



In the fall of 2006 Scott Insurance was selected as a “Best Practices Agency”. Scott qualified for this status by ranking among the top performers in the *Best Practices Study* conducted by the Independent Insurance Agents & Brokers of America (IIABA) and Reagan Consulting.

“Best Practices Agencies” are selected every three years through a comprehensive nomination and qualification process. To qualify, firms must be nominated by an insurance company or an IIABA state association and must then submit detailed financial and operational information which is analyzed, scored, and ranked objectively for inclusion in the study on the basis of client retention and services, employee productivity, financial results and overall management achievement.

More than 900 independent insurance agencies and brokers of varying sizes across the U.S. were nominated to take part in the selection process, but only 195 agencies – the top 30 in each of six revenue groups and 15 in a seventh category for mega-sized agencies – qualified for inclusion in the study and earned the designation of “Best Practices Agency.”

To retain our “Best Practices” status over the three-year cycle, we must submit financial and operational data for review each year. We are pleased to have retained our status for 2006.

Participation in the *Best Practices Study* has become a prestigious recognition of the superior accomplishments of the top insurance agencies in each of the seven size categories studied. Our inclusion with these outstanding agents and brokers clearly recognizes us as an industry leader.

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