

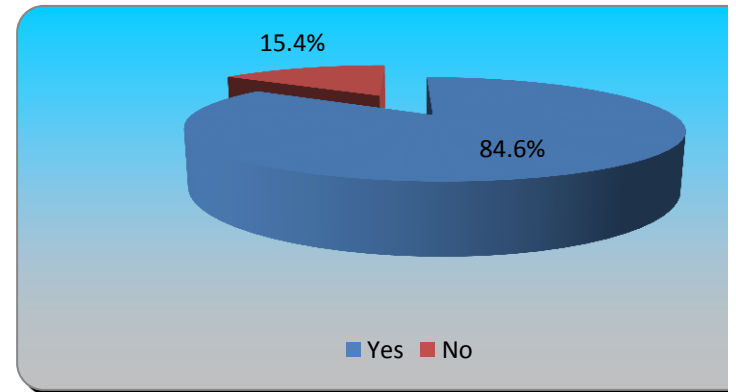
Turning Graphical Results by Question

Session Name: Current Session

Created: 5/6/2013 5:00 PM

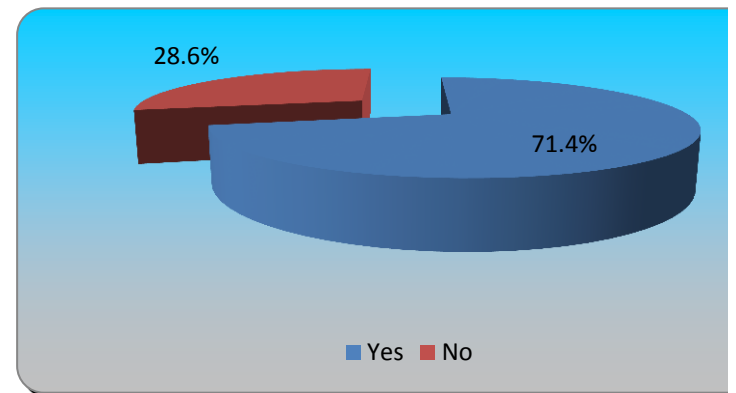
1.) Program Administrators: Have you launched a program from the ground up? (multiple choice)

	Responses	
Yes	33	84.62%
No	6	15.38%
Totals	39	100%



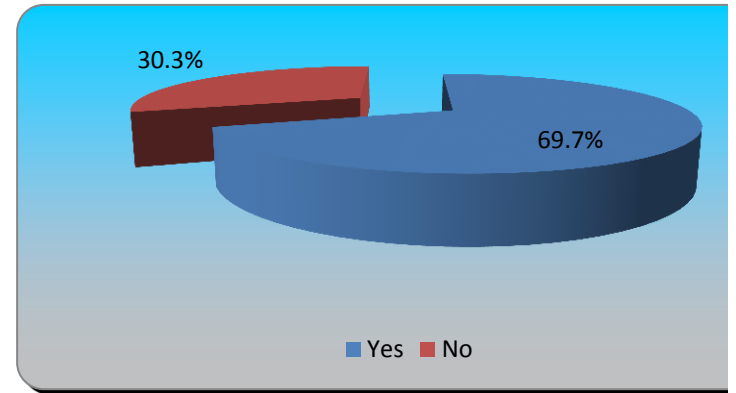
2.) Have you launched a new program from an existing book of business that was not a program? (multiple choice)

	Responses	
Yes	10	71.43%
No	4	28.57%
Totals	14	100%



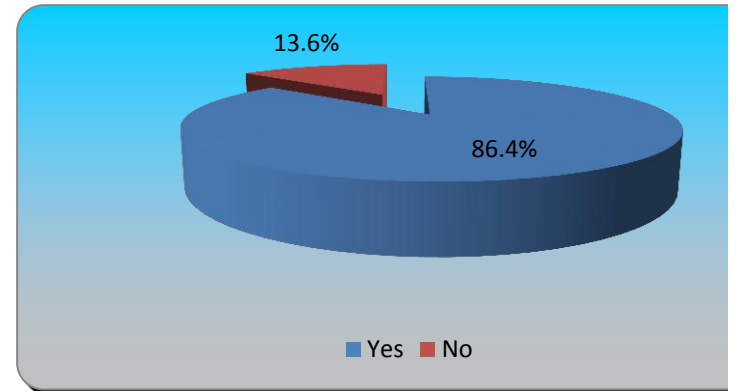
3.) Have you launched a new program from an existing book of business that was not a program? (multiple choice)

	Responses	
Yes	23	69.70%
No	10	30.30%
Totals	33	100%



4.) In the next 12 months, do you plan to implement a program either from the ground up or from an existing book? (multiple choice)

