

## FARMER MAC

## Introducing our NEW eFarmerMac.com

"Hatching" May 11<sup>th</sup>



#### **Meet our Presenters**



#### Zack Carpenter

Executive Vice President Chief Business Officer

#### Patrick Kerrigan

Vice President Business Development

#### Amy Danner

Director, Client Services & Credit Operations

#### Bill Miller

Manager Business Development



# Great Reimagined **OUR PATH TO EXCELLENCE**

### Welcome to our NEW eFarmerMac.com





## Submitting Feedback and Questions

## Enter any feedback and questions in the Chat Window.





## Welcome to the new eFarmerMac.com!

Everything you need to know in one spot.



#### Introducing **Exploring the** Getting eFarmerMac.com Help **Resource Library** Staying Accessing Path to Informed **Go** Live eFarmerMac.com Navigating Q&A Managing Users eFarmerMac.com Session

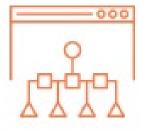
**Topics** 



On May 11<sup>th</sup>, we will launch our redesigned eFarmerMac.com customer portal, featuring



A clean, modern design



#### Intuitive navigation



Simplified user management



Dedicated area for alerts and announcements



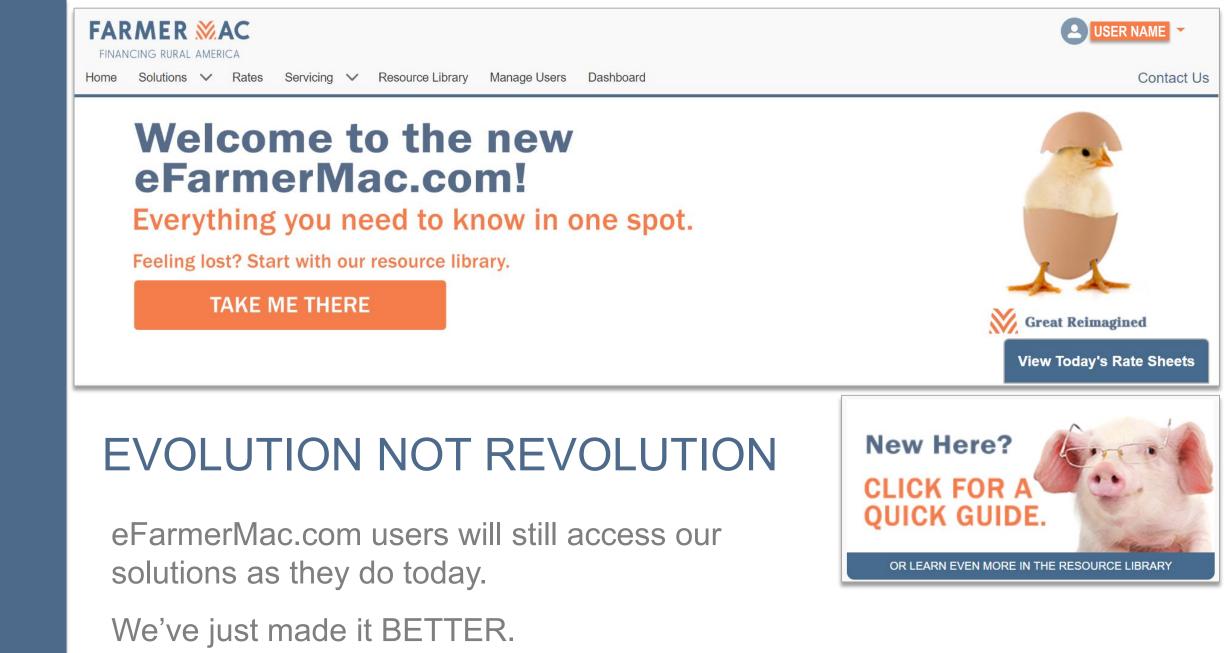
### Three Exciting New Benefits . . .



Ennanced Security and Dependability Single Sign On Multiple Access

Additional Administrators





## We've Arrived!

THE NEW CUSTOMER PORTAL IS HERE.

V IER IS	- Topics	
Introducing	Exploring the	Getting
eFarmerMac.com	Resource Library	Help
Accessing eFarmerMac.com	Staying Informed Alerts & Announcements	Path to Go Live
Navigating	Managing Users	Q&A
eFarmerMac.com	Profiles & Permissions	Session



#### Modern Design | Visual Appeal

Important Alerts

Self-Service Password Reset

	We've
Farmer Mac - Phone Outage	Arrive
there! Welcome to your account. Email Password Back to farmermac.com Continue	THE NEW CUSTOMER PORTAL IS HERE.
Need help logging in? <u>Recover your email or password.</u> New to Farmer Mac? <u>Contact us</u> to obtain credentials.	First time logging in? VIEW SETUP GUIDE



Customer Service

💥 Great Reimagined



## 3 Step Login Process





**Two Factor Authentication** 





### The new customer portal is here.

#### FARMER MAC

#### FINANCING RURAL AMERICA

#### Dear

Welcome to eFarmerMac.com Complete your profile now o gain access to our daily rate sheets, online solutions, and pages where you can manage promes to an users at your institution. You can also access the profile setup page by clicking here.

Once your profile is complete, you'll be able to unlock the full suite of tools, solutions, and information available on our portal; additional resources may be available if an Administrator at your institution has enabled them. You can learn more about your current access levels and find contact information for any Administrators through the My Profile link on your homepage. You may wish to review this page now, and periodically in the future, to ensure your profile is accurate and up to date.

