

COUNTRY Client Frequently Asked Questions (FAQ): Changes Between COUNTRY and Illinois Farm Bureau

New as of 10/7/24

Q: What action is COUNTRY taking related to Single Pay & COUNTRY Combined Billing through December 31, 2024?

A: Single Pay at New Business: We'll continue single payments for eligible new business through Nov. 29, 2024. Starting Nov. 30, 2024, two separate payments should be collected; one for COUNTRY down payment and one for new Farm Bureau membership dues. Membership dues can be paid online at MyIFB.org or at the member's local county Farm Bureau Office. Although separate payments will begin on Nov. 30, the current underwriting rules remain in effect for all new business and renewals through Dec. 31, 2024.

Combined Billing: Since COUNTRY will not be requiring Farm Bureau membership for Personal Lines and Commercial policies, we're winding down and discontinuing all combined billing in Illinois by Dec. 31, 2024.

New as of 9/30/24

Q: Will these changes affect a COUNTRY client's membership with the IAA Credit Union?

A: No. COUNTRY client eligibility for the IAA Credit Union has not changed. For more information, please go to the [IAA Credit Union's Membership site](#).

What is changing?

COUNTRY decided to:

- change our Property/Casualty (P/C) underwriting rules related to Illinois Farm Bureau®/county Farm Bureau (together "Farm Bureau") memberships for non-farm clients in Illinois beginning **Jan. 1, 2025**. Membership will no longer be required for non-farm clients in Illinois. We'll continue to require Farm Bureau membership for our agribusiness products and rates (including farm-rated autos) at new business and renewals.
- modernize its relationship with county Farm Bureaus related to service agreements and leases.

Why is COUNTRY making these changes?

COUNTRY has a longstanding, successful history with the Illinois Farm Bureau and the county Farm Bureaus (together, "Farm Bureau"), and we'll maintain this relationship into our next 100 years. COUNTRY operates in a highly competitive marketplace and our business practices need to remain contemporary with current realities. We also need to ensure we're meeting client needs and aligning to our long-term strategy.

Does this decision negatively impact the relationship between COUNTRY and IFB?

No. Important to note, COUNTRY was founded by Illinois Farm Bureau®, and that relationship won't change based on these decisions. As has been the case for nearly 100 years, a strong COUNTRY organization contributes to a strong Farm Bureau organization, and vice-versa.

What do the membership requirement changes mean for COUNTRY Financial clients in Illinois?

Current Property/Casualty (P/C) underwriting rules remain in place until Dec. 31, 2024, which means:

If a client's Farm Bureau membership is paid to 2025, they will NOT be required to maintain an active membership. The renewal dates are based on when the Farm Bureau membership is set to renew again, not the client's policy. The paid-through date for the Farm Bureau membership can be verified in IMIS.

For example, a client's policy renews on 12/15/2024 but her Farm Bureau membership is paid through 1/31/2025. She isn't required to pay another yearly membership.

Personal Lines and Commercial lines (all companies) won't require Farm Bureau memberships effective Jan. 1, 2025.

COUNTRY will continue to require a qualifying Farm Bureau membership for our Agribusiness products and rates (including farm-rated autos) at new business and renewals.

Who is a COUNTRY Agribusiness client?

Agribusiness clients are those with one or more of the following policies or rates:

- Farm
- AgriPlus®
- Farm umbrella
- Farm-use auto
- Crop Hail
- Cargo
- Livestock Mortality (except FFA and 4-H)
- Stand-alone Pollution Liability

What is a qualifying Farm Bureau membership?

Each agribusiness policy will require at least one active Farm Bureau membership*. For the majority of agribusiness policies, where we insure a farm owned by an individual or trust, this is already the case. When we insure a farm organized as a business (LLC, Partnership, Corporation), underwriting will verify that there is at

least one qualifying farm bureau membership, which could be the business itself or one or more owners of the business. For example, if two brothers inherited their parents' farm which is a farm business, and one brother already has a qualifying Illinois farm bureau membership, that would satisfy our underwriting review.

*includes memberships applied for, in accordance with Farm Bureau membership requirements, at new business issuance and reinstatements.

What happens with the current Farm Bureau memberships – Can they get a refund?

- Current Property/Casualty (P/C) underwriting rules remain in place until **Dec. 31, 2024**, which means:
 - All new business in COUNTRY Preferred and COUNTRY Mutual will require Farm Bureau memberships through the remainder of 2024; and
 - Clients who have policy renewals in 2024 **must** maintain active memberships for this term, and the new rules will apply to their 2025 renewals.
- Farm Bureau memberships are annual, and current active Farm Bureau members can enjoy their membership benefits through the end of their membership year.
- If a client has a membership that expires **Jan. 1, 2025 or after**, it will no longer be required for COUNTRY non-farm clients, but they can continue to support Illinois agriculture by renewing their membership (billed separately by Farm Bureau).

What happens to clients who have a COUNTRY Casualty policy?

All clients with farm-use rated vehicles in COUNTRY Mutual and COUNTRY Casualty will be required to have a Farm Bureau membership.

What action is COUNTRY taking related to Single Pay and COUNTRY Combined Billing through Dec.31, 2024?

- **Single Payments at New Business:** Since the current P/C underwriting rules remain in place until the end of the year, we'll continue single payments for eligible new business until **Dec. 31, 2024**.
- **Combined Billing:** Since COUNTRY will not be requiring Farm Bureau membership for Personal Lines and Commercial policies, we're winding down and discontinuing all combined billing in Illinois by **Dec. 31, 2024**.

Where can Illinois clients go for more information?

Information is available on COUNTRYFinancial.com/CommonGroundClient