	Responses	
Yes	38	86.36%
No	6	13.64%
Totals	44	100%

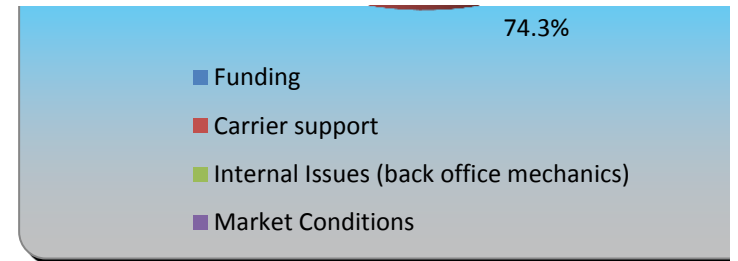


5.) In your opinion which is the most difficult issue to address in implementing a new program? (multiple choice)

	Responses	
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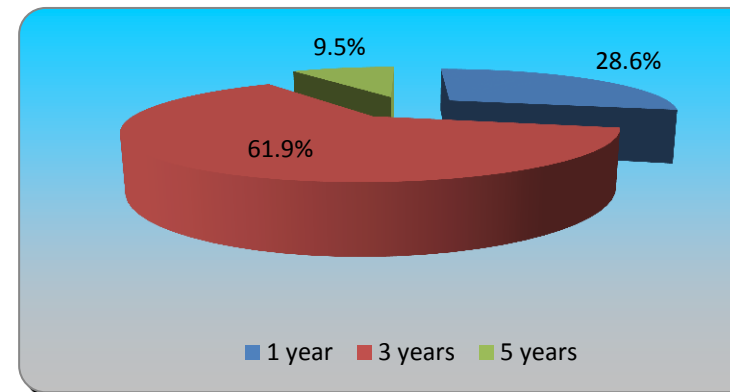


Funding	2	5.71%
Carrier support	26	74.29%
Internal Issues (back office mechanics)	3	8.57%
Market Conditions	4	11.43%
Totals	35	100%



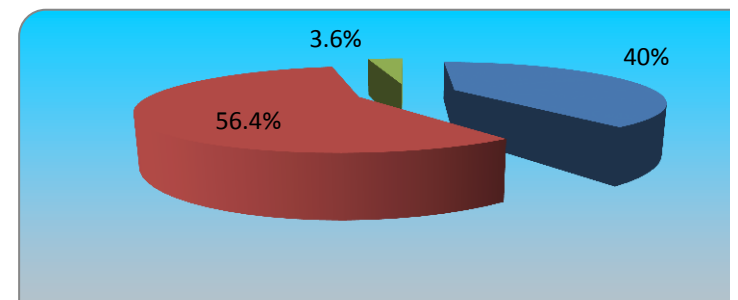
6.) What amount of time is realistically needed from idea to implementation? (Expense to profit) (multiple choice)

	Responses	
1 year	12	28.57%
3 years	26	61.90%
5 years	4	9.52%
Totals	42	100%



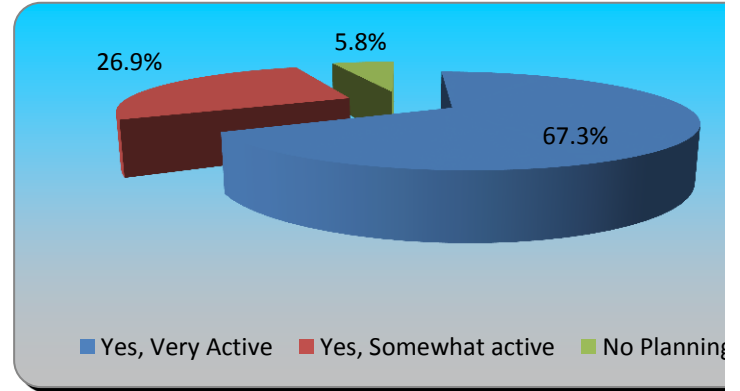
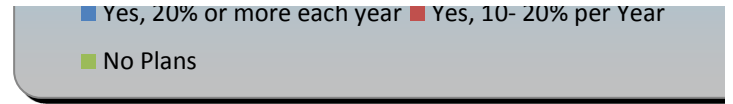
7.) Are you planning for significant organic growth over the next 5 years? (multiple choice)

	Responses	
Yes, 20% or more each year	22	40%
Yes, 10- 20% per Year	31	56.36%
No Plans	2	3.64%
Totals	55	100%



