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3Q19

SUBMIT DATE
REPORT

FLORIDA MARKETPLACE ACTIVITY

TOTAL 3Q19 FLORIDA PREMIUM REPORTED



↑ 17%
FROM 3Q18

3Q19 PREMIUM & POLICY COUNT

	3Q	YTD		FROM 3Q18
Total Premium	\$1,450,612,616	\$5,245,545,119	↑	17%
Policy Count	345,297	994,409	↑	11%
Average Cost Per Policy	\$4,201	\$5,275	↑	5%

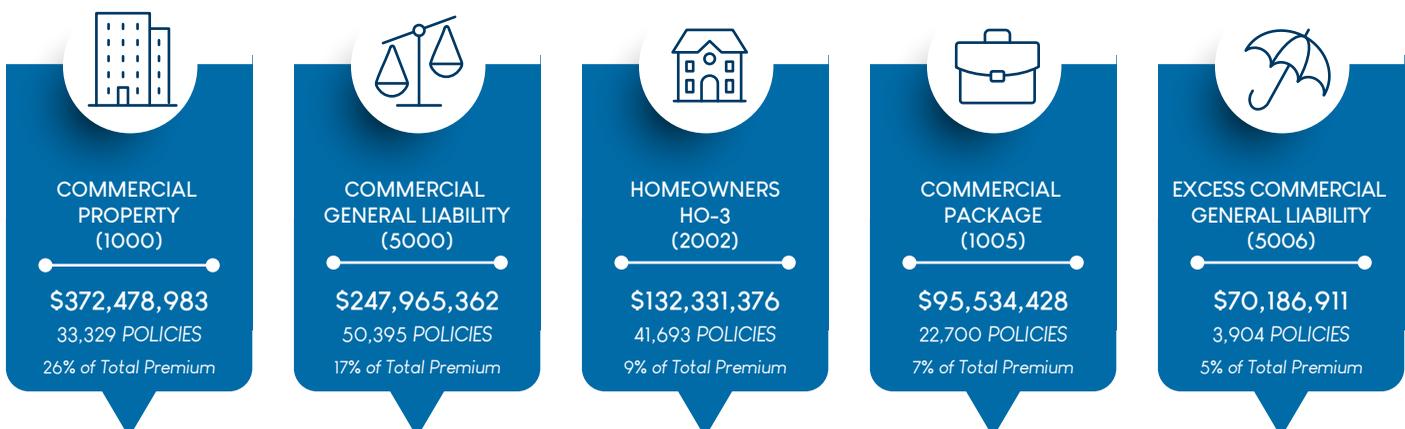
3Q19 TAXES, FEES, & ASSESSMENTS

	3Q
Taxes	\$68,516,116
Fees	\$1,830,931
Assessments	\$422,435

TOP INSURERS BY PREMIUM

3Q19 RANK	INSURER	PREMIUM	PERCENT OF TOTAL PREMIUM	3Q18 RANK
1	LLOYD'S UNDERWRITERS AT LONDON	\$396,517,530	27%	1
2	SCOTTSDALE INSURANCE COMPANY	\$70,883,431	5%	3
3	LEXINGTON INSURANCE COMPANY	\$68,426,275	5%	2
4	INDIAN HARBOR INSURANCE COMPANY	\$55,416,412	4%	4
5	NATIONAL FIRE AND MARINE INSURANCE COMPANY	\$43,102,232	3%	8

