

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 FTE

Include	<ul style="list-style-type: none">• Licensed insurance agent activities• Non-agent insurance operations / support functions
Exclude	<ul style="list-style-type: none">• Outsourced / third party insurance agents and support

Answer: _____

Format: 0.00

3. AVERAGE INSURANCE SERVICES RESOURCE COST

Include	<ul style="list-style-type: none">• Total salaries and benefits expense per insurance services FTE
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Answer: _____

Format: \$0