

NEW FMHQ ENHANCEMENTS



SEPTEMBER 2025 RELEASE

FMH is committed to providing its agency partners with web-based tools – like FMH Quoting – that improve the way they do business. Find out what FMHQ features we've been working on to make using our interactive quoting system even better based on agent feedback!

NEW FEATURES

- ⊙ ECO/SCO/STAX QUICK QUOTE TOOL
- ⊙ PREMIUM ANALYZER CHART TAB
- ⊙ PRIVATE PRODUCTS IN FARM QUOTES
- ⊙ EXPANDED TEMPLATE FEATURES
- ⊙ LAST YEAR PREMIUM OPTION IN QUOTES

ECO/SCO/STAX QUICK QUOTE TOOL

Need to run a quote for a prospective customer for ECO, SCO, or STAX? Now agents can use the ECO/SCO/STAX Quick Quote Tool without the need to have an insured's policy on file. Agency users will experience the same features available in the existing analyzer with added inputs like agency, entity, and coverage for an easy-to-pull PDF file.

ECO / SCO / STAX Quick Quote

Agency: 14201 - FARMERS MUTUAL HAIL INSURANCE CO. Agent: JD AGENT Entity: Entity
Commodity: Corn - 0041 Plan: RP-02 Practice: NON-IRR-003

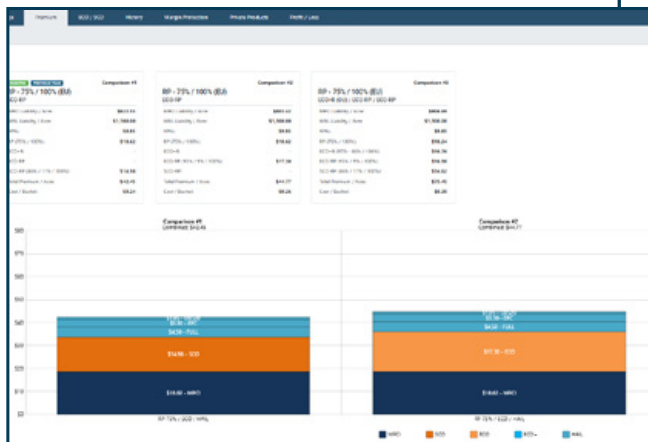
ECO		SCO	
Est. Premium / Acre:	\$4.85	Est. Premium / Acre:	\$7.77
Avg. Payments since 2005 (Today's Liability):	\$8.19	Avg. Payments since 2005 (Today's Liability):	\$17.79
Total Cost of ECO Revenue Amount:	\$4.85	Total Cost of SCO Revenue Amount:	\$7.77
Total Cost of ECO Yield Amount:	\$4.85	Total Cost of SCO Yield Amount:	\$7.77

ECO / SCO / STAX Historic Analyzer

Crop Year	Expected Yield	Final Yield	Historic Prices and Yields				Expected Revenue	Harvest Revenue	% of Final
			Projected Price	Harvest Price	Expected Revenue	Harvest Revenue			
2025	204.00	204.00	\$4.70	\$4.70	\$968.80	\$968.80			
2024	190.10	228.00	\$4.66	\$4.14	\$852.15	\$942.24			
2023	192.30	213.00	\$5.91	\$4.88	\$1,108.40	\$1,040.90			
2022	188.70	196.10	\$5.90	\$5.08	\$1,205.70	\$1,345.23			
2021	188.70	220.00	\$4.58	\$5.37	\$1,002.50	\$1,180.01			
2020	181.30	143.00	\$3.88	\$3.89	\$703.34	\$551.37			

PREMIUM ANALYZER CHART TAB

Easily compare MPC1 and Private Product coverages using the Premium Analyzer Chart Tab in FMHQ. With visual chart comparisons, agents can evaluate different product combinations and calculate the total premium per acre. Export-ready charts allow agencies the power to package information and help growers make the right farm management decision.



QUICK COMPARISONS

Quick Comparisons just got more powerful. You can now include different unit structure and companion options with a single click, whether you're running one quote or generating a batch.

Create Farm Quote

All farm quotes will include previous year coverage.

