



Power Play® - Now is the time to Set Minimum Revenue for 2021

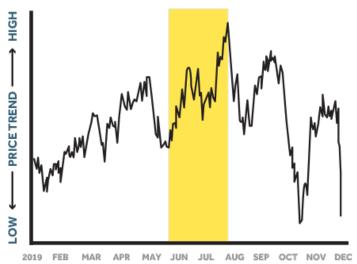
August 3, 2020

Action! RPowerD Power Plays are calls to action. This publication is to help agents communicate, quote, and execute 2021 policies to lock out the bottom side now during the season time frame of high prices for the 2021 crop year. 2021 soybean prices have hit the targets 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 85% RPowerD coverage level. This is intentional because regardless of the Revenue Protection (RP) coverage bought in 2021, the producer will be well served by adding SCO, thus no gap in coverage.

November Soybeans 10 Year Seasonal Trend (2010-2019)





Even though

are lower,

today's markets

producers who

RPowerD can get

the higher closing

price from the

session until midnight the

use as the

for 2021.

previous trading

following day to

their Revenue Protection Policy

minimum price on

"Opt'in" to the

Market Price

feature of

Slide deck resource supporting this Power Play recommendation is available at this link. Additional resources and support available upon request.

Example for Revenue Protection users

1. Desire to establish Minimum Revenue on 2021 Soybeans using \$8.98 3/4 floor price

2021 Soybeans using \$8.98 3/4 floor price and have 3 intervals of automatic buy up opportunity in 2021 growing season

2. Desire to establish

Minimum Revenue on

Maximum Price Mvmt \$0.70 Opt-in N/A 100% Liability Adjustment Factor

\$0.70 Opt-in N/A 100%

indicated MPCI Coverage Level RPowerD Coverage Level

\$8.98 3/4 Market Price

APC

110% of max planted in last 4 yrs 85% 85% 85% 85%

Alternative Price Discovery Periods

June 1 - June 30, 2021 July 1 - July 31, 2021 Aug 1 - Aug 31, 2021 Approved Yield Cost per Approved Yield Bushel Est'd RPowerD Min. Rev./Ac

of Alternative Price Discovery Periods

61.6 \$0.12 \$471

key:

61.6

\$0.09

\$471

0

3

RPowerD estimator is available on www.AgenteVantage.com.

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 <u>callcenter@naucountry.com</u> to reset your password, or make additional changes.

View previous RPowerD newsletters on the <u>NAU Country website</u>.





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