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!
Request a Training Kit

Get Familiar

- Review Underwriting Matrix and Product Guide
- All training materials located in the Resource Library at efarmermac.com
Assemble the Information

- Refer to the Application Checklist
- Did you know we have a Narrative Template?

### Application Checklist

<table>
<thead>
<tr>
<th>Full Underwrite</th>
<th>Fast Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Detailed Narrative (analysis of character, capital, capacity, collateral &amp; condition)</td>
<td>□</td>
</tr>
<tr>
<td>2. Credit report with credit score on each applicant</td>
<td>□</td>
</tr>
<tr>
<td>3. Current market value balance sheet with schedules (including debt schedule)</td>
<td>□</td>
</tr>
<tr>
<td>4. Pro forma balance sheet and schedules (including debt schedule)</td>
<td>□</td>
</tr>
<tr>
<td>5. Previous three years’ market value per farm or four years for alternative lending (prior two years required for Fast Track)</td>
<td>□</td>
</tr>
<tr>
<td>6. Tax Return Income Statements for previous three years or four years for alternative lending (prior two years required for Fast Track)</td>
<td>□</td>
</tr>
<tr>
<td>7. Pro forma income and expenses</td>
<td>□</td>
</tr>
<tr>
<td>8. Verification of non-farm income (2 most recent paystubs or most recent W-2 for each applicant employed offfarm)</td>
<td>□</td>
</tr>
<tr>
<td>9. Written debt verifications from major lender(s) of the borrower (if not on the Credit Report)</td>
<td>□</td>
</tr>
<tr>
<td>10. Written mortgage verifications outlining outstanding principal balance and payment history (at least last 24 months) or two most recent 1098s for each mortgage not in the Credit Report</td>
<td>□</td>
</tr>
<tr>
<td>11. Verification of cash, savings, cash value life insurance, marketable bonds and securities, and retirement accounts if material to the credit</td>
<td>□</td>
</tr>
</tbody>
</table>

AgPower Loan Submission

- Sign in to efarmermac.com & locate AgPower in the left-hand menu

- Loan Application Queue – list of institution’s loans in process
  - Sample loan available for review – MAC LAND LLP
- Click on “Add New Application” to begin a loan submission
**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
Resources

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

Resources at Efarmermac.com

Farmer Mac Rates

Client Services
ClientServices@FarmerMac.com
866-452-2617
Contact for: general program assistance, training, technical issues, loan onboarding & processing questions

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@aFarmerMac.com
877-779-3644
Contact for: USDA Guaranteed loans
For more information visit
www.farmermac.com

Resource Library

Seller/Servicer Guide
Senior Servicer Guide
Covered Obligations
Underwriting & Loan Servicing Guide
Pricing Tables
Loan Application Form
Pricing Form
Loan Application Form
Pricing Table

Collateral Valuation Supplement

Collateral Valuation Forms
Collateral Valuation Form
Collateral Valuation Form
Collateral Valuation Form
Collateral Valuation Form

Farm & Ranch Training Materials

Farm & Ranch Training
Farm & Ranch Training
Farm & Ranch Training
Farm & Ranch Training
Farm & Ranch Training
Farm & Ranch Training

Thank You

Contact Us: ClientServices@farmermac.com

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