Regardless of access rights levels, any user of our site may access informational resources, up-to-date announcements, and more. Visit the Resource Library page for training tools, checklists, and guides, including information on site navigation and loan submission processes.

If you need additional assistance, please contact your Relationship Manager, or call the Client Services team at 866.452.2617.

Thank you, and welcome to our website. We look forward to working with you.

Sincerely,

The Farmer Mac Team 866.452.2617 | clientservices@farmermac.com

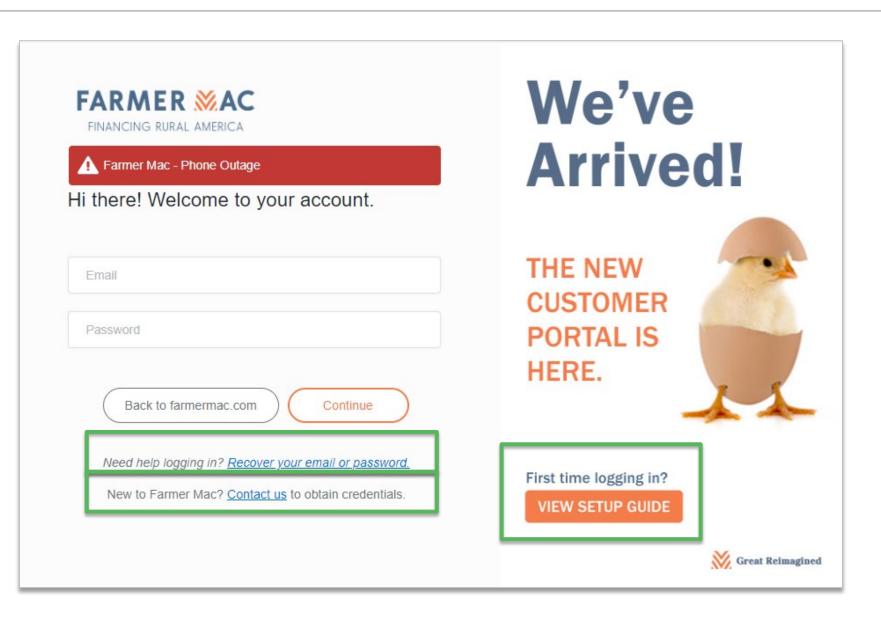
The information contained in this message and any attachment(s) is intended only for the named recipient(s) and may contain information that is privileged or confidential. If you are not an intended recipient of this message or an authorized employee or agent responsible for delivering it to the intended recipient, please note that any review, dissemination, distribution or copying of this message and any attachment(s) is strictly prohibited. If you have received this message in error, please notify us immediately by reply e-mail or by telephone (1-800-879-3276) and immediately delete this message and all its attachments.



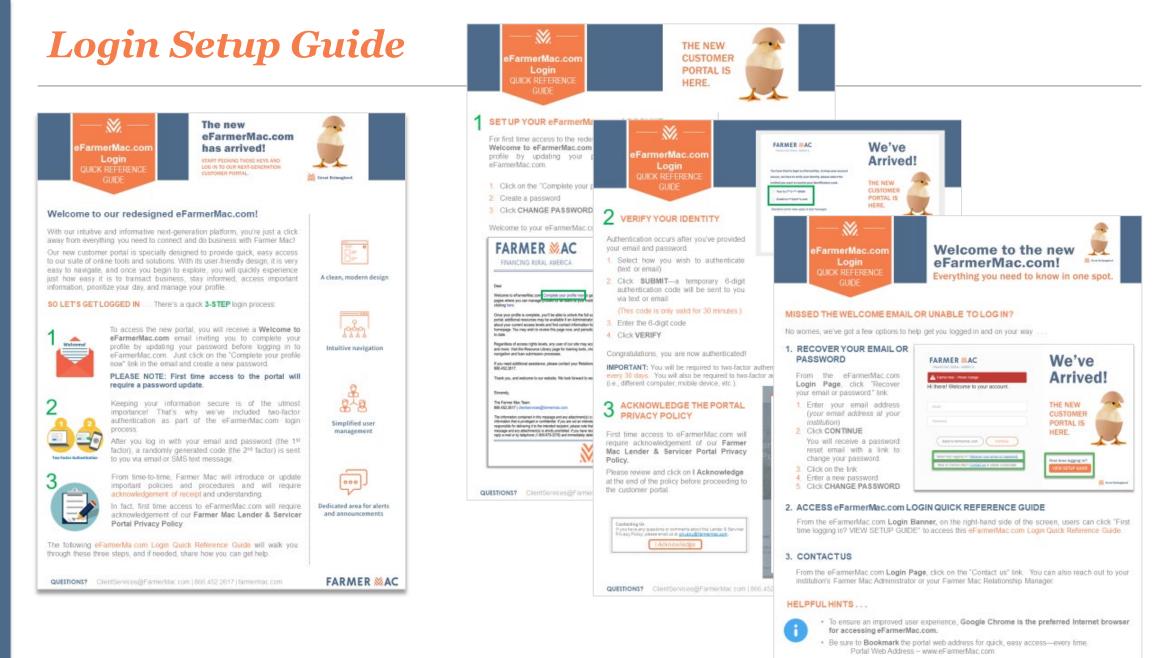
Change Your Pass	sword
Enter a new password for dalvis@acumensolutions.com. Make least:	sure to include at
<ul> <li>8 characters</li> <li>Also include at least 3 of the following</li> </ul>	g:
<ul> <li>1 uppercase letter</li> <li>1 lowercase letter</li> <li>1 number</li> <li>1 special character ()</li> </ul>	
* New Password	
	Good
* Confirm New Password	
	Match
Change Password	
Password was last changed on 2/29/202	20 4:31 PM.



