

RPowerD™ Gaining Access to Agent eVantage

The RPowerD™ supplemental insurance policy revolutionizes the agent's value to producers by providing the flexibility to manage the price and coverage level that will be used to set a producer's trigger revenue for 2018 corn and soybeans.

The first order of business for the agent is to get set up to create estimates on www.AgenteVantage.com.

Step 1. Contact your AIP Representative and request a username and password*

Step 2. Review the RPowerD training slide deck under the Training tab. Going through slides 3-10 and 78 – 109 will give you more than enough information to answer the certification questions.

Step 3. Select the Certification tab and follow the prompts through the 20 multiple choice questions.

Step 4. Once you successfully answer the questions, log off and log back in. When you log in, go to the Estimator tab. RPowerD will be one of your choices.

*Note: If you have an Agent eVantage user ID already, let your representative know what it is and we will simply add your additional AIP and policy type choices to your existing log in credentials.

The second order of business is to invest in your success 5-10 minutes twice a week by reading and viewing the Revenue Power Guide materials we will distribute each Tuesday and Thursday. When an opportunity presents itself for a Revenue Power Play you will be ready and able to successfully execute a campaign to deliver value to your producers and accomplish your goals of helping your producers take less risk and make more revenue while increasing MPCl and private product market share for your agency.

- Revenue Power Guide = distributed twice a week - 1 or 2 pages documents with graphs and pictures, 5-10 minute videos, presentations for producer meetings and brochures. All these educate and inform agents about various aspects of the RPowerD policy with ideas and concepts agents can use to make more sales by communicating the benefits of the RPowerD.
- Revenue Power Play = document that details a call to action - timely strategies that are appropriate for agents to share with producers as part of a campaign to execute sales of the RPowerD policy and associated MPCl policies right away.

In the next three issues of the Revenue Power Guide we'll unpack each of the three methods to establish price floors. To recap, 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 Revenue Protection Harvest Price, the Market Price chosen, the Additional Price Coverage chosen, and the highest of any Alternative Price Discovery Periods chosen.



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