


PROJECTION OF ANNUAL TRANSACTIONS											
Year	Zero	1	2	3	4	5	6	7	8	9	10
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Issuing Offices Participating		16,000	17,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500
Industry policies		10,000,000	10,200,000	10,404,000	10,612,080	10,824,322	11,040,808	11,261,624	11,486,857	11,716,594	11,950,926
Market Share Joining this year		80.0%	7.5%	5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Market Share On Board		80.0%	87.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%
Forward Policies Posted this year		4,000,000	6,502,500	8,336,205	8,967,208	9,464,516	9,909,125	10,187,547	10,455,911	10,672,352	10,888,787
Back Policies Posted this year		8,310,464	779,700	524,000	0	0	0	0	0	0	0
Total Policies posted this year		12,310,464	7,282,200	8,860,205	8,967,208	9,464,516	9,909,125	10,187,547	10,455,911	10,672,352	10,888,787
Posting per day		49,242	29,129	35,441	35,869	37,858	39,637	40,750	41,824	42,689	43,555
Total Policies in pool		12,310,464	19,592,664	28,452,869	37,420,077	46,884,593	56,793,718	66,981,265	77,437,176	88,109,528	98,998,316
% of Industry's Prior 10 Yrs in Pool		8.3%	13.1%	20.0%	28.0%	36.5%	45.2%	54.0%	62.9%	70.0%	76.1%
Attempted (Direct) as % of industry		16.0%	25.5%	32.1%	34.6%	35.4%	35.8%	35.9%	35.9%	35.9%	35.9%
Attempted (Agency) as a % of industry		14.4%	23.0%	31.7%	40.1%	48.4%	49.5%	50.0%	50.0%	50.0%	50.0%
Attempted (Both) as a % of industry		30.4%	48.5%	63.8%	74.7%	83.7%	85.3%	85.8%	85.8%	85.8%	85.8%
Attempts this year		3,040,000	4,941,900	6,635,151	7,921,918	9,064,828	9,420,017	9,664,726	9,860,318	10,057,524	10,258,675
Attempts each day		12,160	19,768	26,541	31,688	36,259	37,680	38,659	39,441	40,230	41,035
Found as a % of industry		3.0%	7.3%	14.0%	22.0%	30.5%	38.6%	46.4%	54.0%	60.1%	65.3%
Found		303,514	744,497	1,459,368	2,329,668	3,304,810	4,257,966	5,220,522	6,200,907	7,036,747	7,804,415
Found per day		1,012	2,590	5,307	8,875	13,219	17,032	20,882	24,804	28,147	31,218
% Searches from issuing AIO's		15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
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December 2, 2001											

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Year	Zero	1	2	3	4	5	6	7	8	9	10
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Breakdown Of Issuing Office Retrievals:											
% Backfiles Directly Posted by U/W's		70%	70%	70%	70%	70%	70%	70%	70%	70%	
Backfiles Retrieved as a % of Total											
Files Retrieved		90%	80%	70%	55%	40%	25%	10%	5%		
Backfiles Retrieved - Total		273,162	595,598	1,021,558	1,281,317	1,321,924	1,064,491	522,052	310,045	-	-
Posted by Underwriters		191,214	416,918	715,090	896,922	925,347	745,144	365,437	217,032		
Posted by Directs		32,779	71,472	122,587	153,758	158,631	127,739	62,646	37,205		
Posted by Agents		49,169	107,208	183,880	230,637	237,946	191,608	93,969	55,808		
Total		273,162	595,598	1,021,558	1,281,317	1,321,924	1,064,491	522,052	310,045		
Forward Policies Retrieved - Total		30,351	148,899	437,810	1,048,350	1,982,886	3,193,474	4,698,470	5,890,862	7,036,747	7,804,415
Posted by Underwriters		0	0	0	0	0	0	0	0	0	0
Posted by Directs		12,141	59,560	175,124	419,340	793,154	1,277,390	1,879,388	2,356,345	2,814,699	3,121,766
Posted by Agents		18,211	89,340	262,686	629,010	1,189,731	1,916,085	2,819,082	3,534,517	4,222,048	4,682,649
