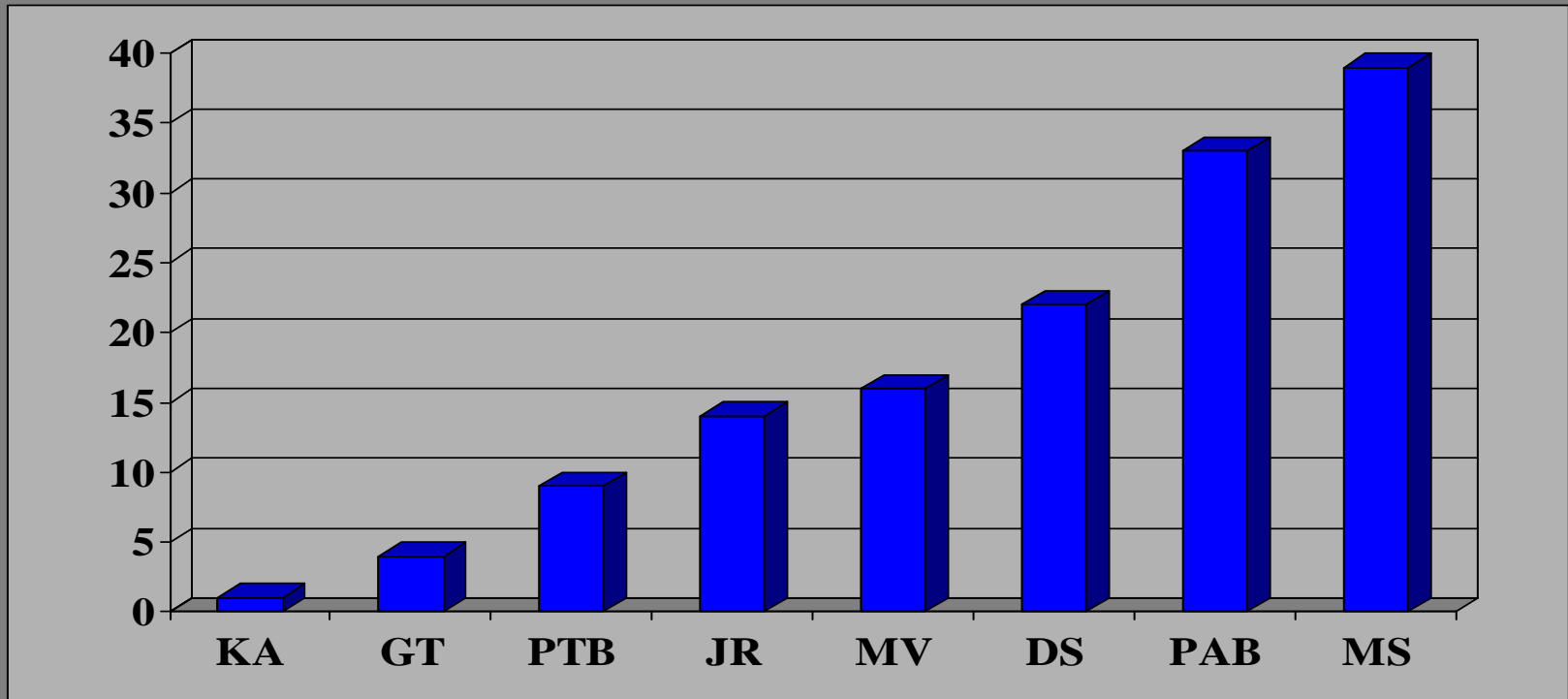


**BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD.
COMBINED STAFF TENURE TOTALS 264 YEARS
OF EXECUTIVE LINE EXPERTISE AS OF JANUARY 01, 2012**

