

1. ANNUAL GROSS INSURANCE REVENUE

Include	<ul style="list-style-type: none">• Revenue generated by insurance agencies owned by your organization• Property, casualty, business lines
Exclude	<ul style="list-style-type: none">• Insurance income from affiliate / 3rd party agencies• Credit product insurance fees, i.e. credit life/disability, GAP, warranty (See consumer lending [05])

Answer: _____

Format: \$0

2. INSURANCE SERVICES MANAGEMENT FTE

Include	<ul style="list-style-type: none">• Supervising, managing insurance services FTE
Exclude	<ul style="list-style-type: none">• Other insurance activities

Answer: _____

Format: 0.00

3. INSURANCE AGENT FTE

Include	<ul style="list-style-type: none">• Licensed insurance agent activities
Exclude	<ul style="list-style-type: none">• Outsourced / 3rd party insurance agents

Answer: _____

Format: 0.00

4. INSURANCE SERVICES SUPPORT FTE

Include	<ul style="list-style-type: none">• Any non-agent insurance operations functions
Exclude	<ul style="list-style-type: none">• Outsourced / 3rd party insurance support

Answer: _____

Format: 0.00