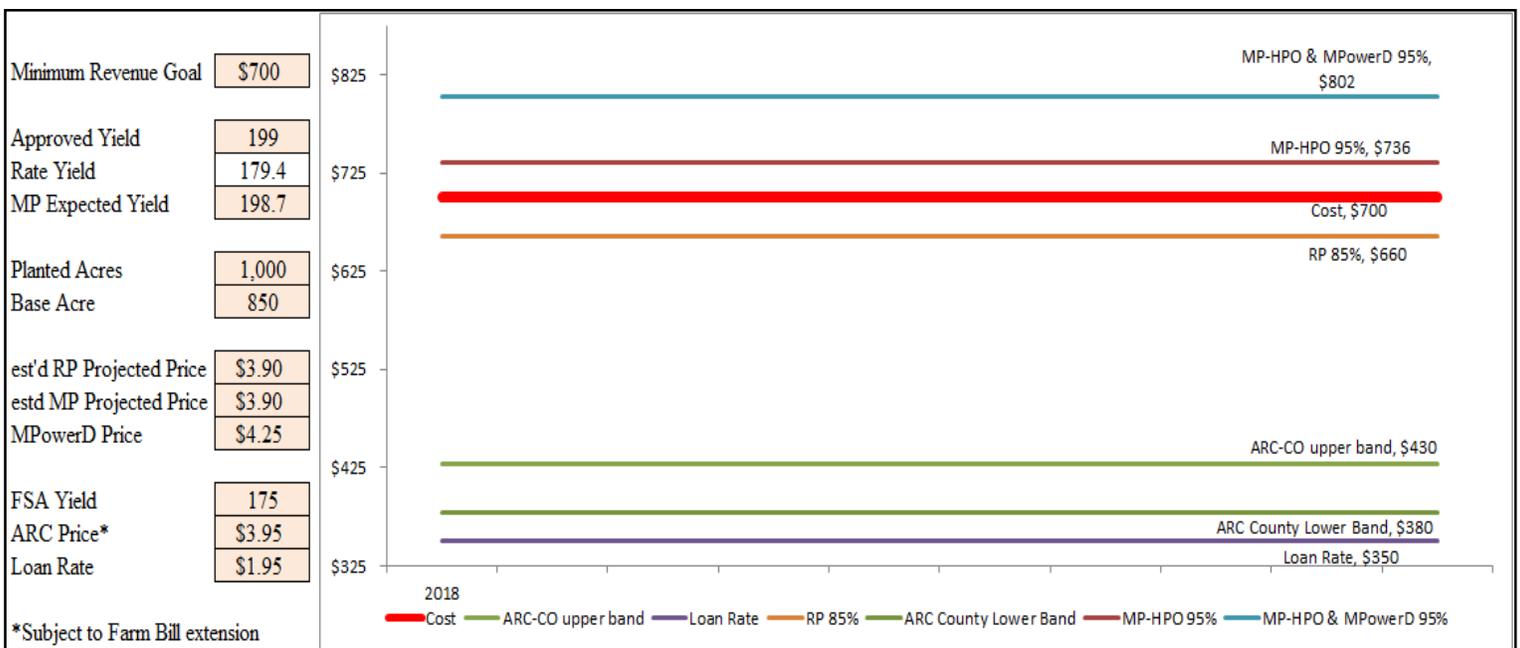
Goal:

Take Less Risk and Make More Revenue

- First: **Lock out the bottom side.**
- Second: **Find opportunity to cover costs.**
- Third: **Take the most you can out of the markets.**

MPowerD offers three (3) ways to establish the minimum crop insurance revenue and margin **whenever** the MPowerD price provides opportunity to meet the producer's minimum revenue and margin goals. It's so simple to "Set it and Forget It." All the agent has to do is ask the producer what price they wouldn't want to see get away from them, and what their minimum revenue and margin goal is for 2019 crops.

Think about this, government safety nets are so far below the costs, the full weight of risk management responsibility lies squarely on the producer's shoulders. Agents are in the best position to help producers **Take Less Risk** for 2019 by helping them evaluate MP-HPO as an option and showing them how they can use MPowerD to create a safety net using the only thing in farming that guarantees them money, their crop insurance revenue and/or margin policies. Notice the dollars at risk using RP 85% vs MP-HPO 95% and MPowerD for those appropriate for an area plan of insurance.



NAU Country Insurance Company Corporate office

Phone: 763.427.3770

Toll Free: 800.942.6557



RPowD is a supplemental private insurance product, not part of federal crop insurance. This information is provided by and is the Proprietary Property of Watts and Associates, Inc. who is solely responsible for the representations made herein. All information is believed to be reliable but cannot be guaranteed. Watts and Associates, Inc. has developed this proprietary material for the sole use of its customers and has exclusive ownership rights in part or all of its format and content. The content of this material, regardless of the format in which it is presented, including orally, in print, or electronically, may not be further Disseminated. This material is protected by law. Copyright © 2018 Watts & Associates, Inc. of Billings, MT. All Rights Reserved. © 2018 NAU Country Insurance Company. All rights reserved. NAU Country Insurance Company is an equal opportunity provider. QBE and the links logo are registered service marks of QBE Insurance Group Limited. NAU is a registered service mark of NAU Country Insurance Company.