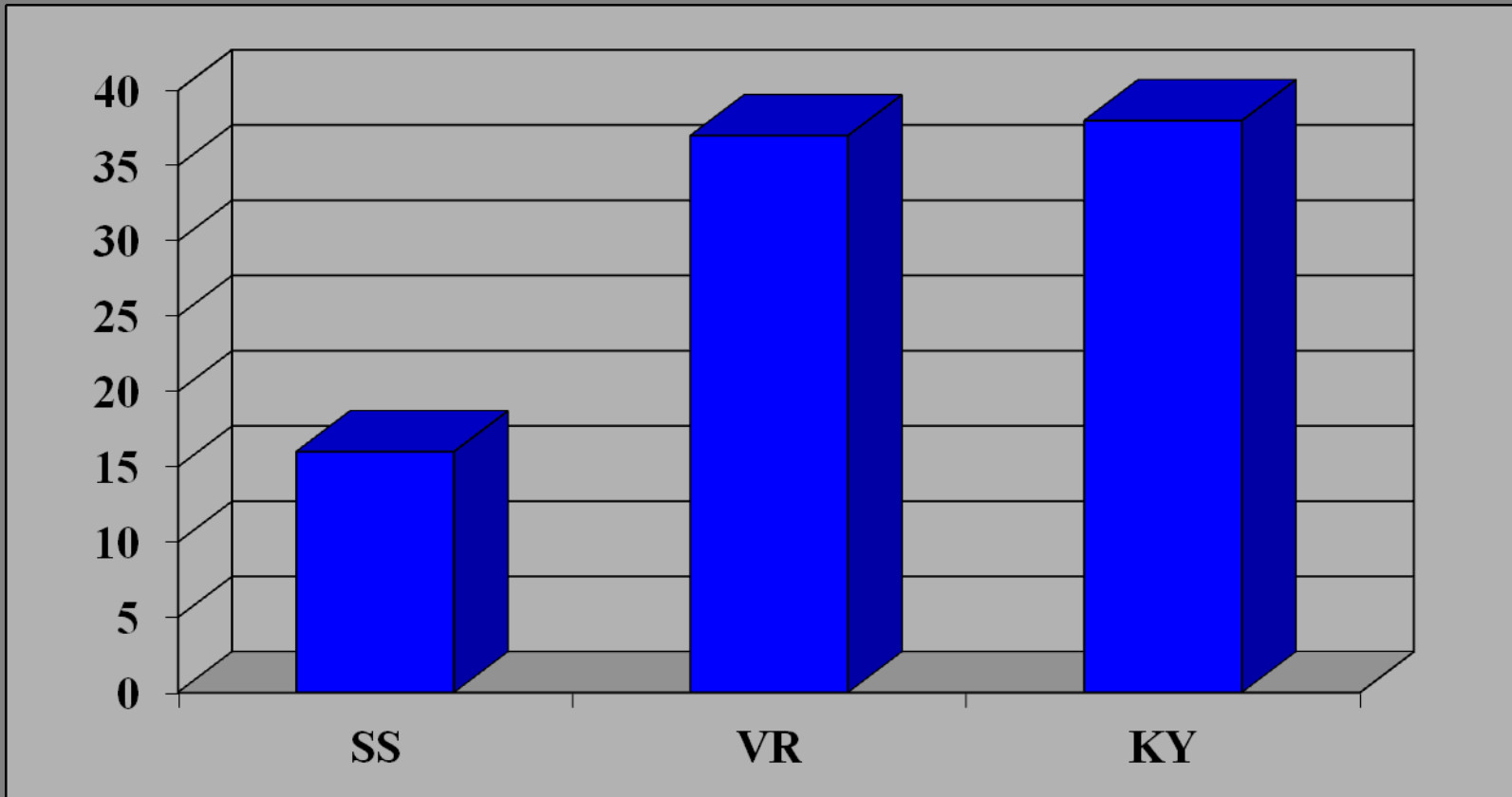


BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD. DALLAS & AUSTIN STAFF TENURE (138 YEARS)



**Kelli Ansley (KA) Gina Tram (GT) Philip T. Blais (PTB)
Jenny Ridgley (JR) Mona Voelkner (MV) Dave Swann (DS)
Pam A. Blais (PAB) Mark Swope (MS)-Austin**

BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD. HOUSTON STAFF TENURE (91 YEARS)



