Meet our “Hot Topic” 2018 Winter Crop Meeting Presenters

Brad Clow

Brad Clow may have a newer title of Crop Operations Manager but began his career with COUNTRY Financial in 1989 as a Property Casualty Claims Adjuster. In 1991, he was promoted to a Senior Claims Adjuster and promoted again in 1993 to a Liability Coordinator. He joined the Agribusiness team as a Crop Claims Manager in 2010. With a wide variety of customer facing experiences, he has built relationships and assisted many people during their time of need. In his current role, he oversees both Crop Claims and Crop Underwriting, and appreciates the unique ways that he is able to serve the customer at COUNTRY Financial.

John Howell

John Howell started with COUNTRY Financial in June 2013 as a seasonal crop adjuster and just a year later was appointed team leader for crop adjusters in Mclean County. As COUNTRY Financial continued to roll out its drone program, he completed FAA regulated training in 2016 to become a certified UAS (drone) pilot. Since then, he has led trainings for other adjustors to become certified at COUNTRY Financial, in addition to leading training opportunities for the Federal Crop Program at COUNTRY Financial and for broader insurance trade organizations.
Doug Yoder

Doug Yoder currently serves as the Crop Agency Manager for COUNTRY Financial. In this capacity he is directly responsible for COUNTRY’s crop specialists across Illinois. He also supports the crop insurance activities of COUNTRY's multi-line agents who sell crop insurance.

Prior to joining COUNTRY he spent 17 years with the Illinois Farm Bureau® where he served as the Sr. Director of Affiliate and Risk Management. He joined the Farm Bureau in February 1999. Previous positions within Illinois Farm Bureau include Manager of Market Education, and Senior Director of Marketing and Risk Management.

Yoder earned a Bachelor of Science degree in Agriculture Economics at the University of Illinois in 1984. Prior to joining the Illinois Farm Bureau, Yoder worked as a marketing advisor and consultant for Strategic Farm Marketing from 1996-1999. Yoder also has experience as senior grain buyer for The Andersons from 1990-1996, and as a branch manager and merchandiser for Ludlow Coop from 1988-1990 and as a merchandiser/office manager for Continental Grain from 1987-1988. Yoder began his career as a management trainee for Moultrie Grain in 1984.

He and his wife, Cheryl, have two children. They reside in Champaign.

Andrew Mizell

Andrew Mizell’s current roll with COUNTRY is as Competitive Intelligence Analyst for Agribusiness. His main objective is to analyze the current and projected risks and needs of Illinois Farmers. Andrew’s research has led to initiatives such as the development of new crop insurance offerings and technological developments that aid in the process of federal crop reporting.

He grew up on an Eastern McLean County farm where his family grew Corn/Soy and raised Pigs for 4-H. In 2007, he graduated from SIU Carbondale with a focus on communication. He has been able to exercise his communication skills as an “Ag-vocate” for Illinois farmers by meeting with elected officials and influencers both locally and in Washington D.C. Civically, he has been an organizer with the McLean County Farm Bureau Young leaders and currently sits on the McLean Country Chamber of Commerce Agribusiness Committee. In 2019, Andrew will be the President of the FFA Alumni Chapter comprised of Illinois Farm Bureau, COUNTRY Financial, and Growmark employees

Joe Camp

Joe Camp is Manager of AgriVisor, LLC located in Bloomington, IL. He is a native of Paxton, IL. Joe earned a Master’s Degree in economics after completing a fellowship at Eastern Illinois University. In his role at AgriVisor, Joe offers grain marketing advice to producers across the Midwest and provides hedge recommendations and order execution as a Series 3 licensed broker. He is a published market commentator and regular contributor to the Illinois Farm Bureau’s FarmWeek newspaper. Other articles have been featured in the Iowa Spokesman newspaper, Dairy Herd Management, Wisconsin Rural Route, and GROWMARK’s SOURCE magazine. Joe can be heard regularly on the RFD Radio Network, with market updates broadcasted by more than 75 Illinois radio affiliates.
Hot Topics for Winter Crop Meetings

Crop Insurance Update (includes Soil Type Plus and 3 Hail Enhancements)
SESSION PRESENTERS:
Doug Yoder, COUNTRY Financial Crop Agency Manager

This session will include: 1) an update on changes to the Federal Crop Insurance program for 2019; 2) COUNTRY Financial's new private product designed to enhance your federal crop coverage, Soil Type Plus; and 3) numerous enhancements to COUNTRY Financial’s private crop hail coverage and endorsements for 2019.

Drones (And putting our numbers to work for you)
SESSION PRESENTERS:
Brad Clow, COUNTRY Financial Crop Operations Manager
John Howell, COUNTRY Financial Crop Claims Senior Adjuster
Various COUNTRY Financial Crop Claims Adjusters

Learn what an aerial view of your crops can provide (drones) and how the crop team is helping our customers identify other crop needs. Our drone program is a time saving tool for adjusters and provides security/first-hand view of damage/non-damage for the farmer.

Crop Claims Update
SESSION PRESENTERS:
Brad Clow, COUNTRY Financial Crop Operations Manager
John Howell, COUNTRY Financial Crop Claims Senior Adjuster
Various COUNTRY Financial Crop Claims Adjusters

Crop Claims Update provides everything you need to know to be an informed and engaged customer with COUNTRY Financial. The presentation will include COUNTRY Financial’s Claims Philosophy, Customer Satisfaction Survey results, and number of experienced adjusters we have in the field to service customer’s needs. It will also review the processes that are in place for working with COUNTRY Financial’s agency and underwriting teams, so that we can better serve you, our customer.

Precision Ag Crop Insurance Reporting
SESSION PRESENTERS:
Andrew Mizell, COUNTRY Financial Competitive Intelligence Analyst
Various COUNTRY Financial MyAgData Representatives

Learn about the technology COUNTRY Financial offers as it relates to reporting for your Federal Crop Policy via your Precision Ag Data. You have invested in Precision Ag Equipment to help analyze and manage your operation. Using this data to report for your Federal Crop policy can be more accurate and it is just another way to find value in your technology. Demo the COUNTRY Crop Mobile app. See how easy it is for you and your COUNTRY Crop Rep to utilize your farm’s data.
Market Outlook

SESSION PRESENTERS:
Joe Camp, Growmark AgriVisor
Various Growmark AgriVisors

This presentation will offer a market outlook to cover the fundamental influences of U.S. and global grain production, trade, processing, and feed usage prospects for 2019. We will include discussion of AgriVisor’s grain prices outlook and marketing recommendations.

*Additional presenters are scheduled to offer other presentations at some Winter Crop Meeting locations. Please check with the meeting host to learn more about any presentation not included on this page.