



Farm newsletter

In this issue: New farm rules to expand automated underwriting, finding a lay-up credit in eCLIQ®, risk management resources for farms and more!

New eCLIQ rules to facilitate more automated approvals

eCLIQ employs a sophisticated rules engine to facilitate automated underwriting for certain types of risks, bypassing underwriting referrals so you can bind new business the moment you receive a quote.

In recent months, we've added to the rules eCLIQ uses to automate the underwriting of farm and agribusiness risks. The more we expand these rules, the more risks you can write without a referral.

Here are just a few of the hundreds of farm policies eCLIQ has automatically approved:



Cattle ranch in Montana, including a dwelling, six farm structures, three tractors and an ATV



Soybean farm in North Carolina, including a dwelling and acreage



Hobby farm in Texas, including a dwelling, barn, storage shed and acreage

[Start a farm quote in eCLIQ today.](#)

Upcoming training opportunities

Farm Knowledge Bites sessions
20 minutes

Date: September 17

Time: 1 p.m. ET

Date: September 22

Time: 11 a.m. ET

[Register](#)

How to quote farm in eCLIQ
90 minutes

Date: October 15

Time: 2 p.m. ET

[Register](#)



Finding a lay-up credit in eCLIQ

Farms often own vehicles that serve a particular purpose for a limited time, such as trucks used to transport fruit to a distributor during harvest.

You can confirm for yourself in eCLIQ whether an applicable vehicle has a lay-up credit – and save yourself a call to your underwriter. Simply follow the steps below.

How to find a lay-up credit in eCLIQ

1. Launch eCLIQ.
2. Find the account.

For a policy	For a quote
<ol style="list-style-type: none">3. Select the Policies tab.4. Click Business Auto.5. Select View History from the drop-down menu.6. Click the appropriate transaction number from the Transaction No. column.7. Select Read Only from the drop-down menu.8. Open rating worksheet PDF in Rating Worksheet column.9. Scroll down to the vehicle you want and look for the usage credit.	<ol style="list-style-type: none">3. Select the Quotes/Applications tab.4. Click the quote/application number in the Quote/App # Column.5. In the Version No. column, click the appropriate version number.6. From the drop-down menu, select Read Only.7. Open rating worksheet PDF in Rating Worksheet column.8. Scroll down to the vehicle you want and look for the usage credit.

The rating worksheet displays the Farm usage Factor, while the summary page shows the lay-up period dates.

Safety and risk control resources for farms

Liberty Mutual SafetyNet™ offers complimentary tools, training and resources to help your clients improve workplace safety, protect property and prevent accidents. Many of these resources are specific to agricultural safety.



Model safety plan: dairy farms



Farm fire safety checklist



Farmer's lung (hypersensitivity pneumonitis)



Working safely with livestock



Preventing agricultural equipment crashes



Food safety in farm operations



Power take off safety for tractors



Wildfire safety

[Visit Liberty Mutual SafetyNet for more information.](#)

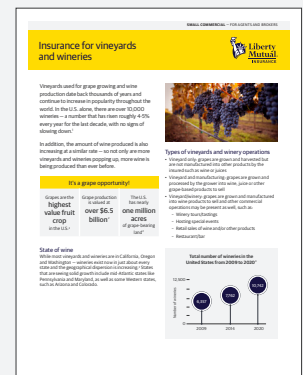
What we are writing

Beef cattle, except feedlots	General farms, primarily crops
Canned and cured fish	General farms, primarily livestock and animal specialties
Corn	Horses and other equine
Dairy farms	Tree nuts
Field crops, except cash grains, not elsewhere classified	Wheat

We've got a nose for wineries

We want to write wineries throughout the United States, where they've grown in number 4-5% annually and spread to most states over the last decade. From small family-owned vineyards to full-scale wine manufacturing operations, we have the expertise to tailor coverage to your winemaking clients' unique needs.

[Learn more about writing wineries](#)



COVID-19
Update & resources

Liberty Mutual is here for you

[Learn more about how we're responding to COVID-19.](#)



Not available in AK, CT, DE, FL, HI, LA, MA, ME, NH, NJ, NY, RI, VT.

Availability of coverage may vary by state. Please contact your farm underwriter for details.

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