

RPowerD™ Choosing Alternative Price Discovery Periods

Producers can manage their price risk by using any or all of the following methods:

- Lock in current Market Price and have until midnight the next day to buy the estimate or raise the trigger.
- Establish a guaranteed Additional Price Coverage to the Projected Price.
- Expand opportunity to achieve the highest possible Minimum Revenue Trigger by choosing up to twelve **Alternative Price Discovery Periods** in full or half month intervals now through August 2018.

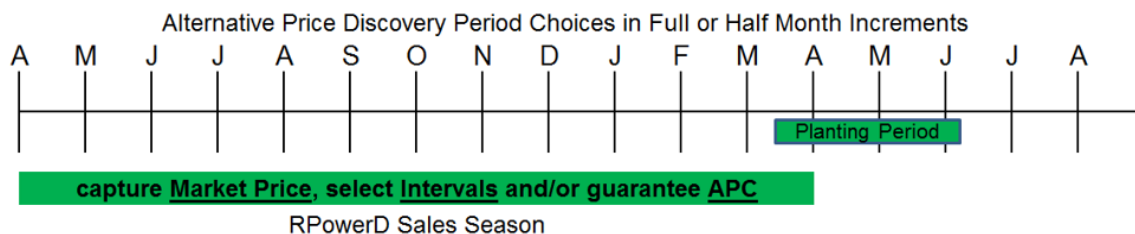
The Price used to establish the Minimum Revenue Trigger will be calculated using the higher of the Revenue Protection Projected Price, the Market Price chosen, the Additional Price Coverage selected, or the highest of any Alternative Price Discovery Periods elected.

Producers can choose first half of the month, last half of the month or full month intervals. All intervals desired for the crop year must be selected by the RPowerD sales closing date. Right above the Interval selection grid, the [AgenteVantage](#) estimator you will find a reminder of the deadlines for choosing current month intervals and the sales closing date for RPowerD, they are:

- First Half Month Interval: 10th
- Last Half Month Interval: 25th
- Full Month Interval: 25th
- April 2nd SCD

Buying multiple intervals at one time makes the price of each interval drop. Selecting one interval may cost 12 cts/bu but selecting five intervals only cost 15 cts/bu making the cost per interval 3 cts/bu vs. 12 cts/bu. Additionally, producers have until SCD to add additional intervals if a market opportunity occurs.

The goal of choosing multiple intervals is to lock out bottom side risk early while expanding the producer's opportunity to have the highest possible minimum revenue guarantee. Starting as far ahead of planting as possible and extending through the growing season will give the highest probability the RPowerD price will be over the RP price. Selecting intervals as soon as RPowerD becomes available in the Spring, a year before he will plant has historically generated the highest minimum revenue triggers. The issue is, agents and producers have not been in the habit of thinking about capitalizing on revenue opportunities for the next crop year just a couple weeks after the RP SCD because they've never had RPowerD before. This feature of RPowerD is a great way for agents to add value and grow their business when nobody else is even talking about managing revenue opportunities on next year's crop.



There is a link to historical RPowerD interval performance graphs available to agents in the [AgenteVantage](#) estimator right above the Interval selection grid. Agents are also welcomed to request studies of the performance of intervals they are considering from their AIP Representative. These studies will show how the Intervals they are considering would have raised their minimum revenue trigger compared to the RP policy over the past 21 years.



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