### Missed the Welcome Email? No worries . . .



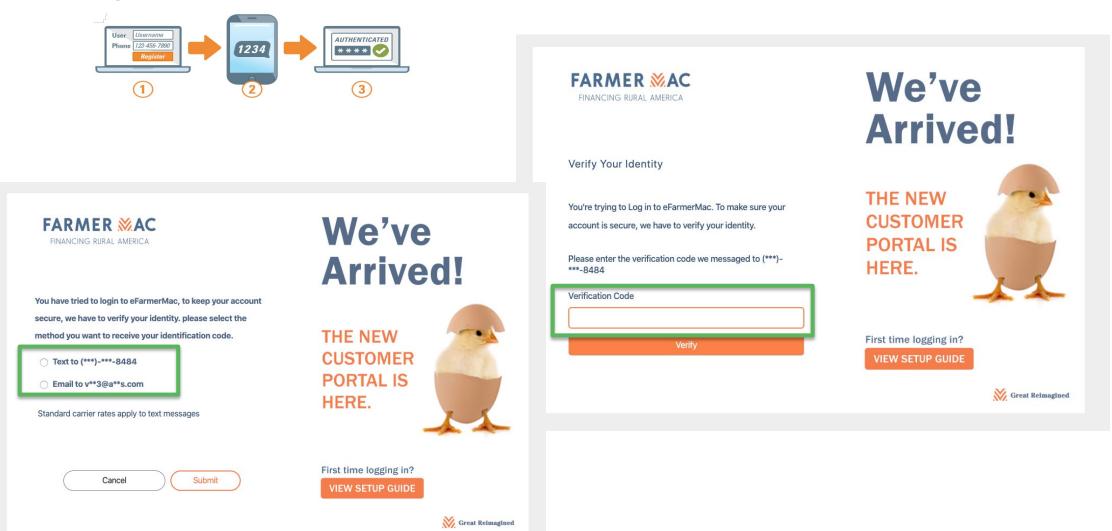




FARMER MAC

## **Enhanced Security with Two-Factor Authentication**

#### Keeping our customer's information secure.



### Wait . . . There's one more great feature . . .

Privacy Policy

#### Farmer Mac Lender & Servicer Portal Privacy Policy

Effective: August 1, 2019

This Privacy Policy ("Policy") describes how the Federal Agricultural Mortgage Corporation ("Farmer Mac," "we," or "our") treats information collected or provided in connection with your ("you," "your," or "user") use of the Farmer Mac Lender & Servicer Portal ("Portal"), located at https://www.efarmermac.com/SecureAccess/Login.aspx. This Policy applies only to information collected through the Portal. Our separate privacy policy for the Farmer Mac informational website is located at https://www.farmermac.com/privacy-policy/.

Please read this Policy carefully. By using the Portal or clicking "I agree" or any other button indicating your acceptance of this Policy, or otherwise providing information to Farmer Mac, you are consenting to the collection, use, and sharing of your information as described in this Policy.

The information that we collect in connection with our Portal is controlled by Farmer Mac, which is headquartered in the United States at 1999 K Street, NW, 4th Floor, Washington, DC 20006. As a result, that information may be transferred to and processed in the United States, as described in the section below titled "Information for Individuals Outside the United States."

#### Information We Collect

We and our service providers collect a variety of information through the Portal, including:

 Account information. We collect information when you create an account or log into your account on the Portal, including your name, email address, username and password, your business phone number, business address and business name, and the FDIC number of your institution.

#### Important Acknowledgements

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Everything you need to know in one spot.



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## FARMER **MAC**

#### FINANCING RURAL AMERICA

Contact Us
AgPower
My Profile
Preferred Appraiser
Rates
Purchase Commitment
CRM
Resource Library
Logout

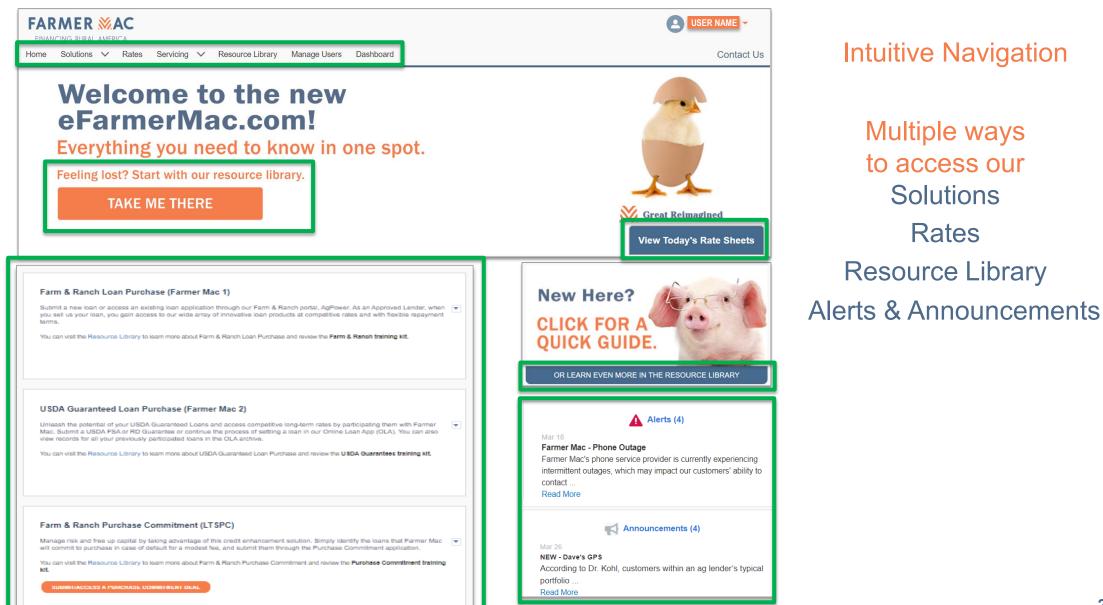
NOTICE: Rate Lock Period Now 8 Weeks for All New Locks, at No Additional Cost Farmer Mac is closely monitoring the impact of the COVID-19 pandemic on our customers. We remain open for business and are committed to assisting where we can. Effective immediately, <u>new loans across all business lines will be rate locked with 8-week delivery</u> <u>windows</u>. Previously, 8-week locks were available at an additional cost compared to our standard 4-week period, but that additional cost is being waived. If you have questions about this new policy, or if you have previously locked a loan and anticipate difficulties in closing, please contact your relationship manager. Thank you!

