



5036 South 136<sup>th</sup> Street  
Omaha, NE 68137

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402-894-2666 Fax: 402-894-2999  
E-Mail: aron@marm.net

Thank you for your interest in our rural insurance programs. We specialize in rural insurance markets for independent agents. Underwriting, policy service and claims are conducted by our office with local personnel that understand agricultural operations. We offer Farmowners/Ranchowners (FO/RO), Rural Auto, Excess, and Inland Marine/Irrigation. We use some of the strongest carriers in the business.

I established MARM to provide rural agents with a competitive, quality market for farm and ranch risks. We are not a brokerage operation but provide markets for contracted independent agencies committed to serving agri-business operations. We have coverage superior to most companies. Perhaps best of all is our ability to offer flexible coverage perils and settlement options. Our irrigation program provides for replacement cost and M&E, regardless of age as long as it is insured to current replacement value. Our website at [www.MARM.net](http://www.MARM.net), supports agents with our exclusive **Inland Marine and FO/RO marketing programs**, providing rating and applications, ability to download our agents manual and review other pertinent information about our products. We can PDF policies to your agency for peak policy delivery times. You can e-mail our staff, send us digital photos and submit policy change requests from the site, a real convenience for our agents. Once contracted with us you will be given a unique username and password.

Please review the enclosed material. I would be glad to discuss mutual opportunities that we might have as we are interested in writing business in your area. I have included an Agency Profile that you can fax or e-mail to me to give me more information regarding your agency. Feel free to contact me (800 935-6276 X510) to explore working together to expand your market share of agricultural insurance risks.

Best Regards,

Paul R. Friskopp, AFIS, President



**Agency Profile**  
 (Proposed Contract Data)  
 Complete and E-mail to  
 aron@MARM.net  
 or Fax to 402 894-2999

**Contact Information:**

Agency Name: \_\_\_\_\_ Bus. Phone: \_\_\_\_\_

Address: \_\_\_\_\_ Fax Phone: \_\_\_\_\_

City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_ E-Mail Addr: \_\_\_\_\_

Agency Owner Name: \_\_\_\_\_ Cell Ph# \_\_\_\_\_

Type of Legal Entity: \_\_\_\_\_ Tax ID #: \_\_\_\_\_

Multiple Office Locations? \_\_\_\_\_ If yes, we will contact you for additional location information.

Email address to receive PDF of Farm/Ranch Policies: \_\_\_\_\_

Email address to receive PDF of Irrigation Policies: \_\_\_\_\_

Name/Email address of all agricultural agents/csr's for newsletter distribution (attach page if more space needed): \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Total Agency Volume on All Lines of Insurance**

\_\_\_\_ <\$500k    \_\_\_\_ \$500k - \$1m    \_\_\_\_ \$1m-\$3m

\_\_\_\_ \$3m-\$5m    \_\_\_\_ \$5m-\$10m    \_\_\_\_ >\$10m

**Farm Companies Represented** (in order of volume size)

	Carrier Name	Volume
1.	_____	_____
2.	_____	_____
3.	_____	_____
4.	_____	_____

Total agency premium volume for Farmowners/Ranchowners? \$ \_\_\_\_\_

Projected Agricultural premium growth for current year \$ \_\_\_\_\_

Estimated premium with MARM this year \$ \_\_\_\_\_  
 (Appointment requires Minimum of \$50,000 annualized Premium)

Last year end loss ratio on Agricultural business \_\_\_\_\_ %

Agency Principal Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**MARM Use Only:**

Web \_\_\_\_\_ EM \_\_\_\_\_ QA \_\_\_\_\_ W9 \_\_\_\_\_ EO \_\_\_\_\_ AGY \_\_\_\_\_ AGT \_\_\_\_\_