

# WE ARE UFAA!



An Association of  
Professional Farmers Agents

## AND JUST WHY ARE WE SO PROUD OF THAT?

- ★ Our quarterly magazine, *The Voice*, is published with you, the member, in mind. It regularly addresses issues, reports current events, and provides you, the member, with a chance to freely express your opinion.
- ★ Our past legal endeavors now allow you to have that PC on your desk.
- ★ Our nationwide activities opposing agent-owned ACA accounts led to the management company creating a company-owned ACA — saving you money.
- ★ Our efforts on the national level, in conjunction with the CEAA, effectively eliminated the 15.3% SECA tax on your contract value.
- ★ Constant questions from our members nationwide led to lower E&O rates for all agents.
- ★ We introduced the "Original" E&O Deductible Recovery Program to help you earn more money from outside business without the worry of a large deductible.
- ★ Our outside legal opinion of the HMA agreement was designed to assist you in making decisions about your future.
- ★ Our efforts on the national level defeated legislation designed to change the IRS definition of independent contractors — a change that would have adversely affected our livelihood.
- ★ Pro-agent legislation has been introduced in many states — and passed in several — that benefits all exclusive agents.
- ★ UFAA Technology Services, a subsidiary of UFAA, now is available to all members. UFAA Technology Services will assist members with computer hardware and software questions and problems, recommend computer programs to assist members in operating their offices, and recommend hardware configurations.
- ★ We are a member of the Coalition of Exclusive Agents Associations (CEAA) and, through our Washington, D.C., lobbyist, we have played a major role in protecting the interests of our independent contractor exclusive agents through national legislation.
- ★ We have produced and made available our UFAA Technology Video, which provides information valuable to your agency's success.
- ★ Weekly updates are e-mailed to our members to keep them informed about the latest developments.
- ★ We have made available the information you need to set up a paperless office.

Our association is forging ahead — assisting our members in developing their agencies, providing valuable information, and being active in the legislative arena to promote and protect our members interests. Join with us now in this exciting endeavor.

It truly is a great time to be a UFAA member!

*The Board of Directors  
The United Farmers Agents Association*