

FARMER **MAC**

Farmer Mac Refresh: AgPower Training & Resources

March 8, 2017

Today's Presenters

- Amy Danner
 - Manager Client Services & Credit Operations
 - Johnston, IA
 - (202) 872-6607
 - adanner@farmermac.com
- Scott Steveson
 - Senior Loan Underwriter
 - Johnston, IA
 - (866) 452-2617
 - ssteveson@farmermac.com



Let's Review...

- Preparing for AgPower
 - New training resources available!
- Using AgPower
 - Live demonstration
 - Tips for smoother onboarding
- Resources & Client Service Support
 - Start to finish....one-on-one training!

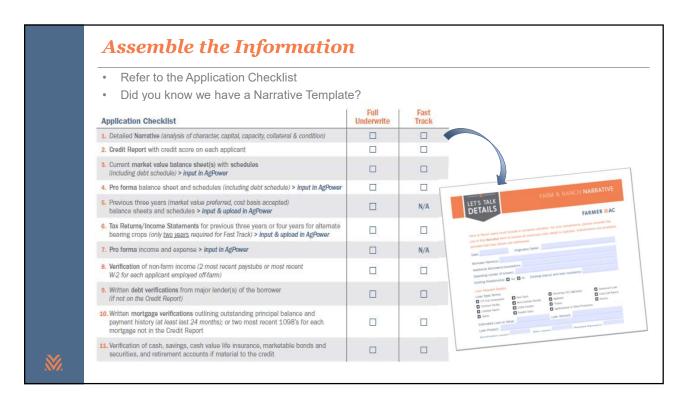


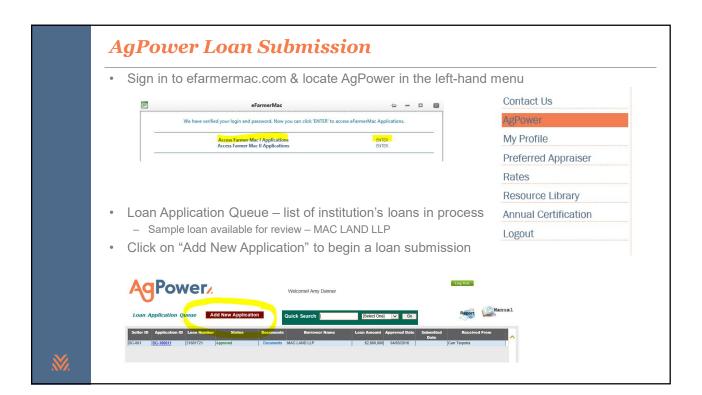


Preparing for AgPower







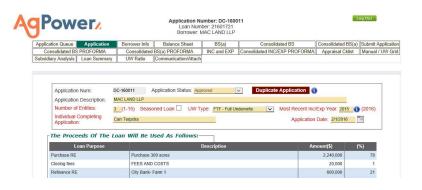




AgPower Demonstration

AgPower Demonstration Objectives

- Review AgPower structure
- · Observe order and flow of information
- Share tips & tricks for accelerated onboarding
- Provide insight on commonly asked questions







Client Services Support

- · Daily support for all loan inquiries
- Introductory Webinars Getting Started
 - UW requirements, products, pricing a loan, and process overview
- One-on-one and group training
- · Lean on us to help you from start to finish!

Client Services

ClientServices@FarmerMac.com

866-452-2617

Contact for: general program assistance, training, technical issues, loan onboarding & processing questions



Resources at Efarmermac.com

FARMER MAC

FINANCING RURAL AMERICA

AgPower My Profile Preferred Appraiser Rates

Annual Certification Logout

Farmer Mac Rates

Client Services ClientServices@FarmerMac.com 866-452-2617

Resource Library

Contact for: general program assument, training, technical issues, loan onboarding &

Business Development Opportunities@FarmerMac.com

800-879-3276 Contact for: products & solutions, relationship management & marketing

Rate Lock Desk

ClientServices@FarmerMac.com 800-879-3276 Hours of Operation: 10 a.m. – 3 p.m. ET

Contact for: rate lock requests, extensions & withdrawals

Underwriting

Underwriting@FarmerMac.com 866-452-2617

Contact for: loan eligibility, credit & underwriting

Servicing Servicing@FarmerMac.com 866-452-2617 Contact for: loan servicing

Farmer Mac 2 FM2@FarmerMac.com

877-770-3644 Contact for: USDA Guaranteed loans For more information visit www.farmermac2.com

Resource Library

Seller/Servicer Guide

Conversion Grid
Non-participating Spouse Estoppel Certificate
2017 Rural Home Loan Moderately Priced Housing Value
Permanent Planting Development Loans
AgEquity Product Description
VRM Product Description
VRM Product Description
Fixed Rate Product Description
Praced Rate Product Description

Farm & Ranch Training Materials

Process Overview
Product Guide
Underwriting Matrix
Application Checklist
Narative Template
Appraisal Guide
Title Guide
Rate Lock Guide
Closing Guide
Field Servicer Guide
PPDocs User Guide
Administrator Guide

Collateral Valuation Supplement

Collateral Valuation Forms

Comment and Guidanes on Cultaent Waltation Report Forms Comment and Guidanes on Cultaent Waltation Report Forms Comment Factor From 1992, and Part Agrantsal Report Content Requirements (Form 1992, and Sassumptions and Limiting Conditions Example (Form 1997). Environmental Disclosure (Form 1994) Environmental Disclosure (Form 1994) Permanent Planting Data Summany Example (Form 1994) Income Approach Example (Form 1997) Market Salo Data Summany Example (Form 1996) Callateral Jassesmant Report (CAS) (Form 1997) Allocation Table (Form 1997) Allocation Table (Form 1998)





Thank You

Contact Us: ClientServices@farmermac.com

Corporate Headquarters (DC): 800-879-3276 Underwriting & Client Services Office (IA): 866-452-2617