#### **Farmer Mac Rates**

- ▶ Farmer Mac Rates Post Schedule
- ▶ Farm and Ranch Loan Purchase Rates
- ▶ Farm and Ranch Loan Purchase ABA Rates
- ▶ Farm and Ranch Loan Purchase ICBA Rates
- > Farm & Ranch Variable Rate Mortgage (VRM) Reset Rates Monthly Resets
- ▷ Farm & Ranch Variable Rate Mortgage (VRM) Reset Rates All Other Resets
- Farmer Mac 2 Rates
- ▶ Historical Farmer Mac 2 COFI Rates



### This is GREAT REIMAGINED . . .



### Easy access to online tools and solutions . . .

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FIN	ANCING RURAL AMERICA		FIN	ANCING	g RU	RAL AN	MERICA		
Home	Solutions 🗙 Rates Servicing 🗸	R H	ome	Solutions	$\sim$	Rates	Servicing	Ĵίω	Resource Library
	Farm & Ranch Loan Purchase						Farm & Ranc	h Onli	ine Servicing >
	1 - D	-					NRV Analysis	5 >	
	AgPower						USDA Servic	ing Ac	tion Module (SAM) >
	Submit/Access an AgPower Application >							-	
	Learn about Farm & Ranch >								
	Purchase Commitment								
	Submit/Access a Purchase Commitment Deal >	r							
	Learn about Purchase Commitment >	,							
	USDA Guarantees	1							
	Submit a USDA Guaranteed Loan >								
	Learn about USDA Guarantees >								



## Welcome to the new eFarmerMac.com!

Everything you need to know in one spot.

Feeling lost? Start with our resource library.

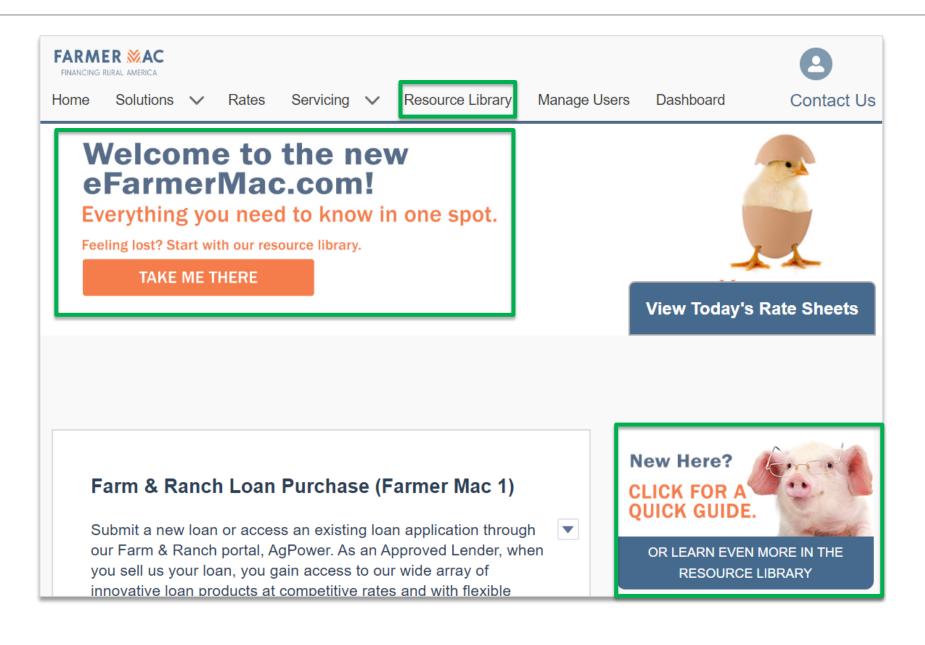
TAKE ME THERE



	ropics	
Introducing	Exploring the	Getting
eFarmerMac.com	Resource Library	Help
Accessing eFarmerMac.com	Staying Informed Alerts & Announcements	Path to Go Live
Navigating	Managing Users	Q&A
eFarmerMac.com	Profiles & Permissions	Session

Topics







### **ONE-STOP SHOP** for all training and support resources.

#### **Resource Library**

Welcome to the Resource Library, your spot for guidance materials and forms. Unsure where to start? Peruse the training materials or watch a short webinar to learn more. Click on the tiles below to begin your informational journey.

