



NATIONAL FLOOD INSURANCE PROGRAM

Bureau and Statistical Agent

W-03009

MEMORANDUM TO: Write Your Own (WYO) Principal Coordinators and
NFIP Servicing Agent

FROM: WYO Clearinghouse

DATE: February 24, 2003

SUBJECT: 2003 National Flood Conference
Agency of the Year Contest

Attached is information that will help you nominate an insurance agency for the 2002 Agency of the Year Award. Please distribute this information within your organization as appropriate.

The forms and conference information also can be found on our web site at
www.fema.gov/nfip/pdf/agencycontest2003.pdf.

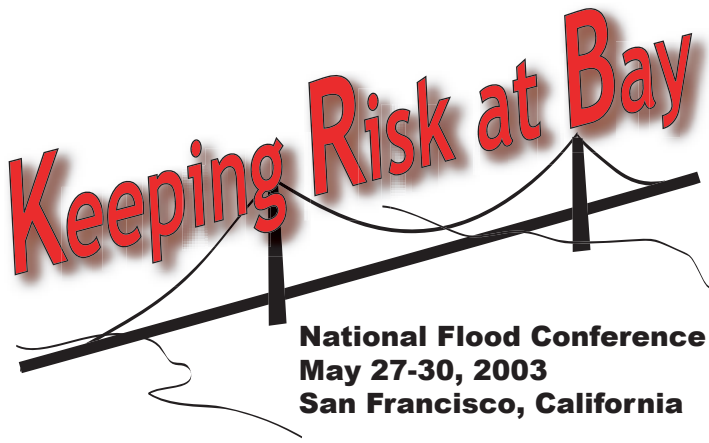
Entries must be received by March 28, 2003.

If you have any questions, please contact your Program Coordinator.

Enclosure

cc: Vendors, IBHS, WYO Standards, FIPNC, WYO Marketing Committee,
FEMA Regional Offices, NFIP Regional Offices, Government Technical Monitor

Suggested Routing: Accounting, Claims, Data Processing, Marketing, Underwriting



ANNOUNCING THE NFIP 2002 AGENCY OF THE YEAR CONTEST

Each year, the Federal Insurance & Mitigation Administration (FIMA), part of the Federal Emergency Management Agency (FEMA), recognizes outstanding insurance industry partners and others with special awards for their contributions to the National Flood Insurance Program (NFIP).

The Agency of the Year Award

Three insurance agencies are recognized for their efforts to:

- Achieve superior flood insurance policy growth
- Implement innovative marketing strategies
- Participate in flood awareness activities
- Adhere to established underwriting guidelines

Nominations must include all information requested on the attached form. Anyone may submit a nomination, including but not limited to: WYO companies, insurance trade associations, lenders, claims adjusters, flood zone determination companies, FEMA and NFIP Regional Offices, state and local officials, and other insurance agencies.

All nominations are reviewed by the Selection Committee, which consists of one member each from the Flood Insurance Producers National Committee, the WYO Marketing Committee, and the Flood Insurance Committee of the Institute for Business and Home Safety. After their review, they select the three insurance agencies that most deserve the Agency of the Year Award.

The winning agencies will be announced at the 2003 National Flood Conference Awards Luncheon on Thursday, May 29. The NFIP will provide lodging and will waive conference registration fees for one representative from each of the winning agencies.

To nominate an agency for the Agency of the Year, send your completed forms and any supporting materials to:

NFIP Bureau & Statistical Agent
Attn: Catherine R. King, CMP
Meeting Coordinator
7700 Hubble Drive
Lanham, MD 20706

Deadline: Friday, March 28, 2003

Questions? Call Catherine King at 301-918-1439, or send an e-mail to CatherineR.King@fema.gov



AGENCY OF THE YEAR CONTEST NOMINATION FORM

To nominate an insurance agency, please provide the following information. If you need more space, attach additional pages and indicate which question you are responding to.

1. Agency _____
Address _____ City _____ State _____ Zip Code _____
Phone No. _____ Fax No. _____
Email address _____
Name and title of person who will accept award _____
2. How much flood insurance is in place (respond to one or both)?
Insurance in Force \$ _____
Policies in Force _____
3. What has been the trend of growth in flood insurance policies over the past year? _____

4. How many people have contributed to the flood insurance sales effort? _____
5. What marketing strategies does the agency implement to increase flood insurance policy sales? _____

6. What activities has the agency participated in to increase awareness of floods? _____

7. Has the agency adhered to established underwriting guidelines (give examples, if possible)? _____
8. Other information about the agency that you believe qualifies them to win the Agency of the Year Award. _____

9. Attach samples, if possible, of the agency's efforts (e.g., marketing materials, advertisements, letters, programs from conventions/conferences, trade show listings of exhibitors, etc.).

Submitted by:

Name _____ Title _____
Organization _____
Address _____ City _____ State _____ Zip Code _____
Phone No. _____
Fax No. _____
E-mail Address _____

Send your nomination to:

NFIP Bureau & Statistical Agent
Attn: Catherine R. King, CMP
Meeting Coordinator
7700 Hubble Dr.
Lanham, MD 20706

Deadline for nominations is Friday, March 28, 2003.