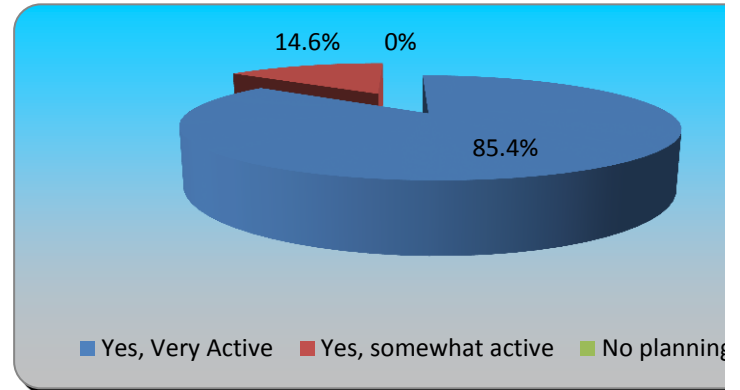
8.) Do you actively engage in strategic planning? (multiple choice)

	Responses	
Yes, Very Active	35	67.31%
Yes, Somewhat active	14	26.92%
No Planning	3	5.77%
Totals	52	100%



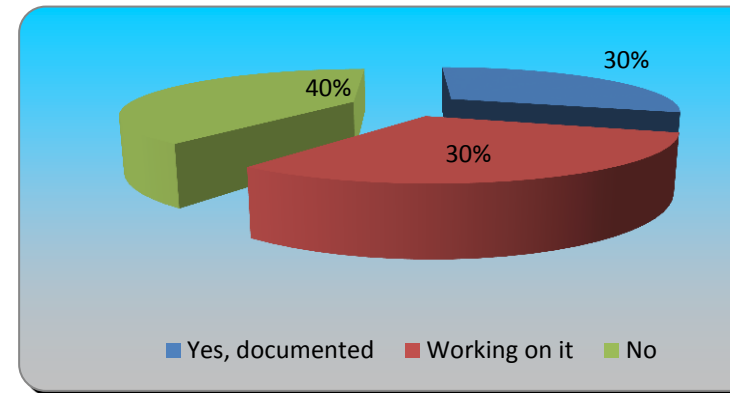
9.) Do you actively engage in tactical planning? (multiple choice)

	Responses	
Yes, Very Active	47	85.45%
Yes, somewhat active	8	14.55%
No planning	0	0%
Totals	55	100%



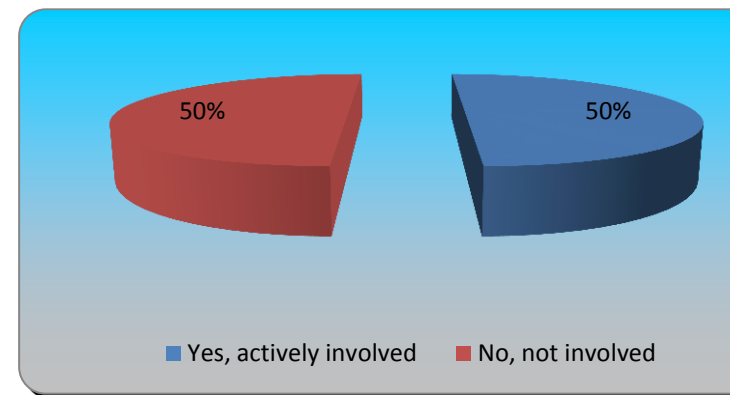
10.) Do you have a clear and documented vision statement that articulates where you want to end up in 10 years? (multiple choice)

	Responses	
Yes, documented	15	30%
Working on it	15	30%
No	20	40%
Totals	50	100%



11.) Are you currently and actively involved in the transitioning of your agency by internal perpetuation or external sale? (multiple choice)

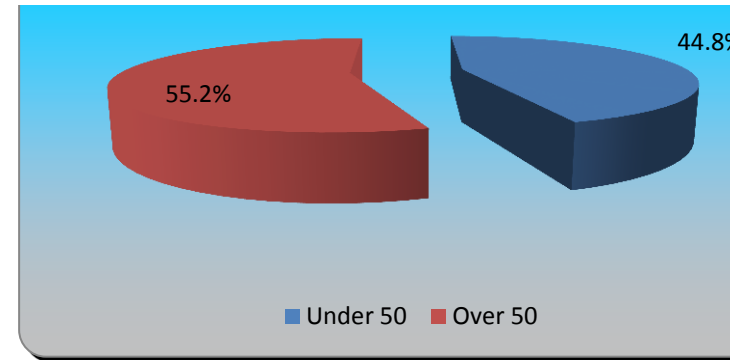
	Responses	
Yes, actively involved	22	50%
No, not involved	22	50%
Totals	44	100%



12.) How many of you considering selling and or

perpetuating are over 50? (multiple choice) **Responses**

Under 50	13	44.83%
Over 50	16	55.17%
Totals	29	100%



13.) Is it your intent to perpetuate internally or sell to a third party? (multiple choice)

party? (multiple choice) **Responses**

Perpetuate internally	17	44.74%
Sell to a third party	21	55.26%
Totals	38	100%