☐ Previous Year Coverage Only
☒ Quick Comparisons
☐ Quote Templates

Quick Comparisons

Coverage Level Quote Options:
☐ Level Up
☐ Level Down

Coverage Level Options:
☐ 50%
☐ 55%
☐ 60%
☐ 65%
☐ 70%
☐ 75%
☐ 80%
☐ 85%

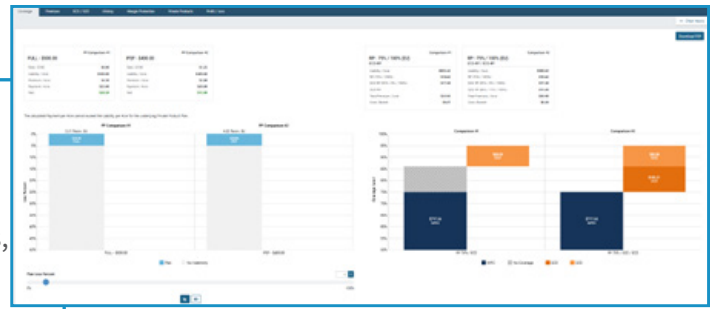
Average Options:
☐ Use Current / Prior Year Acres
☐ Use Keyed Acres
☐ Use Acres From 2 Years Ago
☐ Use Acres on Every Unit
☐ Intended Acres From Policy
☐ Key Intended Acres

Unit Structure Options:
☐ BU
☐ EU
☐ OU

Companion Options:
☐ SCO
☐ ECO 90%
☐ ECO 95%

PRIVATE PRODUCTS IN FARM QUOTES

With Private Products now added in Comparison Charts on the Coverage Tab, agents can deliver powerful insights on how different coverage levels impact liability, loss payments, and premium per acre. Highlight the performance of MPCl and Private Product plans for your customers with this all-in-one streamlined comparison tool.



EXPANDED TEMPLATE FEATURES

New quote template features in FMHQ offer even more efficiency. Now sales managers can share custom quote templates with agents, for a collaborative approach to strategic selling. To easily manage quote templates, agents can also edit template names, sort columns, and copy templates across commodities.

The screenshot shows the 'Quote Templates' management interface. It includes buttons for 'Add New', 'Shared Templates', and 'Import From Prior Year'. Below these, there's a section for 'Corn' with a 'Clear Filters' button. A table lists templates with columns for 'Name', 'Acreage Options', and 'Plan(s)'. The 'Name' column has a dropdown menu, and the 'Plan(s)' column has a sort icon. The 'Acreage Options' column has a dropdown menu. The 'Name' column also has a 'Test' button.

LAST YEAR PREMIUM OPTION IN QUOTES

Help your customers make risk management plan decisions year-over-year with the Last Year Premium option. Available to use with single or batch quotes, simply toggle on the feature to show the previous year premium amount within your quote as a new page.

The screenshot shows the 'Batch Farm Quote' form. It includes a 'Select Agency' dropdown and a 'Description' field. The 'Quote Options' section has a toggle for 'Previous Year Coverage Only' and a 'Print Options' section with checkboxes for 'Include Summary', 'Include Last Year Premium', 'Include Quoting Charts', 'Include Unit Detail', 'Show All PDF Duplex', and 'Remove Sub-Folders From Batch File'. The 'Select Policies' section is also visible.

The screenshot shows the 'Quoting Columns' configuration interface. It includes a table with columns for 'Order', 'Column name', and 'Display in Farm Quote'. The table lists various columns like 'Any approved yield', 'Premium / Acre', 'Liability / Acre', 'Customer / Acre', 'Liability (Share Applied)', 'Customer Share Applied', 'State Premium (Share Applied)', 'Subsidy (Share Applied)', 'Premium / Acre (Share Applied)', and 'Total Premium (Share Applied)'. The 'Display in Farm Quote' column has a toggle switch for each row. Below the table, there's a 'Farm Quote' section with checkboxes for 'Expand Commodity Cards', 'Include Totals', and 'Include Share in Comparison Charts'.

QUOTING PREFERENCES

With the new Quoting Columns feature, you can choose exactly which columns display in each Farm Quote, then arrange them in the order that works best for you. You can also set Commodity Cards to open or stay closed by default, and decide whether to show Totals and Apply Share in your comparison charts.

ACCESS THESE TOOLS IN THE FMH AGENT CENTER BY NAVIGATING TO *QUOTES* IN THE LEFTHAND NAVIGATION MENU.