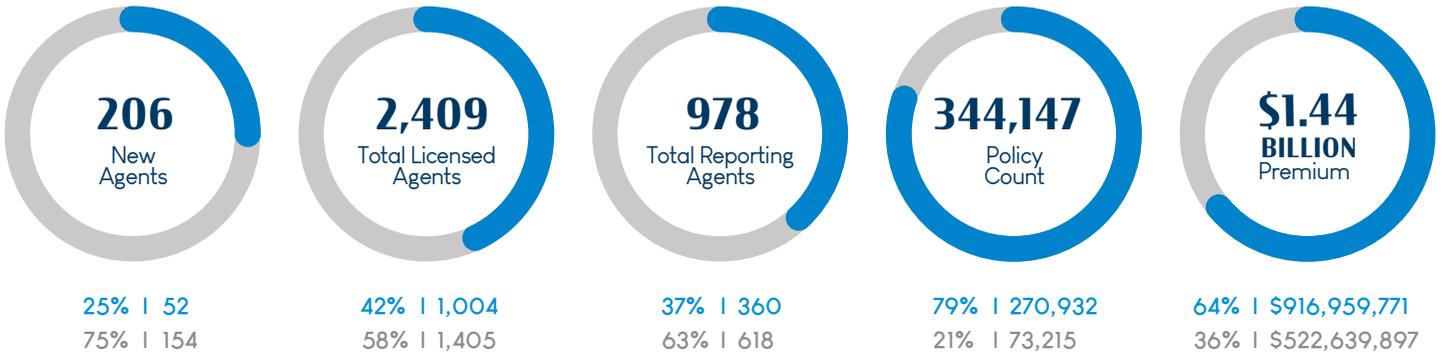
TOP COVERAGES BY PREMIUM



Data herein is based upon policy transactions submitted between 07/01/19 and 09/30/19 and is current as of 10/01/19. All figures have been rounded to the nearest dollar amount.

