

MpowerD™ - Power Play® - Now is the time to set Minimum Price for 2021

August 3, 2020

Action! MpowerD Power Plays are calls to action. This publication is to help agents communicate, quote, and execute 2021 policies that lock out the bottom side now during the season time frame of high prices for the 2021 crop year. 2021 soybean prices are at the target we have talked about since April. Now is the time to deliver the value and service that will differentiate your agency from those who don't make the calls about this opportunity.

We have two recommended strategies. Both use the 95%/120 MpowerD and Margin Protection coverage level.

November Soybeans
10 Year Seasonal Trend (2010-2019)



Additional resources and support available upon request.
Quote MpowerD at:
www.AgenteVantage.com

Even though today's markets are lower, Producers who "Opt'in" to the Market Price feature of MpowerD can get the higher closing price from the previous trading session until midnight the following day to use as the minimum price on their Margin Protection Policy for 2021

Example for Margin Protection users

	1. Desire to establish Minimum Revenue on 2021 Soybeans using \$8.98 3/4 floor price	2. Desire to establish Minimum Revenue on 2021 Soybeans using \$8.98 3/4 floor price and have 3 intervals of automatic buy up opportunity in 2021 growing season
Maximum Price Mvmt	\$0.70	\$0.70
\$8.98 3/4 Market Price	Opt-in	Opt-in
APC	N/A	N/A
Liability Adjustment Factor	100%	100%
Acres	110% of max planted in last 4 yrs	
indicated Margin Protection w/ HPO	95%/120	95%/120
MpowerD Coverage Level	95%/120	95%/120
Alternative Price Discovery Periods		
June 1 - June 30, 2021		
July 1 - July 31, 2021		
Aug 1 - Aug 31, 2021		
Expected Yield	61.6	61.6
Cost per Expected Yield Bushel	\$0.09	\$0.13
Est'd MpowerD Min. Rev./Ac	\$526	\$526
# of Alternative Price Discovery Periods	0	3
key:		open selected

If you need to create your sign in credentials for www.AgenteVantage.com, contact your NAU Country Marketing Representative for assistance. Contact the NAU Country Call Center at 1.866.942.6724 or via email at callcenter@naucountry.com to reset your password.

View previous MpowerD newsletters on the [NAU Country website](http://www.naucountry.com).



NAU Country Insurance Company

Phone: 763.427.3770

Toll Free: 800.942.6557

