

TFM Cash+: Cash grain recommendations, using tools that you are familiar and comfortable with, executed through your local buyers.

- + Unbiased, structured, disciplined recommendations from a team of professionals
- + No hedge account or margin requirements
- + Professional guidance on when, where, how and what quantity of grain to sell

What is TFM Cash+?

TFM Cash+ provides recommendations on when and how to contract your grain and manage your inventory. Recommendations are thoroughly researched and comprehensive, created by a team of marketing professionals. Without a need for a hedge account, you have no margin calls. In addition, a team of professional advisors with decades of experience are available to support and guide you. They will guide you in making the decision best suited to your operation.

What are the advantages of TFM Cash+?

Recommendations from TFM Analytics:

- TFM Cash+ allows you to continue to utilize your local elevators, co-ops, ethanol plants, or buyers for contracting and delivery.
- No hedge account needed.
- No fear of margin calls.
- Use the marketing tools you have always used and are comfortable using.
- Delivery to the locations you are familiar with and have always used.
- Recommendations include how much crop to sell, when to sell, and which marketing tool to use.
- Advice over three crop years (old crop, new crop, and next year's crop).
- Email, website, and app updates three times daily, a comprehensive weekly strategy email, and special alerts as markets dictate.
- Monthly fee with no commitment. You continue as long as you value the recommendations.

Support from TFM Consulting:

- Access to a team of advisors who are ready to take your call. Our advisors will proactively call you as well.
- Advice on customizing the recommendations, where necessary, to best fit your operation.
- Advice on how to manage basis, when to lock it and when to wait.
- Guidance and explanations of what strategy is best, why it is the best, and what fits your personal situation.
- Communication in a convenient way that fits your needs: text, email, phone calls, app, and website.
- Professional sounding board to strengthen your grain marketing.

How does TFM Cash+ approach risk management?

We believe that the best marketing does not rely on emotion and outlook. Rather, strategies that prepare for both anticipated and unanticipated price moves. Over time, this means you're positioned to protect price and capitalize on opportunity through thoughtful recommendations.

- Leads with the most powerful marketing tool in your toolkit, your grain in the field. The focus is on making smart, incremental sales that work together and are supported by other grain marketing tools.
- Evaluates the market consistently with a rigorous, disciplined process to remove emotional bias.
- Develops an understanding of the range of potential market actions.
- Employs Market Scenario PlanningSM, a proprietary TFM methodology, to develop strategies for multiple scenarios as the market unfolds.
- Use math, proprietary tools, and sophisticated analytics to consistently create strategies that align with your farm marketing goals.
- Develops marketing decisions that work in concert over time.
- Comprehensive approach designed to build a strong Weighted Average Price for your entire crop.

What commodities does TFM Cash+ specialize in?

TFM Cash+ helps manage price risk for corn, soybeans, and wheat.

Are the contracting recommendations made by more than one person?

Yes. Our TFM Analytics team is led by a team of risk managers with a strong, successful history of experience and research capabilities. Recommendations are analyzed thoroughly before being made. Many checks and balances are in place to ensure consistent recommendations.

Where do I contract and deliver my grain?

Through your local elevator, co-op, ethanol plant, or buyer, just as you always have. If contracting is limited or not available, we can guide you with tools that your local buyer may not offer, in order to facilitate delivery to your local delivery point.

What kind of price can I expect?

As with any risk management approach, the price you receive can never be predicted or guaranteed. Our goal is to be consistent and to meet or exceed your expectations to forge a lifelong partnership. We have been successful in providing disciplined, consistent marketing advice for over 35 years.

How will you communicate with me?

In various ways, designed to fit your life. We will communicate via phone calls, text messages, emails, our app, and our website. You are welcome to call a TFM Consulting advisor at any time as well.

How does TFM Cash+ handle basis recommendations?

The TFM Consulting Cash+ team will advise on how to manage basis and when to lock it or when it is best to wait. We have the tools to be up to date on your local basis situation and history.

How much does TFM Cash+ cost?

TFM Cash+ is available for \$299 per month, with no commitment.

How do I sign up?

Sign up through our website, www.TotalFarmMarketing.com, over the phone at **800-334-9779**, or one of our sales directors would be happy to visit you to discuss further.

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BY STEWART-PETERSON