

## RPowerD™ - Alternative Discovery Price Period Results

December 6, 2018

Agents can now introduce the main features and benefits of RPowerD by playing the new four minute [Introduction to RPowerD](#) video for groups or individuals. The Introduction to RPowerD video can be viewed or downloaded under the Training tab on [www.AgenteVantage.com](http://www.AgenteVantage.com) as shown in the RPG at this [link](#).

We suggest agents consider cutting and pasting the video link from [here](#) and sending it out in an email to producers and also showing the video during individual and group meetings. Additionally, agents are welcome to post the link on their web site. A link to a printable version of the Quick Start Post Card is [here](#). Video demo is [here](#). This is an excellent tool to help guide crop insurance conversations.

With shallow loss band of coverage products all the rage the past few seasons and getting attention again this year, remember RPowerD allows agents to quote coverages up to 95% and to create bands of coverage too. We'll have more info on using RPowerD for this purpose in an upcoming RPG.

Below is a strategy idea for agents to pitch to producers now. The RPowerD setup below has a lower cost than we think you'll find with banded coverage products, expands opportunity and reduces risk right now. With all the uncertainty about expansion or contraction of tariffs and market response potential, using the RPowerD intervals shown below, along with an equivalent coverage RP policy, has proven to help producers establish an average \$0.44/bu higher price for their revenue guarantee for corn. **This is equivalent to over 10% higher coverage if the projected price on corn is \$4.00. For soybeans the average is \$0.88/bu, an almost 9% higher coverage.** You can see from the tables below how often the RPowerD Price is over the projected and harvest price. Sample quotes on the corn strategy below showed the cost at 8 cts/bu vs banded product costs ranging from 9 to 21 cts/bu for identical liability.

### Corn Interval Performance

Dec '19, Jan '19, Mar '19, Apr '19, May '19, June '19, Jul '19	RP	Harvest	Amount	Amount
Intervals	Projected	Price	Over RP	Over
			Projected	Harvest
			Price	Price
1998	\$2.84	\$2.84	\$2.19	\$0.65
1999	\$2.47	\$2.40	\$2.01	\$0.46
2000	\$2.57	\$2.51	\$2.04	\$0.53
2001	\$2.54	\$2.46	\$2.08	\$0.46
2002	\$2.45	\$2.32	\$2.52	-\$0.07
2003	\$2.43	\$2.42	\$2.26	\$0.17
2004	\$3.17	\$2.83	\$2.05	\$1.12
2005	\$2.51	\$2.32	\$2.02	\$0.49
2006	\$2.74	\$2.59	\$3.03	-\$0.29
2007	\$4.05	\$4.06	\$3.58	\$0.47
2008	\$7.30	\$5.40	\$4.13	\$3.17
2009	\$4.42	\$4.04	\$3.72	\$0.70
2010	\$4.35	\$3.98	\$5.46	-\$1.11
2011	\$6.69	\$6.01	\$6.32	\$0.37
2012	\$7.52	\$5.68	\$7.50	\$0.02
2013	\$6.21	\$5.65	\$4.39	\$1.82
2014	\$5.03	\$4.62	\$3.49	\$1.54
2015	\$4.27	\$4.15	\$3.83	\$0.44
2016	\$4.19	\$3.86	\$3.49	\$0.70
2017	\$3.95	\$3.96	\$3.49	\$0.46
2018	\$4.19	\$3.96	\$3.68	\$0.51
% of time Intervals over	86%	86%	\$0.44	\$0.78
% of time over both	71%			

### Soybean Interval Performance

Dec '19, Jan '19, Mar '19, Apr '19, May '19, June '19, Jul '19	RP	Harvest	Amount	Amount
Intervals	Projected	Price	Over RP	Over
			Projected	Harvest
			Price	Price
1998	\$6.74	\$6.64	\$5.46	\$1.28
1999	\$5.85	\$5.11	\$4.85	\$1.00
2000	\$5.63	\$5.32	\$4.72	\$0.91
2001	\$5.24	\$4.67	\$4.37	\$0.87
2002	\$5.25	\$4.50	\$5.45	-\$0.20
2003	\$5.65	\$5.26	\$7.32	-\$1.67
2004	\$7.55	\$6.72	\$5.26	\$2.29
2005	\$7.08	\$5.53	\$5.75	\$1.33
2006	\$6.19	\$6.18	\$5.93	\$0.26
2007	\$8.81	\$8.09	\$9.75	-\$0.94
2008	\$14.92	\$13.36	\$9.22	\$5.70
2009	\$10.38	\$8.80	\$9.66	\$0.72
2010	\$10.17	\$9.23	\$11.63	-\$1.46
2011	\$13.67	\$13.49	\$12.14	\$1.53
2012	\$15.73	\$12.55	\$15.39	\$0.34
2013	\$13.14	\$12.87	\$12.87	\$0.27
2014	\$12.32	\$11.36	\$9.65	\$2.67
2015	\$10.11	\$9.73	\$8.91	\$1.20
2016	\$11.21	\$8.85	\$9.75	\$1.46
2017	\$10.11	\$10.19	\$9.75	\$0.36
2018	\$10.40	\$10.16	\$8.60	\$1.80
% of time Intervals over	95%	81%	\$0.88	\$1.41
% of time over both	76%			

View previous RPowerD newsletters on the [NAU Country website](#).



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