#### Libraries

4 items . Sorted by Last Activity



View Farm & Ranch Loan Purchase documents

View USDA Guaranteed documents

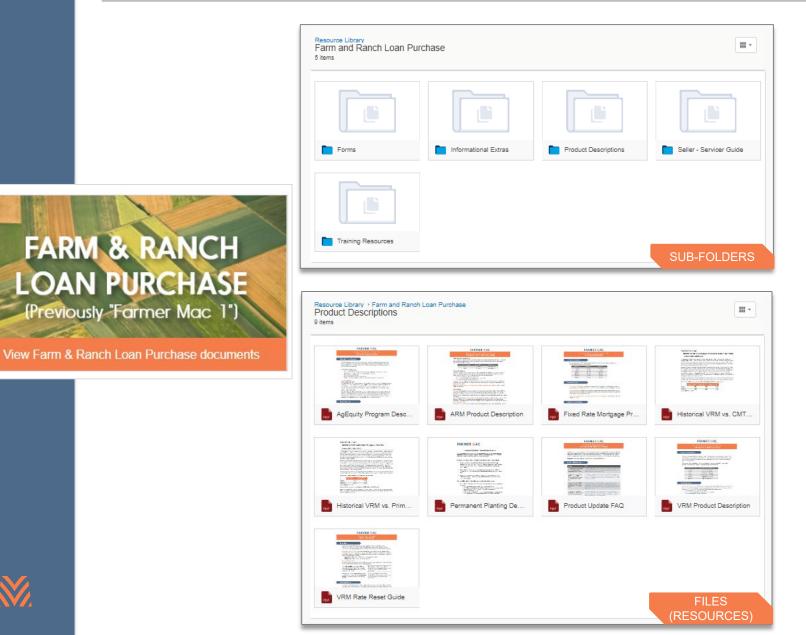
View Purchase Commitment documents

View eFarmerMac user guides and documents

III •



1999 K Street, NW 4th Floor Washington DC 20006 **\$ 866** 4

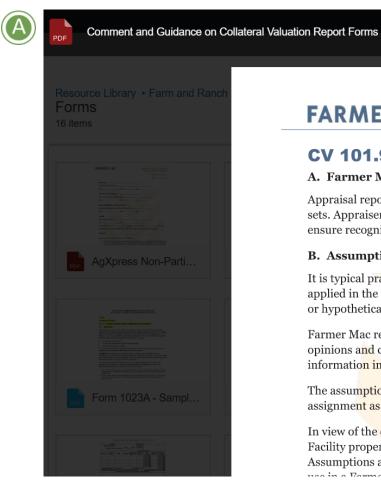


Efficient and user-friendly.

Images of materials. View on-screen without opening the document.

Option to View or Download.

### **Preview or Download Resources**





🕁 Download View File Details

FARMER MAC

#### **Collateral Valuation Standards & Guidelines**

#### **CV 101.9 Collateral Valuation Forms**

#### A. Farmer Mac Collateral Valuation Reports - Styles or Formats and Certifications

Appraisal reports can be composed in a narrative style or format, or by use of standardized form sets. Appraisers are required to certify their appraisal reports in compliance with USPAP to ensure recognition and acceptance of responsibility for the assignment results.

#### B. Assumptions and Limiting Conditions (Farmer Mac Form 1037)

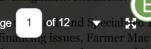
It is typical practice for an appraiser to state the assumptions and limiting conditions that applied in the development of the assignment results, including any extraordinary assumptions or hypothetical conditions.

Farmer Mac recognizes that these statements form the context of the collateral valuator's opinions and conclusions, and can significantly affect the meaning and usefulness of the information in the report.

The assumptions and limiting conditions in appraisal reports address specific situations in an assignment as well as typi

In view of the distinct character & FaPage 1 of 12nd System Production Agricultural Facility property valuation and related finan

use in a Ferman Mas lean on completing action



has identified a set of Assumptions and Limiting Conditions that are accepted as normal in an appraisal submitted for



#### eFarmerMac Guidance



eFarmerMac.com



View eFarmerMac user guides and documents



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**Topics** 





FARMER XAC	We've
A Farmer Mac - Phone Outage	Arrived!
Hi there! Welcome to your account.          Email         Password         Back to farmermac.com	THE NEW CUSTOMER PORTAL IS HERE.
Need help logging in? <u>Recover your email or password.</u> New to Farmer Mac? <u>Contact us</u> to obtain credentials.	First time logging in? VIEW SETUP GUIDE
	Great Reimagined



From the Home Page Banner.

