



KANSAS BANKERS
ASSOCIATION

CROP INSURANCE ESSENTIALS FOR AGRICULTURAL LENDERS

December 10, 2025 –

Robbins Banking Institute, Hays

December 11, 2025 –

Kansas Bankers Association, Topeka

This seminar introduces the fundamentals of crop insurance, covering available coverage options and their costs and benefits. Topics include unit structure, using Revenue Protection to support grain marketing, and additional choices such as Supplemental and Enhanced Coverage Options, as well as private hail or wind coverage. The afternoon session highlights livestock products, including Pasture, Rangeland, and Forage (PRF) insurance and Livestock Risk Protection (LRP).



WHO SHOULD ATTEND: Beginner and experienced agricultural lenders, ag producers who are bank customers.

SPONSORED BY:



Kansas Ag Bankers

A DIVISION of KBA



MIKE SCHERER PRESIDENT, AG RISK SOLUTIONS

Mike was born and raised on a crop farm in Atchison County, KS. After graduating from Kansas State University in 2004 with a degree in Ag Economics, he immediately entered the crop insurance industry and has been consulting with ag producers ever since. Mike is most passionate about educating producers about various risk management concepts and building tools that can help Ag Risk Solution's clients make informed crop insurance decisions.

TRAINING TOPICS:

- » Basics of Crop Insurance
- » Revenue Protection
- » SCO
- » ECO
- » Hail Insurance
- » Crop Insurance Backing Up a Grain Marketing Plan
- » Pasture, Rangeland, Forge (PRF)
- » Livestock Revenue Protection (LRP)

EDUCATION & CONFERENCES
785-232-3444 | KSBANKERS.COM

CROP INSURANCE ESSENTIALS FOR AGRICULTURAL LENDERS

DECEMBER 10TH, 2025 – ROBBINS BANKING INSTITUTE, HAYS

DECEMBER 11TH, 2025 – KANSAS BANKERS ASSOCIATION, TOPEKA



Program Agenda

Registration: 9:30 AM

Program: 10:00 AM – 12:00 PM

Lunch: 12:00 PM – 12:45 PM

Program Continues: 12:45 PM – 3:00 PM

Registration Fees

___ KBA member: \$300

___ Non-KBA Member: \$600

___ Bring an Ag Producer*: \$100

TOPEKA SESSION LIMITED TO 30 ATTENDEES.

*Ag Producers attending must be accompanied by a registered banker.

Please email J.W. Wells, jwells@ksbankers.com, if you plan on bringing a producer with you.

We understand circumstances arise requiring cancellation. Cancel up to five business days before the program and your registration will be refunded. If you have more than two attending, please email jwells@ksbankers.com.

Cancellations must be received by December 3rd, 2025. No video or audio recording allowed.

Name: _____

Bank Location: _____ E-mail: _____

___ December 10 or ___ December 11 | ___ Ag Producer

Name: _____

Bank Location: _____ E-mail: _____

___ December 10 or ___ December 11 | ___ Ag Producer

Bank: _____

Total Enclosed: \$ _____ Total Attending: _____

Address: _____

City: _____ State: _____ Zip: _____

Two ways to register:

- 1) Complete and mail the registration form with payment
- 2) Register online using a credit card at www.ksbankers.com