



5407 Hwy 5 North / Bryant, Arkansas 72022 / Phone: 800-477-1710 or 501-664-1710 / Fax: 501-664-1755

September 12, 2018

Dear Valued AIF Agent:

RE: Marketing Rep in your area next week

This letter is a follow up to the announcement in July that Arkansas Insurance Facilities (AIF) has joined Hull and Company, a member company of Brown & Brown, Inc., a publicly-held company (NYSE:BRO).

Effective this month, you have begun to see the Hull & Co. name and logo on all correspondence as we strive to continue *business as usual* to avoid any interruption to you or your customers. We are looking to quickly expand our capabilities in Arkansas as well as provide the specialized insurance products that you need to grow your business.

Our Marketing Team will be calling on you next week and we are hopeful you will allow them the time for a quick introduction to your team and a short discussion on the needs of your Agency. Being part of one of the nation's leading independent, publicly-held insurance intermediaries, we have resources available at our disposal.

Once again, I thank you for your support of AIF over the past years.

We are very excited about the opportunity ahead and working together to grow your agency. If you have any questions, please feel free to contact my office.

We WELCOME you to the Hull & Company family and thank you in advance for the opportunity to visit with you next week.

Sincerely,

Jason Sutterfield

Vice President, Hull and Company – Arkansas

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