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**TAKE ME THERE** 



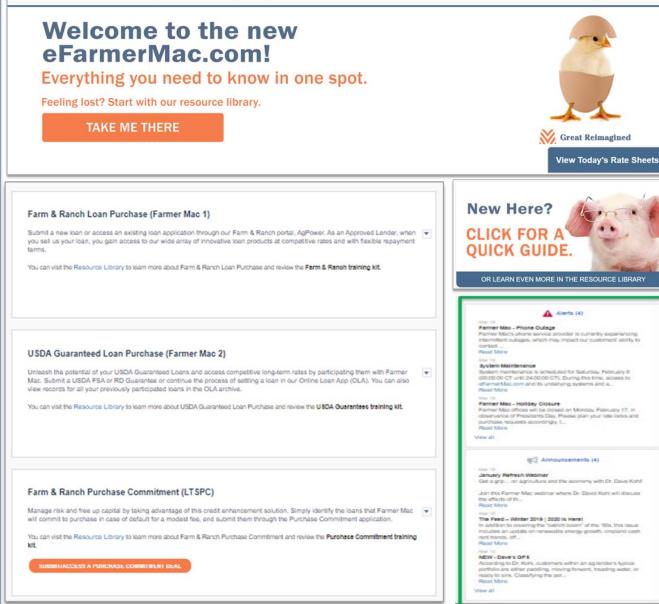


FARMER MAC

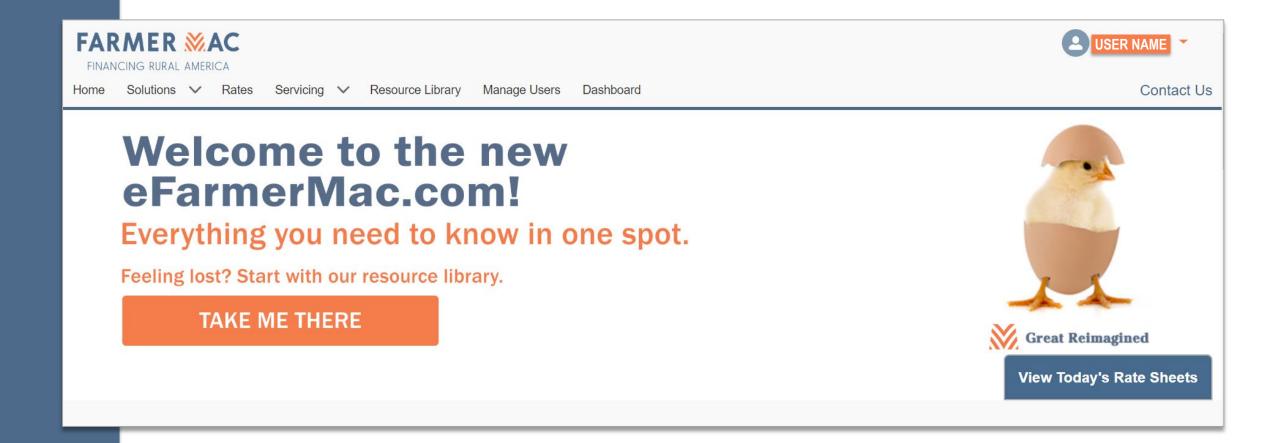
FINANCING RURAL AMERICA

Contact Us

## 3 Dedicated Area



Always be in the know. Dedicated and reliable area for special alerts and announcements. Let's Take A Tour ...





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#### Welcome to your Profile Page



Samuel Se	eller			Edit	My Administrator(s)
Title Senior Lender PROFILE CHANG	Company Name Acumen Bank BE PASSWORD	Account ID AC-009	Active		Administrators manage your access rights to this website. Contact them to learn more about which applications you have access to, to gain new access rights or additional permissions within these systems, or for other help with your
Name Samuel Seller					access to eFarmerMac.com.
Preferred First Name					Bixby Brian
Title Senior Lender					(123) 123-1231 dgustafson_test@farmerma
Company Name Acumen Bank					
Email test@testbank.com					Church Street
Phone			Extension		(703) 360-8568 kzcal_test@farmermac.com
Mobile 123-456-6789					kzcar_testigramernac.com
Fax					Peter Parker
Other Phone			Extension		(654) 654-6544
✓ Mailing Address	S				peconterra_test@farmerma
Country United States					Mu Assess Diskis
Street 1234 Main Street					My Access Rights
City					This is a summary of your ability to access the various tools available through eFarmerMac.com. Your active permissions
State District of Columbia					are listed below. To change these permissions, or to learn more about access
Zip 12345					rights, please contact an administrator listed above.

#### My Access Rights

This is a summary of your ability to access the various tools available through eFarmerMac.com. Your active permissions are listed below. To change these permissions, or to learn more about access rights, please contact an administrator listed above.

#### Farm & Ranch Loan Purchase

- AgPower App
- AgXpress App
- Purchase Request
- Rate Sheet

#### Farm & Ranch Purchase Commitment

Purchase Commitment App

#### Farm & Ranch Loan Servicing

- Online Servicing Request
- Net Realizable Value (NRV) Analysis

#### USDA Guaranteed Loan Purchase (FM2)

- Servicing Action Module (SAM)
- Online Loan Application (OLA)



## **Administrator Responsibilities**



### Creating, updating, and deactivating users

Helping users with password resets and unlocking frozen accounts



Ensuring data quality and access rights are kept up-to-date

FARMER MARKA		Manage Users Dashb	oard				
				Manage Users			
	Search Users					B Crea	ite New User
	Name	Title	Email		Phone	Status	
	User Name	Title	User Email		(515) 661-1945	Active	E
	User Name	Title	User Email		(202) 555-5422	Active	
	User Name	Title	User Email		(703) 555-5555	Active	

#### User Information

Account:

Acumen Bank

First Name:

• Last Name:

\* Title:

\* Email Address:

• Username:

Either Phone or Mobile Phone is required. Mobile Number will be used to send verification SMS.

\* Phone Number:

(###) ###-####

\* Mobile Number:

(###) ###-####

Other Phone Number:

(###) ###-####

Other Phone Extension:

#### Mailing Address

Street:	
8280 Greensboro Drive	
City:	
McLean	
State:	
Virginia	\$
Counter .	