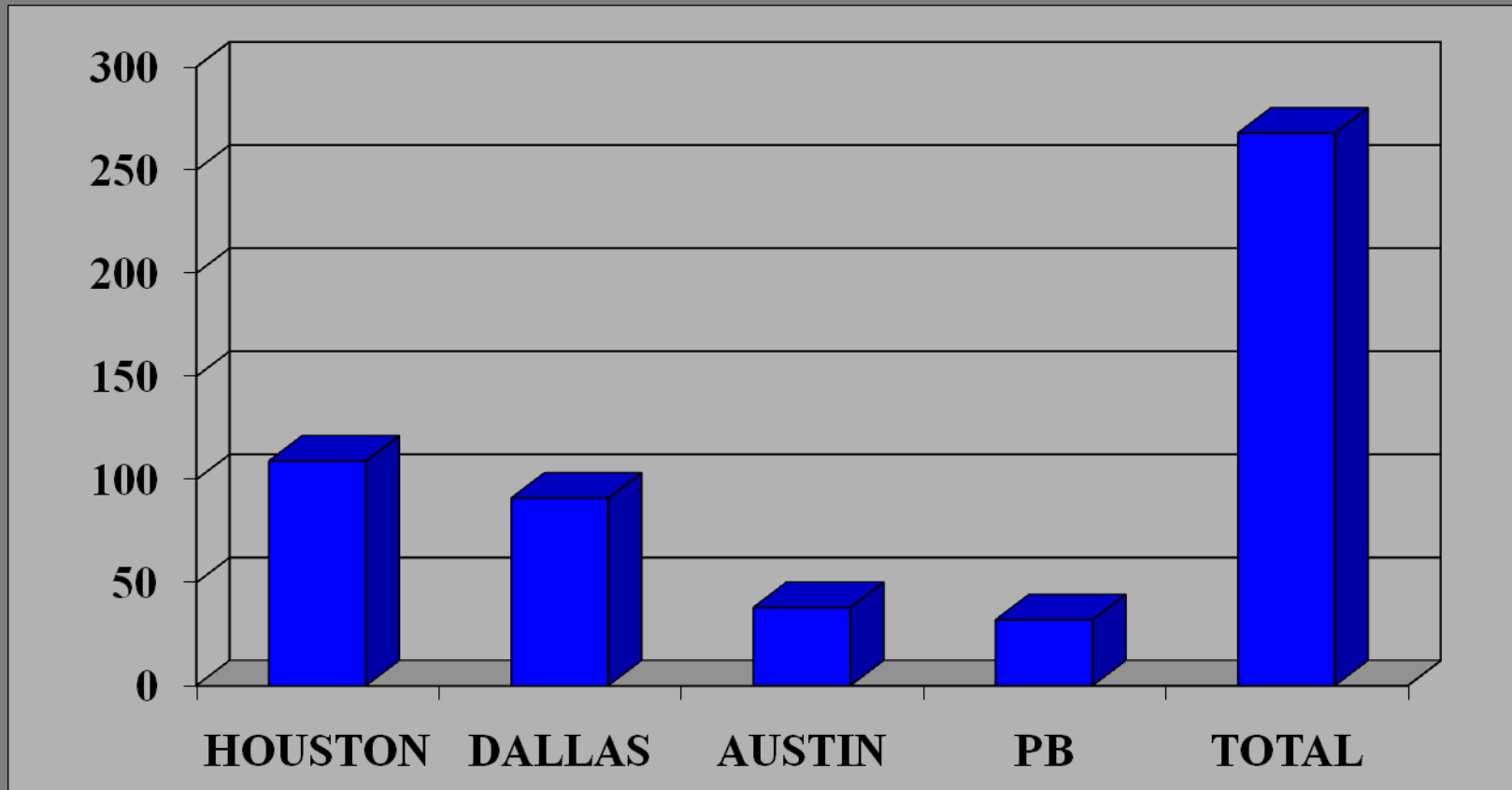
Scott Stortzum (SS) Vikki Robinson (VR)
Kathy Younger (KY)

**BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD.
PHIL BLAIS TENURE (35 YEARS)**



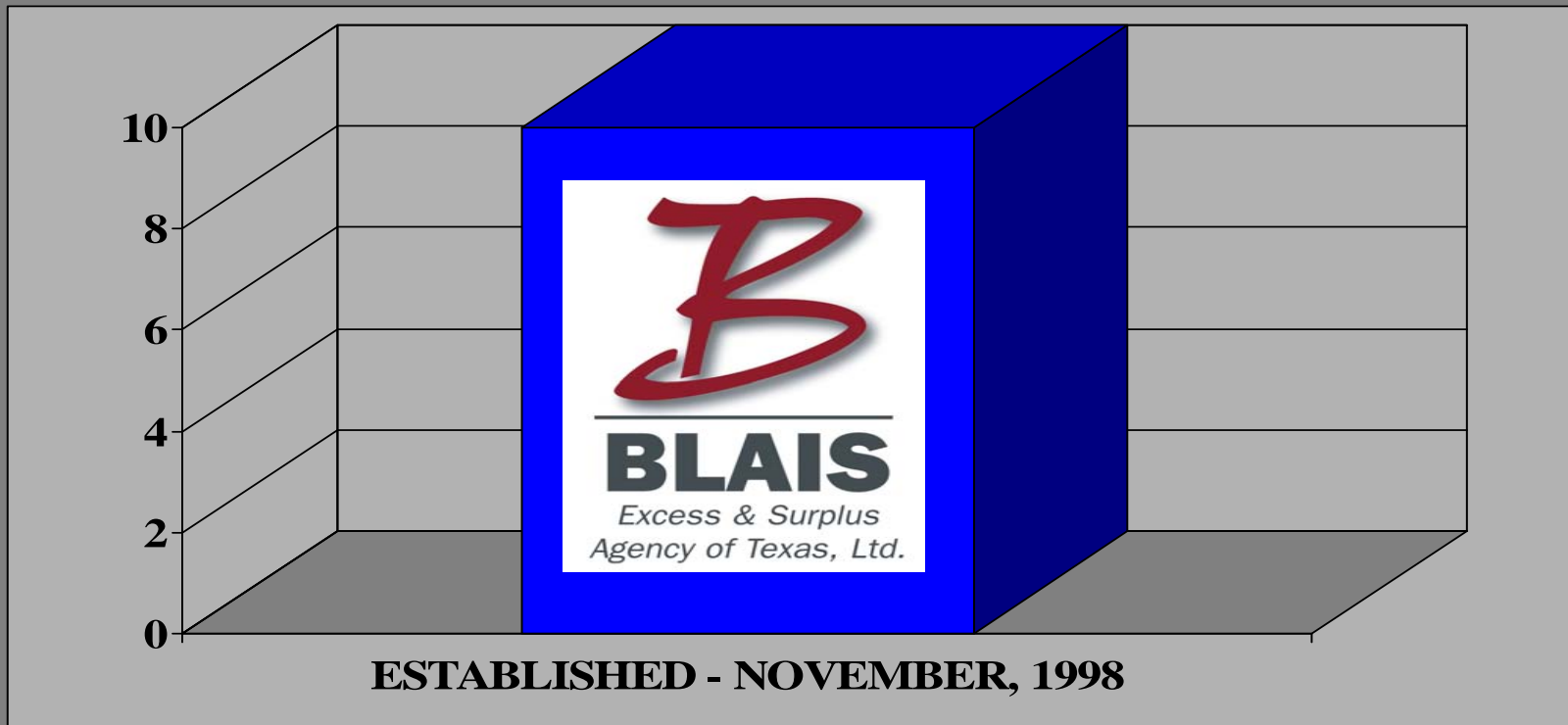
PHILIP L. BLAIS

BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD. COMBINED STAFF TENURE (264 YEARS)



**HOUSTON (91 COMBINED YEARS) DALLAS (99 COMBINED YEARS)
AUSTIN (39 COMBINED YEARS) PHIL BLAIS (35 YEARS)
TOTAL = 264 COMBINED YEARS OF EXPERTISE**

**BLAIS EXCESS & SURPLUS AGENCY OF TEXAS LTD.
CREATED IN NOVEMBER, 1998**



**THE BLAIS ORGANIZATION WAS ESTABLISHED BY PHILIP L. BLAIS
NOVEMBER, 1998**