

OCTOBER CROP WATCH



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AFBIS Information

Mailing Address: PO Box 29627 Raleigh, NC 27626	Physical Address: 5171 Glenwood Ave, Suite 310 Raleigh, NC 27612
Underwriting Phone: 1-888-248-3588	Claims Phone: 1-800-965-5766
Fax: 919-783-3520	Office Hours: 8:15am-4:30pm Eastern Time Zone

CONTROLLED BUSINESS REQUIREMENTS OF THE FOOD, CONSERVATION, & ENERGY ACT OF 2008

Section 12005, "Controlled Business Insurance" of the 2008 Farm Bill, provides that no individual (insurance agent) may receive any compensation (meaning commissions or any other benefit) for the sale or service of a policy or plan of insurance offered under the Act (meaning policies reinsured under the Federal Crop Insurance Corporation) if the total compensation to be paid to the individual (agent) is more than 30% of the individual's (agent's) income from the Federally reinsured policies that are written for member's of the agent's immediate family. Immediate family is defined as a spouse, father, mother, stepfather, stepmother, brother, sister, stepbrother, stepsister, son, daughter, stepson, stepdaughter, grandparent, grandson, granddaughter, father-in-law, mother-in-law, brother-in-law, sister-in-law, son-in-law, daughter-in-law, or the spouse of any of those mentioned.

Simply stated, if you will receive more than 30% of your income on Federally Reinsured (MPCI) policies from policies which are written on immediate family members, you should as soon as possible (must be accomplished prior to commissions being issued) find another agent to transfer your family related policies to reduce your commissions below the 30% rule.

PENALTIES FOR NON-COMPLIANCE WITH THIS 30% RULE CAN BE A CIVIL FINE OF \$10,000 OR MORE.

Please review your book of business to make this determination. If you have questions or concerns, or need help, please contact Dwight Williams at the Raleigh Regional Office at 888-248-3588.

2010 FALL IMPORTANT DATES

<u>Date</u>	<u>Deadline</u>	<u>States</u>
• 11/15	Production Reporting	All States for 9/30 Crops
• 11/20	Apple	AR/NC/TN/VA
• 11/20	Grapes	AR/NC
• 11/20	Peaches	AR/KY/NC/TN/VA
• 11/30	Pasture, Rangeland, Forage	OK
• 12/15	Acreage Reporting	All States for 9/30 Crops



CLAIMS DEADLINES

<u>Final Date to Report a Claim</u>	<u>Crops</u>	<u>States</u>
9/15/09	Potatoes	VA
10/15/09	Corn (Silage)	NC/OK/VA
10/15/09	Peaches	VA

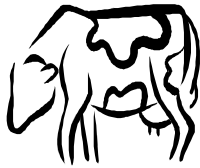
ATTENTION!

AGENTS IN EVERY STATE ARE REQUIRED TO KEEP SIGNED DOCUMENTATION ON ALL FORMS WHEN INFORMATION IS SUBMITTED VIA THE WEB. THIS HAS BEEN AGREED TO WHEN ACCEPTING WEB PROCEDURE.

LRP Training

Training for Livestock Risk Protection (LRP) will be offered by the Raleigh Regional Office on Wednesday, October 14th. The training will be on-line. Please contact the RRO for more information.

- 9am-12pm Eastern Time
- 8am-11am- Central Time



PREMIUM BILLING

THE FIRST BILLING FOR SPRING POLICIES WILL BE MAILED ON OCT. 5TH.

AGENTS SHOULD ACCESS THE "POLICY DUE LIST" FEATURE AFTER LOGGING ON TO THE AGENT OPTIONS PAGE OF THE AFBIS, INC WEBSITE. THIS FEATURE IS UPDATED EVERY 24 HOURS.

