

PRESS RELEASE

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HOWARD W. PHILLIPS & CO – LOCAL AGENCY INCLUDED IN IIABA’S BEST PRACTICES STUDY

WASHINGTON, DC, October 1, 2007 – Howard W. Phillips & Co. is part of an elite group of independent insurance agencies around the United States participating in the Independent Insurance Agents & Brokers of America (IIABA) “Best Practices” Study Group.

Each year the IIABA and Reagan Consulting, an Atlanta-based management consulting firm, join forces to study the country’s leading agencies in six revenue categories. The agencies comprising the study groups are selected every third year through a comprehensive nomination and qualifying process and awarded a “Best Practices Agency” designation. The selected “Best Practices” agencies retain their status during the three-year cycle by submitting extensive financial and operational data for review each year.

More than 800 independent agencies throughout the U.S. were nominated to take part in the annual study, but only 195 agencies qualified for the honor. The agency was nominated by either an IIABA affiliated state association or an insurance company and qualified based on its operational excellence.

The *Best Practices Study* was initiated by IIABA in 1993 as the foundation for efforts to improve agency performance. The annual survey and study of leading independent insurance agencies documents the business practices of the “best” agencies and urges others to adopt similar practices.

Howard W. Phillips & Co. Insurance Agency was founded in 1916 and can offer insurance products from the leading insurance companies. For further information, please contact Edward E. Bonifant or Michael A. Cauley of Howard W. Phillips & Co. at 202-331-9200

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. Web address: www.hwphillips.com