Create

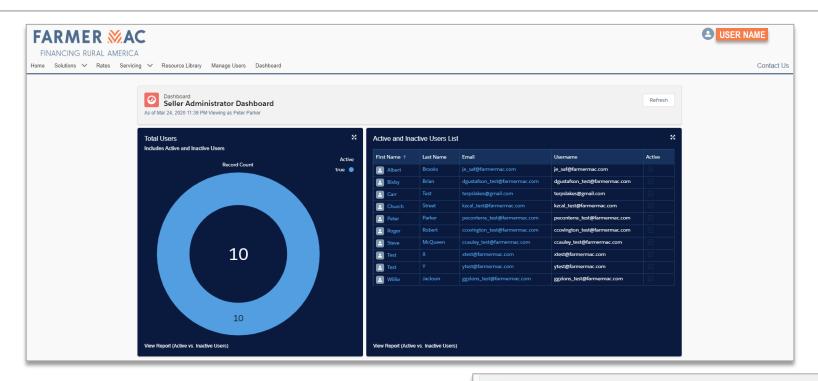
#### Manage Users

×

User Permissions	
Farm & Ranch: Loan Purchase	
🖉 AgPower App	
Rate Lock Request	
🗹 Purchase Request	
Rate Sheet	
Farm & Ranch: Purchase Commitment	
Purchase Commitment App	
Farm & Ranch: Loan Servicing	
Online Servicing Request	
Net Realizable Value (NRV) Analysis	
USDA Guaranteed Loan Purchase (FM2)	
Servicing Action Module (SAM)	
No Access	\$
Online Loan Application (OLA)	
No Access	\$
Rate Sheet	
eFarmerMac.com Administration	
Account Admin (Manage Users)	
Update Reset Password Deactivate User	



#### Wait . . . there's more . . .



#### User Dashboards and Reports

10								
ctive 🕇 💌	First Name 💌	Last Name 💌	Member: Account: Account Name 💌	Email	Username	Last Login 💌		
(10)	Albert	Brooks	Zions Agricultural Finance	je_saf@farmermac.com	je_saf@farmermac.com	3/24/2020 6:48 PM		
	Steve	McQueen	Zions Agricultural Finance	ccauley_test@farmermac.com	ccauley_test@farmermac.com	3/24/2020 10:11 AM		
	Roger	Robert	Zions Agricultural Finance	ccovington_test@farmermac.com	ccovington_test@farmermac.com	3/23/2020 12:45 PM		
	Bixby	Brian	Zions Agricultural Finance	dgustafson_test@farmermac.com	dgustafson_test@farmermac.com	3/24/2020 10:21 AM		
	Willie	Jackson	Zions Agricultural Finance	ggzions_test@farmermac.com	ggzions_test@farmermac.com	3/24/2020 10:35 AM		
	Church	Street	Zions Agricultural Finance	kzcal_test@farmermac.com	kzcal_test@farmermac.com			
	Peter	Parker	Zions Agricultural Finance	peconterra_test@farmermac.com	peconterra_test@farmermac.com	3/24/2020 11:38 PM		
	Carr	Test	Zions Agricultural Finance	terpslakes@gmail.com	terpslakes@gmail.com	-		
	Test	x	Zions Agricultural Finance	xtest@farmermac.com	xtest@farmermac.com	2		
	Test	Y	Zions Agricultural Finance	ytest@farmermac.com	ytest@farmermac.com			
Subtotal								
lotal (10)								



Let's Take A Tour . . .

## HATCHING MAY 11! Our new eFarmerMac.com is almost here.

#### **TRAINING AVAILABLE 4/28 OR 5/4**

SIGN UP NOW





# Welcome to the new eFarmerMac.com!

Everything you need to know in one spot.



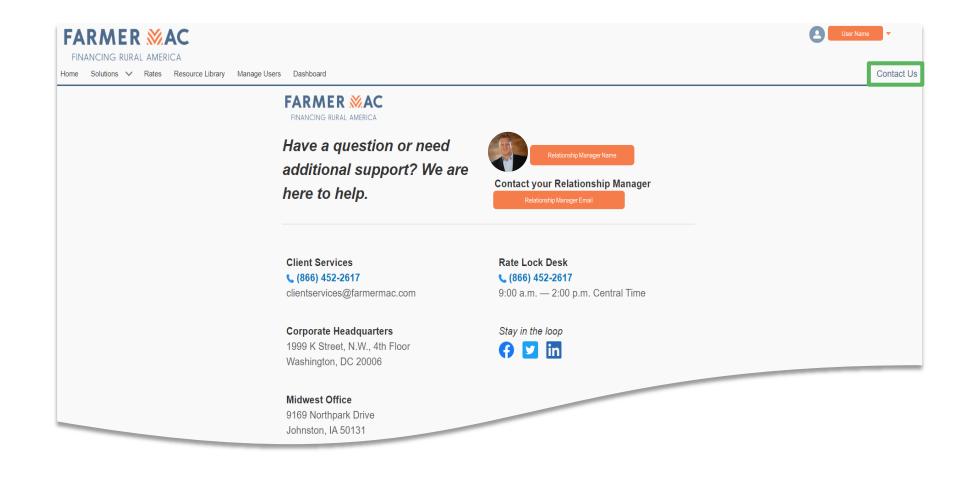
#### Introducing **Exploring the** Getting eFarmerMac.com **Resource Library** Help Staying Accessing Path to Informed Go Live eFarmerMac.com Navigating Q&A Managing Users eFarmerMac.com Session





#### This is what BETTER looks like . . .

#### Knowing where to go for help just got easier!

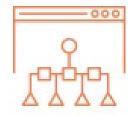




#### This is what BETTER looks like . . .



A clean, modern design



Intuitive navigation



Simplified user management



Dedicated area for alerts and announcements



#### We've Arrived!

THE NEW CUSTOMER PORTAL IS HERE.

