



From the AmTrust Ag Leader's Desk

AmTrust Ag growth? Mission accomplished.

At AmTrust Ag, we set a very aggressive goal for 2018. We set out to double our book of business. Some suggested that sounded absurd. Well, acres are in, bills are going out and AmTrust Ag is happy to report we have doubled our book of business! We had a lot going for us last year – and that will continue into 2019:

- Our adjusting staff is great, and we are staffed to handle the increase.
- Our underwriters continue to offer great service and support!
- The Ag Armour acquisition rounded out our product offerings to include leading-edge risk management products at a time when farmers need them the most.
- We continue to play offense on a daily basis to help our agents grow their book of business. What does that mean? Ask us.
- Farmers love our marketing message.

Are you a storyteller?

Over the past couple of months, we had the pleasure of sharing our marketing message with several agencies and agents during our fall update training sessions. We heard overwhelmingly from agents that the AmTrust Ag message is powerful. Time and again, we were asked for a condensed version that can be shared with farmers. Well, we are delivering. In the next few weeks, you will have access to our new tri-fold brochure, which lays out the story for you.



“STORYTELLING IS ABOUT CONNECTING TO OTHER PEOPLE AND HELPING PEOPLE TO SEE WHAT YOU SEE” – MICHAEL MARGOLIS

I love this quote from Michael Margolis. It speaks to the heart of what our sales team is out in the field doing every day: helping farmers, agents and taxpayers to see what we see. The message itself won't be as impactful if it's just AmTrust Ag's. Put on your farmer – and taxpayer – hat for a moment. Can you disregard the message? Conveying any message you believe in 100% is far more memorable, impactful, authentic, persuasive; you get the idea.

Haven't heard the story yet? We are eager to share it when you have a few moments to share with us. Need help, you say? We are happy to assist you with your farmer meetings (individual or large group).

Can we meet our goal this year? You bet we can. Agents like you are voting every day with your book of business and our win rates are going up. I think of the old Henry Ford saying, "Whether you think you can or think you can't, you're right." I think we can.

Thank you for your trust in us. We look forward to servicing your business.

Tom Wise
National Sales Manager

We're growing!

Due to the tremendous increase in our book of business, we are happy to announce the expansion of our Accounting and Finance Department. We would like to take this opportunity to thank you, our agents, for helping us achieve this success. Should you need our department's assistance, please feel free to reach out to us via email at accounting@amtrustag.com or by phone at **844.350.2767, option 4**.

We look forward to our continued partnership.

Team Member Spotlight

From animal science to ag insurance underwriting: Getting to know Hannah Weber



Hannah Weber
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Having grown up on a small family farm in South Central Kansas, Hannah has always known agriculture. Thanks to her grandfather's influence, Hannah knew she wanted to pursue a career in agriculture at an early age. Hannah's family raised wheat and soybeans as well as livestock, including cattle, horses, goats, sheep and

chickens. Before college, Hannah was involved in her local 4-H group, where she participated in showing livestock as well as other projects involving everything from foods and photography to domestic arts. Although her 4-H days are behind her, Hannah continues to help her younger siblings and is now a superintendent at her local county fair.

Hannah attended Cowley County Community College and Pratt Community College before heading to Fort Hays State University, where she received her bachelor's degree in agriculture, with an emphasis in animal science. After graduation, Hannah went to work as a ranch hand – on the same bison ranch she worked the summer before – in South Central Kansas.

When she can, Hannah tries to make it back to her family farm, where she has a small cow-calf operation. She enjoys doing anything outside, including camping, going to the lake, cooking and baking, photography and spending time with family and friends.

Team Member Spotlight

From cotton farming to claims adjusting: Getting to know Myriah Baty



Myriah Baty

Claims Specialist II

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Myriah grew up on a farm in West Texas, where her family has been growing cotton for generations.

In June of 2011, Myriah started her career in crop insurance. She began as a per diem adjuster and has been in the industry ever since. In 2012 she began working as a claims processor. She then transitioned into a compliance field reviewer role in 2015 before returning to claims processing in 2016.

Myriah and her husband, Joey, have two sons. CJ is 21 months and William James is three months. Joey currently farms with Myriah's family. When they're not working, Myriah and Joey enjoy raising their sons. They also enjoy going to the park, swimming and spending time with family and friends.

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Cream of the Crop Connection: An AmTrust Ag agent newsletter

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