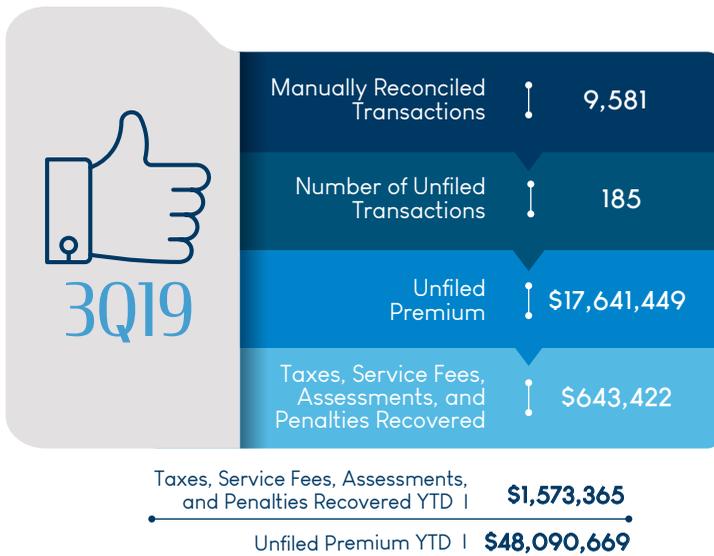
AGENT ACTIVITY

● Resident
● Non-Resident

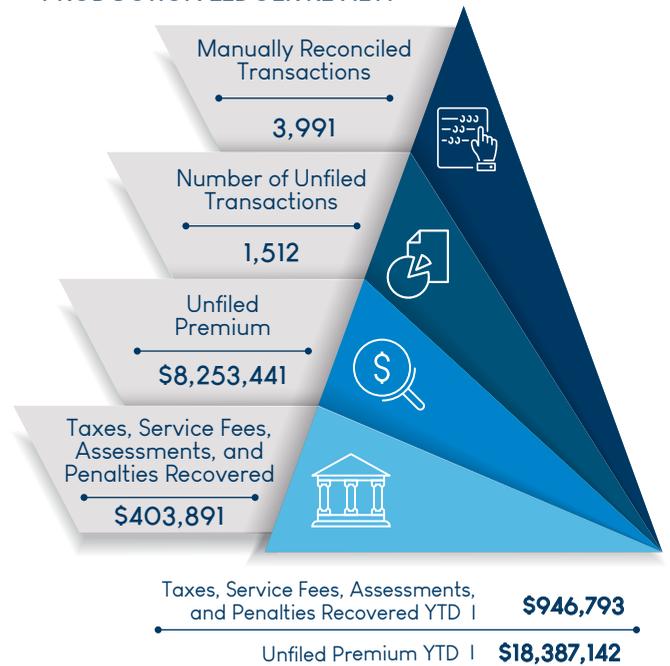


FINANCIAL REVIEWS

PREMIUM RECONCILIATION



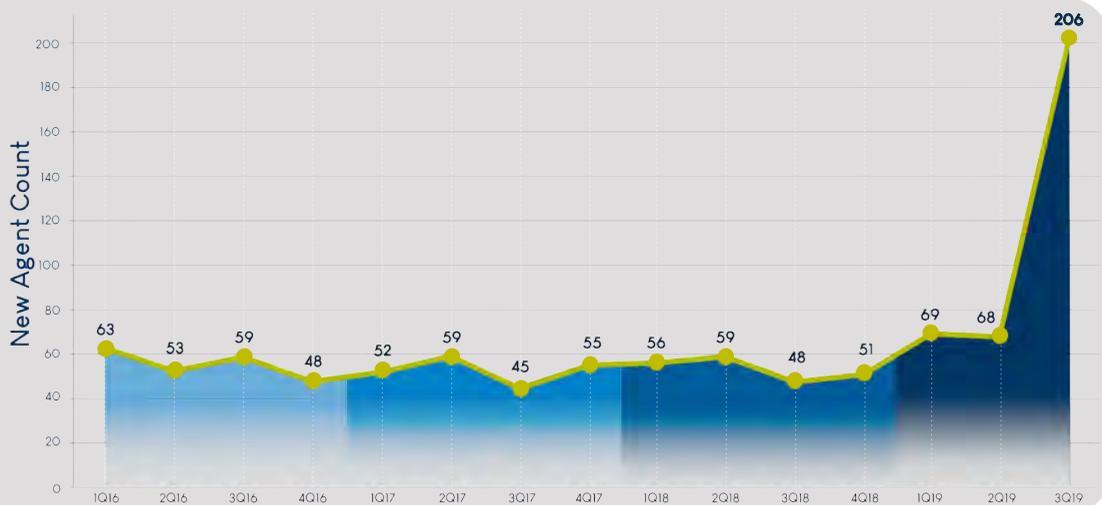
PRODUCTION LEDGER REVIEW



ANALYTICS

RECORD NUMBER OF AGENTS REGISTERED WITH FSLSO

FSLSO used analytical tools to cross reference licensing data made available by the Florida Department of Financial Services to identify agents who had not registered with the FSLSO. Staff was able to contact and register nearly 50% more agents in the third quarter than the first two quarters combined.



MARKETPLACE MONITORING

EDUCATION



60-HOUR PRE-LICENSING COURSE

15
NEW ENROLLEES

13
COMPLETE



STUDY MANUALS

69
TOTAL

52 Hard Copy
17 E-Book

CE COURSE

5-Hour Law & Ethics Update
General Lines

5
HOURS

COMPLIANCE REVIEW







99

Compliance Reviews

292 YTD

96%

Final Grade¹

96% YTD

94%

Regulatory Requirements

93% YTD

98%

Financial Requirements

98% YTD

99%

Data Requirements

99% YTD

Industry Grade

PRODUCT & BUSINESS DEVELOPMENT

NEW PRODUCT LAUNCH

NEW

Launched
September
2019

60-HOUR SURPLUS LINES
PRE-LICENSING COURSE

New Features • New LMS Host
Updated Content



SLICE

(Surplus Lines Information
& Compliance Education Course)

17
NEW ENROLLEES

11
COMPLETE

Enrolled YTD | **212**

Completed YTD | **67**

CUSTOMER OUTREACH



- AICP Annual Conference
- FIC 2019 Summer Symposium
- FSLA Annual Conference
- LAAIA Annual Convention
- WSIA Annual Marketplace

COMMUNITY OUTREACH

Second Harvest Food Bank

ECHO Back-to-School Drive

9/11 Day of Remembrance

FEATURED PRODUCTS & SERVICES

FLSO PALMCAST

- 34** FAIA Convention Interviews

David Thompson, Education Instructor, FAIA
Conor O'Leary, President, Shelly, Middlebrooks & O'Leary, Inc.
R.C. Chaffin, Chairman and CEO, SeaCoast Underwriters, Inc.
- 123** Policy Fee Updates
- 34** Interview with Leslie Chapman-Henderson • FLASH

191 • Total Media Plays for 3Q19



WEBSITE



86,802

TOTAL PAGE VIEWS

50% - Tax Estimator
5% - Agent Procedures Manual
1% - Market Data Reports

ELECTRONIC COMMUNICATION

20

E-News, E-Alerts & Advisors

21%

Viewed by Customers



¹Weighted average of regulatory requirements, financial requirements, and data requirements.