

## Power Play<sup>®</sup> - 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)



Slide deck resource supporting this Power Play recommendation is available at this [link](#).  
Additional resources and support available upon request.

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

Example for Revenue 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 MPC1 Coverage Level	85%		85%
RPowerD Coverage Level	85%		85%
Alternative Price Discovery Periods			
June 1 - June 30, 2021			
July 1 - July 31, 2021			
Aug 1 - Aug 31, 2021			
Approved Yield	61.6		61.6
Cost per Approved Yield Bushel	\$0.09		\$0.12
Est'd RPowerD Min. Rev./Ac	\$471		\$471
# of Alternative Price Discovery Periods	0		3
key:		open	selected

RPowerD estimator is available on [www.AgenteVantage.com](http://www.AgenteVantage.com).

If you need to create your sign in credentials for [www.AgenteVantage.com](http://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](mailto:callcenter@naucountry.com) to reset your password, or make additional changes.

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