



WANTED
INSURANCE AGENTS
TO DELIVER
RISK MANAGEMENT AGENCY (RMA) PROGRAMS



Spokane Regional Office - 112 N. University, # 205 - Spokane, WA 99206
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USDA's Risk Management Agency (RMA) Objective

RMA's primary responsibility is the administration of the crop yield and revenue insurance programs for the Federal Crop Insurance Corporation (FCIC). USDA subsidizes crop insurance policies are delivered (sold, serviced and underwritten) by **private crop insurance companies and agents** throughout the U.S.

RMA's Program Delivery

Outreach Goal One of RMA's strategic outreach goals for the "New Millennium" includes improving the diversity of the program delivery system and service to traditionally underserved communities. RMA and the crop insurance industry strongly believe a diverse delivery system is imperative to ensuring that we reach and serve **ALL** customers and potential customers. It is also in compliance with **USDA's** commitment to ensure equal access and participation in **ALL USDA** programs and activities

Wanted Alaska, Idaho, Oregon and Washington State Licensed Insurance Agents who are interested in expanding their product lines to include Federally Subsidized Multi-Peril Crop Insurance (MPCI).

RMA's Structure RMA is headquartered in Washington, D.C. and has its operations center in Kansas City, Missouri. In addition, RMA has ten Regional Offices and six Compliance Offices across the country.

RMA's Spokane Regional Office

Dave P. Paul is the Director of the SRO which serves Alaska, Idaho, Oregon and Washington states.

Pacific Northwest Crops
Currently Covered by MPCI:
Alfalfa Seed, Apples, Barley, Cabbage, Canola, Cherries, Corn, Cranberries, Dry Beans, Dry Peas, Forage, Forage Seed, Grapes, Green Peas, Mint, Nursery, Oats, Onions, Pears, Potatoes, Raspberry/Blackberry, Safflower, Sugar Beets, Processing Beans, Processing Sweet Corn and Wheat - Other Programs:
Revenue Insurance Products
(Crop Revenue Coverage, Income Protection, Revenue Assurance), Adjusted Gross Revenue, Dairy Options Pilot Program

Insurance Program Size RMA currently insures 130+ crops in over 3,000 counties across the U.S. Coverage is available on about 75% of the annual U.S. farm production value. RMA has targeted further program expansion to make coverage available on 95% of the value of annual farm production. For the 2001 crop year, RMA provided more than \$36.7 billion of liability coverage on approximately 1.3 million policies accounting for approximately \$2.96 billion in premium.

Product Delivery

Products established by RMA and approved by FCIC's Board of Directors are **delivered through private crop insurance agents nationwide.**

Learn More About How To Become a Certified CROP Insurance Agent

For more information about becoming a certified crop insurance agent and expanding your insurance line of business, please contact **Jo Lynne Seufer, Spokane Regional Office Outreach Coordinator at the address above or 1-509-353-2147 or jo.lynne.seufer@rm.fcic.usda.gov**

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