



From the COO's Desk

We Are Encouragers

We have accomplished our RY18 strategic initiatives at AmTrust Ag by following a management philosophy that Ronald Reagan embraced as president of the United States:

“Surround yourself with the best people you can find, delegate authority and don’t interfere.”

At AmTrust Ag, we wholeheartedly believe in the former president’s philosophy, along with another one of my favorite verses from Proverbs 12:25: “Worry weighs a person down; an encouraging word cheers a person up.”

We want to be encouragers at AmTrust Ag; the world has plenty of critics already.

I believe we reached our major RY18 strategic initiatives by inspiring our team members to be the best they can be and by encouraging each one of them to succeed by changing the crop insurance world.

Our strategic initiatives for RY18 were:

- 1) Develop a Marketing and Communication Service Plan
- 2) Develop a Crop Hail/Private Product Plan
- 3) Develop and write Livestock Insurance
- 4) Improve our Systems Development and Integration

Oh, what a team we have developed.

We have surrounded ourselves with the best people we could find.

We have delegated authority to these great people.

We encourage them to be the best they can be.

As AmTrust Ag continues to grow, we believe we must provide great customer service to our farmers, agents and each other by encouraging, developing and growing our team and our business.

Thank you for being a part of our AmTrust Ag team. Thank you for putting your trust in us!

Jim Rink
COO
AmTrust Agriculture Insurance Services

Important Reminders

MPCI & Private Product Billing:

The AmTrust Ag Accounting team wants to remind you of the following:

2018 RY Fall MPCl Policies

The first billing of 2018RY Fall MPCl policies took place on July 1, 2018. Bills are generated the first of each subsequent month until the policies are paid in full. Interest attached on August 1, 2018, and will continue to attach monthly on unpaid premium and fees.

2018 RY Spring MPCl Policies

Billing for the spring crops with an August 15th billing date will be generated on September 1, 2018.

2018 Private Product Policies

We have been billing policies released by the Underwriting Department to allow as much time as possible for policies eligible for early payment discounts. We are routinely monitoring for the addition of new policies.

Early-Payment Discount Due Dates

- Iowa – No longer eligible as of 7/1/18
- North Dakota – No longer eligible as of 7/15/18
- All Other States – Standalone hail policy payments must have been postmarked by July 31, 2018, and all other policies (excluding SRC and Named Peril) by August 31, 2018.

Policy payments should be mailed to the following address (please note the recent change):

AmTrust Agriculture Insurance Services

P.O. Box 675060

Dallas, TX 75267-5060

However, if your agency receives a payment in your office, please scan and email a copy of the payment and any support (including original envelope, if mailed) to accounting@amtrustag.com. These payments should be mailed to the address below by the next business day.

AmTrust Agriculture Insurance Services

Attn: Accounting

11300 Tomahawk Creek Parkway, Suite 300

Leawood, KS 66211

Livestock Update

Livestock Operations has added more tools for Livestock Agents. One example is the new link to the LRP QUOTER, now available on the AmTrust Ag Livestock webpage.



Fall Update Meetings

Listed below are the upcoming dates and locations for the Fall Update meetings. Be sure to check your email inbox for your invitation.

Tabitha, E'Lise and Brad look forward to seeing you this month and in September.

8/14/2018 - Fargo, ND

8/15/2018 - Sioux Falls, SD

8/16/2018 - Columbus, NE

8/22/2018 - Wilson, NC

8/28/2018 - Slocumb, AL

8/29/2018 - Tunica, MS

8/30/2018 - Jonesboro, AR

9/6/2018 - Bay City, MI

9/12/2018 - Lafayette, IN

9/13/2018 - Evansville, IN

Welcome to AmTrust Ag

We would like to introduce our newest team members!



Donna Rotert-Bauerle
Financial Accountant



Lisa Masters
Underwriter

Whitney Redig
District Sales Manager



Darrin Suddarth
Claims Adjuster



Rance Adams
Claims Adjuster



Ashleigh Russell
Business Analyst

Phil Powell
Claims Adjuster



Team Member Spotlight



James McCoy
Regional Claims Manager
James.McCoy@amtrustag.com
912.278.3287

From farming to bass fishing: Getting to know James McCoy

Having grown up on a farm in Southeast Georgia, James has always had a love for agriculture. He has had a couple of jobs outside of the industry, including teaching high school for three years. It was after his time as an educator that James realized he needed to jump back into the world of agriculture.

In 2008, James began his crop insurance career as an adjuster after a good friend convinced him to give it a try. He immediately loved it and has been in the industry ever since. Since entering the field, James has been an adjuster, joining AmTrust Ag after having worked for another AIP. Currently, he is a Regional Claims Manager.

James and his wife have two young boys, ages 2 and 5, whom James believes “could beat up an anvil with a rubber mallet!” In addition to spending time with his family, James enjoys bass fishing and any type of bird hunting. His family also enjoys traveling and any outdoor activity.

Mike Williams



District Sales Manager

Mike.Williams@amtrustag.com

806.292.1421

From ag science to show animals: Getting to know Mike Williams

You could say that farming is in Mike's genes. It started with his granddad farming and raising cattle. His dad was the office manager at the local feedlot, and both of his uncles were involved with custom harvesting and farming on their own. Mike would work the summers on the farm and also in the feedlot. His family showed cattle, sheep and swine in the state of Texas.

Mike continued his involvement in agriculture by teaching Ag Science for 15 years. His involvement in the industry even trickled down to his children. His kids have shown livestock their entire lives. Through the years, they have raised cattle, sheep and goats.

When education started to change in Texas, Mike decided it was time to pursue a different path: a career in crop insurance. After working as an adjuster for four years, Mike assumed the role of sales manager. He held that position for two-and-a-half years before joining Amtrust Ag as a district sales manager.

Mike and his wife, Claire, have a blended family of five kids – three girls and two boys – who range in age from 16 to 26. His hobbies include pretty much anything outdoors, with hunting, fishing and riding side-by-sides in the mountains being his favorites. He also spends time helping several area families with their show animals and is a member of the Hale County Stock Show Board.

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