



Farmers Mutual Hail
Insurance Company of Iowa

Training Events

Norfolk, NE - 2019 MPCl and/or Crop Hail Spring Update Training

22 January, 2019, 9 AM-2 30 PM

Add to:

- [Outlook](#),
- [iCal](#),
- [Google Calendar](#)

Most locations will offer 3 hours of MPCl training in the morning with 2 hours of Crop Hail training in the afternoon. You can elect to attend only the MPCl portion, only the Crop Hail portion, or both. You don't need to tell us this during registration so simply choose the location you'll be attending.

****Locations that do not list a Crop Hail session (AR; ND; SD; TN; Columbia, MO; Miner, MO) will have a separate Crop Hail school offered later in the spring.**

MPCl - what you will learn:

- Industry and company updates
- 2019 handbook and provision modifications
- Regional products and actuarial changes

Crop Hail - what you will learn:

- Overview of FMH's crop hail policy and additional coverages
- Review of private products offered in your state; 2019 changes
- Sales Strategies

