

**PRESS RELEASE**

**FOR IMMEDIATE RELEASE**

**HOWARD W. PHILLIPS & COMPANY – LOCAL AGENCY NAMED AS ONE OF AREAS TOP INSURANCES AGENCIES BY INDUSTRY ASSOCIATION**

Washington, DC, October 1, 2007 – Howard W. Phillips & Company, a Washington, DC based insurance brokerage firm, has been selected as a “Best Practices” designated agency by Independent Insurance Agents & Brokers of America (IIABA). This honor recognizes Howard W. Phillips & Co. as one of the leading insurance agencies in the United States.

Each year the IIABA and Reagan Consulting, an Atlanta-based management consulting firm, join forces to study the country’s leading agencies. The agencies comprising the study are selected every third year through a comprehensive nomination and qualifying process. Howard W. Phillips & Co., along with the other chosen agencies, will retain their “Best Practices” designation over the next three years by submitting extensive financial and operational data for review each year.

This year, more than 800 independent agencies throughout the U.S. were nominated to take part in the “Best Practices” study but fewer than 200 qualified for “Best Practices” designation. Qualifying agencies are nominated by either an IIABA affiliated state association or an insurance company and qualify based on operational success.

Howard W. Phillips & Company was established in 1916. Howard W. Phillips. & Co. offers customers a choice of policies from a variety of insurance companies and covers all lines of insurance – property, casualty, life & health and benefit plans. For

further information, please contact Michael Cauley of Howard W. Phillips & Company at 202-331-9200 or [mcauley@hwphillips.com](mailto:mcauley@hwphillips.com).

IIABA was founded in 1896 and is the nation's oldest and largest national association of independent insurance agents and brokers. IIABA represents a network of more than 300,000 agents, brokers and their employees nationally.