



*Serving Your Crop Insurance Needs Since 1958!*

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### **What's New? The Geyer Agency Needs to Know!**

As we review 2016, we see a successful crop year with outstanding yields. We look forward to reviewing your 2016 coverage and exploring coverage options for 2017. Working with you, we will review coverage needs, planting intentions, and changes to your farm business as they impact crop insurance coverage.

***It is essential for you to share any of the following information with the Geyer Agency for your coverage to be its most effective:***

- Additional or reduced acreage
- Method of payment for renters
- Change in marital status

For your policies have the maximum effectiveness and validity, we need the right information including any changes to your farm business. This will help protect your future by developing the best and most appropriate coverage for you.

### **Time to Report Crop Yields**

Reach out to **The Roland L. Geyer Agency** with your 2016 yield information as soon as possible. Yield reports are essential for our records, required for your coverage, and important data we have available to you when needed for Farm Bill processes.

To submit your yield information to **The Roland L. Geyer Agency**, call us at 712-662-7500 or toll free at 800-253-4012. You can also email your yield information to us at geyerag@longlines.com.

### **Plentiful Yields - Scarce Claims**

Again in 2016, losses were lower than normal due to few weather events. We process every claim as quickly and accurately as possible and will work with our customers to see them settled as quickly as we can.

At **The Roland L. Geyer Agency**, we maintain our commitment to providing the best service we possibly can to all of our customers. We are continually learning, challenging the insurance companies, and working for the best outcome possible for our customers. We also look for ways to make the process less complex and easier to understand.

We are honored to serve you and we look forward to continuing our successful relationship next growing season and beyond.

### **Hail Is Always a Risk**

We know from years of experience crop hail coverage is an inexpensive way to protect your livelihood. We can help design crop hail coverage giving you the tools to survive a hail storm without lost income. Ask **The Roland L. Geyer Agency** how you can implement this coverage to avoid devastating losses caused by hail.



### **Replanting Coverage Relieves Stress**

The available replant option is relatively inexpensive and may prove a very wise investment if replanting becomes a necessity. We have information on the replant coverage option and will be happy to discuss it with you.



## *In Defense of Crop Insurance*

An area newspaper editor printed an opinion article titled, "Crop Insurance Aiding and Abetting Crime." His premise was crop insurance encourages poor farming practices. He is clearly wrong and had no facts to support his theory. Tod responded with a letter to the editor to set the record straight.

The facts prove crop insurance is encouraging good farming practices. Productivity continues to rise while the total number of acres devoted to crop production are going down as technology has enabled yields to grow. Plus the requirement for high conservation standards to be able to purchase crop insurance coverage is a benefit all around.

In addition to being an important risk management tool for producers, crop insurance has become the centerpiece of farm policy because it is effective.

This editor's ignorance of modern farming, farm policy, and the success of farmers illustrates the growing disconnect between farming and consumers. Crop insurance is a nearly 60 year old success story and an industry we are proud to be part of.



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## *Risk Management Strategies Begin With Crop Insurance*

Crop insurance can be one of your most essential risk management tools. Used appropriately, it will help ensure your profitability and livelihood.

If you find opportunities to forward contract grain production, you can do so with confidence with the right crop insurance coverage.

Ask at **The Roland L. Geyer Agency** about how you can make the most of your coverage.



## *Evaluating Supplemental Products for You*

**The Roland L. Geyer Agency** is evaluating several supplemental products made available by crop insurers for the 2017 growing season. Our mission is to understand their value, if any, to our customers and be prepared to discuss them. We will be prepared to talk about any potential benefits with customers as we discuss 2017 coverage options.

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