W MER IS	- Topics	
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eFarmerMac.com	Profiles & Permissions	Session



#### Get Ready for Go Live Communications

- Additional Training Webinar on May 4<sup>th</sup> at 10:00am CT
- Training Follow Up Email with Links to Training Resources and Recorded Webinar
- Prepare for Go Live Email May 6<sup>th</sup>
  - Reminder to log out of Legacy Portal on Friday, May 8th
  - Login Instructions
  - Links to Resources
- Welcome Email with Login Link May 11<sup>th</sup>



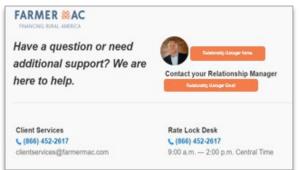
#### **Training Support Materials**

FARMER 💥 AC	FARMER 💥 AC	QUICK START GUIDE	rmerMac.com ome.
eFARMERMAC.com SELLER USER GUIDE WELCOME Together, we strengthen the financial position of American agriculture and rural communities. Our capital, united with your commitment, is a winning combination.	EVALUATION CONTRACTOR GUIDE	This Quick Start Guide is designed to def YOU SINFTED, and heb you QUICKLY MAVICATE to Farmer Mac's suite of anime tools and solutions. Please refer to the Seller User Guide for more step- by step instructions should more information be needed. LET'S GET STARTED 1. <u>Get Legged In</u> <u>Customer Portal</u> 1. <u>Easily Navigate our Customer Portal</u>	FARMER SACC FARMER SA
eFARMERMAC.com SELLER USER GUIDE          2       Gettling Started         3       Accessing eFarmerMac.com         4       Login         5       Forgotten Password         6       Two-Factor Authentication	eFARMERMAC.com ADMINISTRATOR GUIDE <u>Getting Started</u> 2 <u>Welcome</u> 3 <u>The Administrator Role</u> 4 Accessing eFarmerMac.com	5. <u>Get Help</u> Contained Contain	COM EFarmerMac.com
7       Important Acknowledgments and Alerts         8       Navigating eFarmerMac.com         9       Home Page         12       My Profile and Permissions         14       Solutions         17       Rates         19       Servicing         20       Exploring Farmer Mac's Resource Library         26       Staying Informed         27       Alerts         28       Announcements         29       Getting Help         30       Contact Us         31       Answers to your Frequently Asked Questions         35       Appendix Sample Emails and Acknowledgements	9       eFarmer/Mac.com Administration         10       Managing Users Overview         11       Creating a New User         12       eFarmer/Mac.com Permissions & Access Rights         14       Searching for an Existing User         15       Password Reset and Unlocking a User Account         16       Deactivating a User         17       Helpful Hints to Manage Users         18       Bi-Annual User Audit and Annual Certification         19       User Dashboard         20       Getting Help         21       Contact Us         22       Answers to your Frequently Asked Questions         24       Appendix         Sample Emails and Acknowledgements My Overview	<section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header>	<section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header>

#### **Getting Help - Customers**







- ✓ Training Follow Up Email with Links to Training Resources
- ✓ Preparing for Go Live Email (Cutover Plan, Login Instructions, Links to Resources)

- ✓ Easy access to Login, Navigation, and eFarmerMac Guidance resources
- ✓ Contact Relationship Manager and/or Client Services Team



#### We've Arrived!

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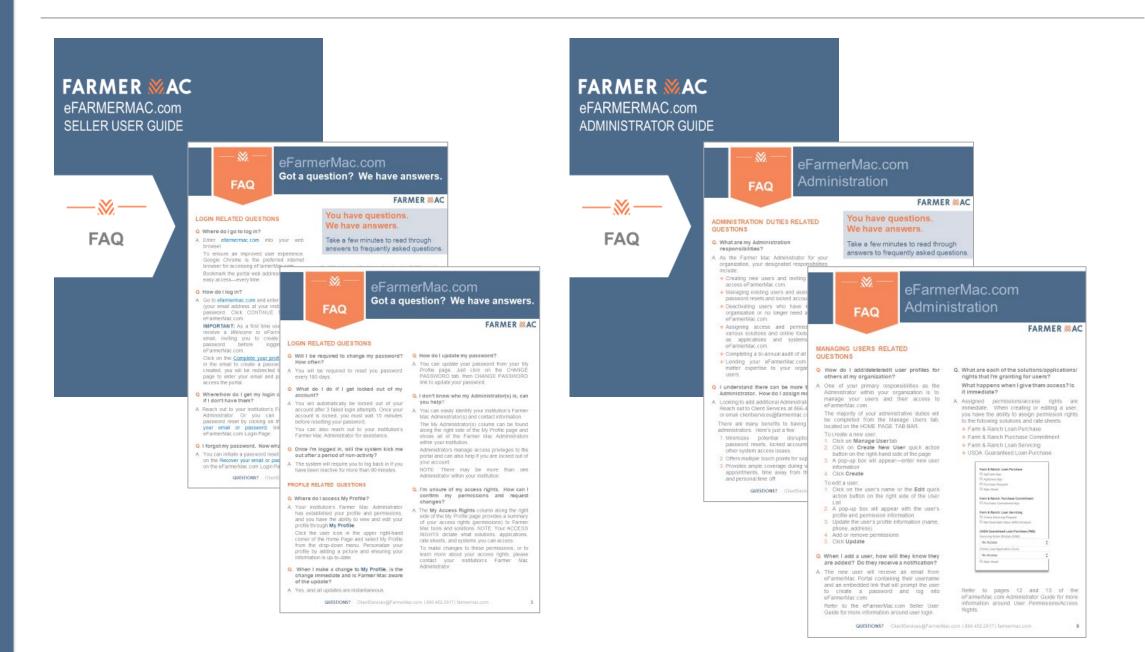
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#### You Have Questions ... We Have Answers



#### You Have Questions ... We Have Answers





# We're cracking away at a fresh, new eFarmerMac.com.

### HATCHING MAY 11!