Total		30,351	148,899	437,810	1,048,350	1,982,886	3,193,474	4,698,470	5,890,862	7,036,747	7,804,415
Policies Retrieved By Posting AIO:											
15% of Total; X% of AIO Posted; X=		41%	34%	29%	24%	21%	18%	16%	16%	15%	15%
By Directs		18,211	44,670	87,562	139,780	198,289	255,478	313,231	372,054	422,205	468,265
By Agents		27,316	67,005	131,343	209,670	297,433	383,217	469,847	558,082	633,307	702,397
Retrieved Policies Posted by other than retrieving AIO:											
Posted by Underwriter		191,214	416,918	715,090	896,922	925,347	745,144	365,437	217,032	-	-
Posted by Directs		26,709	86,362	210,149	433,318	753,497	1,149,651	1,628,803	2,021,496	2,392,494	2,653,501
Posted by Agents		40,064	129,543	315,224	649,977	1,130,245	1,724,476	2,443,205	3,032,244	3,588,741	3,980,252
Total		257,987	632,823	1,240,463	1,980,218	2,809,088	3,619,271	4,437,444	5,270,771	5,981,235	6,633,753
Underwriter Share of AIO Fees:											
From self posting		1,912,136	4,169,185	7,150,905	8,969,220	9,253,467	7,451,440	3,654,366	2,170,318	-	-
From direct office posting		267,092	863,617	2,101,490	4,333,182	7,534,966	11,496,507	16,288,030	20,214,958	23,924,939	26,535,011
Total		2,179,228	5,032,801	9,252,395	13,302,402	16,788,433	18,947,947	19,942,396	22,385,275	23,924,939	26,535,011
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Year	11	12	13	14	15	16	17	18	19	20
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Issuing Offices Participating	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500
Industry policies	12,189,944	12,433,743	12,682,418	12,936,066	13,194,788	13,458,683	13,727,857	14,002,414	14,282,462	14,568,112
Market Share Joining this year	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total Market Share On Board	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%	92.5%
Forward Policies Posted this year	11,275,698	11,501,212	11,731,237	11,965,861	12,205,179	12,449,282	12,698,268	12,952,233	13,211,278	13,475,503
Back Policies Posted this year										
Total Policies posted this year	11,275,698	11,501,212	11,731,237	11,965,861	12,205,179	12,449,282	12,698,268	12,952,233	13,211,278	13,475,503
Posting per day	45,103	46,005	46,925	47,863	48,821	49,797	50,793	51,809	52,845	53,902
Total Policies in pool	110,274,014	121,775,226	133,506,463	145,472,324	157,677,503	170,126,785	182,825,053	195,777,286	208,988,564	222,464,067
% of Industry's Prior 10 Yrs in Pool	81.6%	86.2%	88.8%	89.9%	90.5%	90.9%	91.0%	91.1%	91.1%	91.1%
Attempted (Direct) as % of industry	35.9%	35.9%	35.9%	35.9%	35.9%	35.9%	35.9%	35.9%	35.9%	35.9%
Attempted (Agency) as a % of industry	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Attempted (Both) as a % of industry	85.8%	85.8%	85.8%	85.8%	85.8%	85.8%	85.8%	85.8%	85.8%	85.8%
Attempts this year	10,463,848	10,673,125	10,886,588	11,104,319	11,326,406	11,552,934	11,783,992	12,019,672	12,260,066	12,505,267
Attempts each day	41,855	42,693	43,546	44,417	45,306	46,212	47,136	48,079	49,040	50,021
Found as a % of industry	70.0%	74.0%	76.2%	77.1%	77.7%	78.0%	78.1%	78.2%	78.2%	78.2%
Found	8,538,500	9,204,103	9,664,296	9,979,591	10,254,078	10,501,617	10,727,705	10,950,072	11,170,146	11,393,861
Found per day	34,154	36,816	38,657	39,918	41,016	42,006	42,911	43,800	44,681	45,575
% Searches from issuing AIO's	15%	15%	15%	15%	15%	15%	15%	15%	15%	15%
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