



In September 2008, The Carroll Companies, LLC and its subsidiary Insuring Lawyer, LLC were selected as a **Best Practices Agency**.

The Carroll Companies, LLC qualified for this status by ranking among the top performers in the annual *Best Practices Study* conducted by the Independent Insurance Agents & Brokers of America (IIABA) and Reagan Consulting.

The purpose of the *Best Practices Study* is to compile the operating statistics of the country's leading agents and brokers. To achieve this objective, the firms included in the annual study must first be nominated for participation by an insurance carrier. The agency must then submit detailed financial and operational information which is analyzed, scored, and ranked objectively for inclusion in the study on the basis of operational excellence including growth, profitability, productivity, and financial stability.

Over 800 out of 300,000 insurance firms from around the country were nominated in six revenue categories ranging from "Under \$1.25 Million" in annual revenue to "Over \$25Million" in annual revenues. More than 300 agencies submitted data. **Only 195 agencies scored high enough to qualify for inclusion.**

To retain the Best Practices Agency status The Carroll Companies, LLC and its subsidiaries must submit year-end results for review each year. Every third year, when new agency nominations are accepted, The Carroll Companies, LLC and its subsidiaries must re-qualify as one of the top performers in revenue category. **The Carroll Companies, LLC & Insuring Lawyer, LLC are pleased to have retained the Best Practices Agency status since 1999.**

Participation in the Best Practices Study has become a prestigious recognition of the superior accomplishments of the top insurance agencies in each of the revenue size categories studied. The Carroll Companies, LLC and its subsidiaries inclusion with these 195 outstanding agents and brokers clearly recognizes us as an industry leader.

Founded in 1896, IIABA is the nation's oldest and largest national association of independent insurance agents and brokers, representing a network of more than 300,000 agents, brokers and their employees nationally. Its members are businesses that offer customers a choice of policies from a variety of insurance companies. Independent agents and brokers offer all lines of insurance – property, casualty, life and health—as well as employee benefit plans and retirement products.

Reagan Consulting is a financial and management consulting firm specializing in services to the insurance distribution system. Clients include the leading brokers, agents and bank-insurance programs in the United States. They provide thought leadership to the banking and insurance industries through perennial research, seminars, and other industry forums.