

MIDWAY

CROP INSURANCE



DIVERSIFIED SERVICES

The risks and rewards involved with ag commodities are remarkable. At Diversified Services, we know and understand yield, price, and financial risks (and opportunities) first hand. Our programs help insure profitable operations and investment.

Today's booming markets for commodities has created opportunities unforeseen a few years ago. Along with the booming interest in commodities have come added volatility, increased costs, and fewer margins for error. The need for price risk management has never been greater.

Our **grain marketing advisory programs** help both producers and end users make timely decisions regarding the pricing of their commodities. These programs involve creative use of futures, options, and cash strategies and are backed up by first hand knowledge of fundamental and technical analysis unmatched in the industry.

Our **crop insurance** agents



understand that it is not enough just to be able to sell a policy. We have developed unparalleled analysis tools to help producers understand which policies make the most sense for them. More importantly, our agents are trained in what that analysis means and how to apply it to the producer's individual needs.

We take a partnership approach. That makes Diversified Services representatives and important partner in our client's operations. Maybe that

is why our customers seldom go somewhere else once they come to recognize our commitment to each client's success. We add value and bring confidence to the world of agricultural markets and risk management.



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At Diversified Services, our grain marketing experts have unmatched expertise. Consider the following:

- **Our information comes to us first hand.** CGB Enterprises provides us a wealth of information about export markets, freight prices, and farmer movements that is instantaneous. Our experts are not gleaning information from a screen, we have it first hand!
- **Our group of marketing advisors brings their own specialized skills and backgrounds to the group.** Some are fundamentalists that keep a close eye on supply and demand, others have technical expertise, and still others have strong cash/export experience. When you work with a DS marketing advisor you get the benefit of them sharing their information and expertise before they make their decisions!
- **Their knowledge of crop insurance, futures, and cash markets give them a unique ability to help farmers** make their marketing decisions a part of an overall strategy of risk management.

That is why our turn over of marketing clients is one of the lowest in the industry. We are not just giving advice; we are developing risk management strategies that make sense. Our customers get peace of mind and confidence by intrusting their marketing strategies to DS. You will too! Contact your local DS office today.