IF AN INSURED BRINGS A PREMIUM PAYMENT TO YOUR OFFICE, IT MUST BE MAILED TO THE RALEIGH OFFICE. THE CHECK SHOULD BE PAYABLE TO AFBIS, INC. IF YOU HAVE ANY QUESTIONS REGARDING UNPAID PREMIUM, PLEASE CALL THE RALEIGH OFFICE.

PRODUCTION REPORTING

TIPS FOR AGENTS

1. Make sure that all planted legal locations/farm numbers in 2009 have production and/or a yield reported
2. When adding a farm, please list the legal location or farm serial number. Include any production history, or indicate "added land" if applicable. Request the Simple Average T-Yield as needed.
3. Farm Serial or legal description changes must be noted at this time.
4. If the insured is a New Producer, please indicate this on the Production Report.
5. The insured must sign and date the form.
6. Past years production can be reported, as long as it is reported continuously.
7. Production divided by acres equals the yield. Please double check all math.



Conflict of Interest Disclosure

All policies should be reviewed to determine if a familial, business, financial or legal relationship exists between the agent and the policyholder. A Conflict of Interest form must be submitted for any policy in which this applies. If a relationship is entered that would constitute a conflict of interest during the crop year, this must be disclosed within 15 days of entering the agreement.

Please note, a new Conflict of Interest Form exists for the 2010 crop year. All agents must submit a new, completed form. Be sure to:

- Answer all questions
- Fill out the form completely
- Submit a separate Conflict of Interest form for each policy that you have a conflict.

The Risk Management Agency (RMA) will no longer accept policies if agents have not completed a new Conflict of Interest Disclosure form. It is imperative that all agents fill out and sign a new Conflict of Interest Disclosure if they have not done so already for the 2010 crop year. Please contact the RRO if you have any questions or need a copy of the form.

2010 TRAINING SCHEDULE

KENTUCKY

- October 20th– Bowling Green, update (8am-12pm)
- October 21st– Lexington, basic class (8am-5pm)
- October 22nd– Lexington– update class (8am-12pm)

North Carolina

- December 8th– Raleigh. basic (8am-5pm)
- December 9th– Raleigh, update (8am-12pm)
- December 15th– Greenville, update (8am-12pm)
- December 15th– Greenville, update (1pm-5pm)
- December 15th– Hickory, update (8am-12pm)

Virginia

- January 5th– Richmond, basic (8am-5pm)
- January 6th– Richmond, update (8am-12pm)
- January 7th– Marion, update (8am-12pm)

Oklahoma

- December 17th– Oklahoma City, basic (8:30am-12:30pm)



MPCI CHANGES FOR THE 2010 CROP YEAR

IN OKLAHOMA– the late planting period for wheat has been shortened to 15 days.

ENTERPRISE UNIT CHANGES– to qualify for EU:

- Basic Units– acreage must be planted in 2 or more separate sections or arm numbers
- Optional Units– acreage must be planted in 2 or more optional units established by separate sections or farm numbers

AND

- At least 2 of those sections or farm numbers making up the basic or optional units must have planted acreage of at least the lesser of 20 acres or 20% of the insured acreage in the enterprise unit.

2009 AGENT INCENTIVE LEADERS

Raleigh Regional Office

State	Agent	Acres	Level
AR	Jeffery Parish	685	2
AR	Mike Catlett	460	3
KY	David Williams	2,149	1
KY	Kenneth Brown	1,829	2
KY	Kim White	1,626	3
NC	Michael Decker	9,696	1
NC	Amy Edwards	3,122	2
NC	Gordon McIntyre	3,099	3
OK	Jeff Baumann	10,926	1
OK	Alton Weathers	10,523	2
OK	Stacey Satterwhite	8,135	3
TN	Glenn Lee	1,060	1
TN	Chris Griffith	363	3
VA	Jason Seward	5,699	1
VA	Bryant Reese	756	2
VA	Todd D...



Requirements

- Net Acre Growth– top 3 agents in each state who meet minimum acreage levels
- Mp & CH added together
- CAT policies excluded
- Premium paid by 12/01/09