

News Release

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HOTCHKISS
INSURANCE AGENCY, INC.

Hotchkiss Insurance Agency, Inc. Announces Farrah Carlton as their Latest Associate to Earn Prestigious CIC Designation

DALLAS, TX—May 24, 2005- Hotchkiss Insurance Agency, Inc. (HIA), a leading provider of custom designed insurance programs and services to business, associations and franchise operations announced today that Farrah Carlton is their latest associate to earn her CIC (Certified Insurance Counselors) designation from The National Alliance for Insurance Education & Research in Austin, Texas. Earning a CIC designation requires that a student take all five CIC institutes and one Certified Risk Manager (CRM) course, pass all five CIC Institute examinations within five calendar years after completing the first CIC exam or pass any four CIC institute examinations plus any one of the five CRM course examinations within 5 calendar years after completing the first CIC or CRM exam.

Ms. Carlton joined HIA in 1994 while a high school student. She continued working at HIA through college receiving her Bachelor of Science Degree in Business Administration with a concentration in finance from the University of Texas at Dallas. Currently Ms. Carlton is Operations Manager for the Home Builder Division at HIA. As such, Ms. Carlton is responsible for working with program carriers, overseeing the renewal process, examining audits and serving as account executive on major accounts.

“Farrah brings a wealth of knowledge and experience to our agency. Her diligence and dedication to learning all she can to be the best she can be is a tremendous asset to our agency,” says Doug Hotchkiss, president of HIA. “Based on HIA’s commitment to training, Farrah is an excellent example of what continuing education can help one achieve,” he continues.

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“I have watched HIA continue to grow into the multi-location successful agency that it is over the past seven years and I am excited to see what the future holds for an organization committed to providing the best trained staff for our customers,” say Ms. Carlton. “It is a pleasure and privilege to be part of such a high quality organization,” she goes on to say.

Currently Hotchkiss Insurance Agency ranks among the top five of Texas insurance agencies based on its number of CIC participants, with 47 CIC participants, 16 CICs, 40 CISR participants, 12 CISRs, 10 CRM participants, 1 CRM, 19 NCIM participants, and 6 DSR participants for a total of 71 individuals that either participate in the educational programs or have achieved designations. Additional designations held by HIA associates include the prestigious Chartered Property Casualty Underwriter (CPCU) from the American Institute for CPCU and Insurance Institute of America (IIA), as well as Associate in Risk Management Designation (ARM).

For more information about this news release, contact Susan Shahon at HIA by email at sshahon@hiainc.com or by phone at (972) 512-7760. For more information about Hotchkiss Insurance Agency, Inc. visit www.hiainc.com.

About Hotchkiss Insurance Agency

Founded in 1975, Hotchkiss Insurance Agency, Inc. (HIA) is an independent insurance agency offering a broad range of insurance products and services including commercial and personal insurance, life and health insurance, and workers’ compensation. As a member of select associations and the recipient of many local and statewide endorsements, HIA has developed specialty programs for many industries including; general contractors, home builders, landscape and irrigation contractors, nurseries, restaurants and churches. Headquartered in Dallas, Texas, HIA has statewide locations in Houston, San Antonio, College Station, Hill Country, and Kingwood.

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