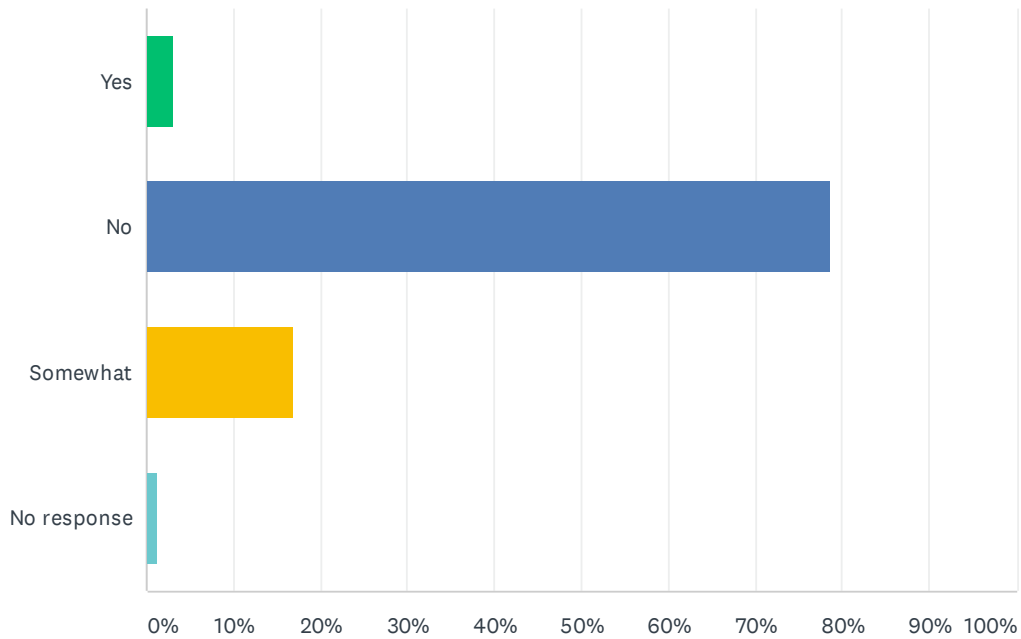


Q1 Do you trust Allstate management in how they deal with agency owners?

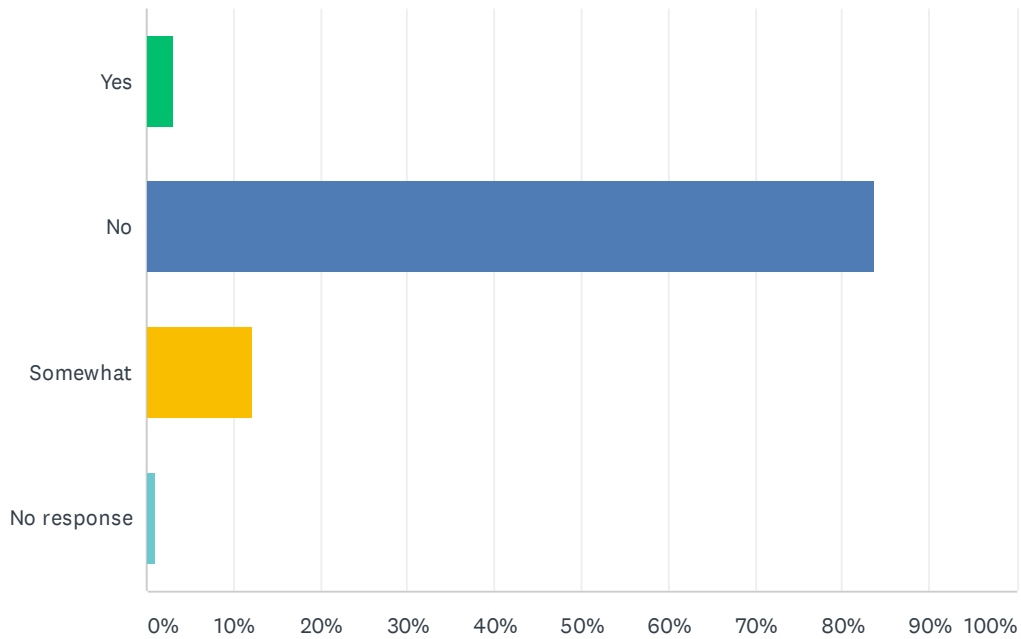
Answered: 2,239 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes	3.08%	69
No	78.74%	1,763
Somewhat	16.97%	380
No response	1.21%	27
TOTAL		2,239

Q2 Do you think the Company is being transparent with the agency owners?

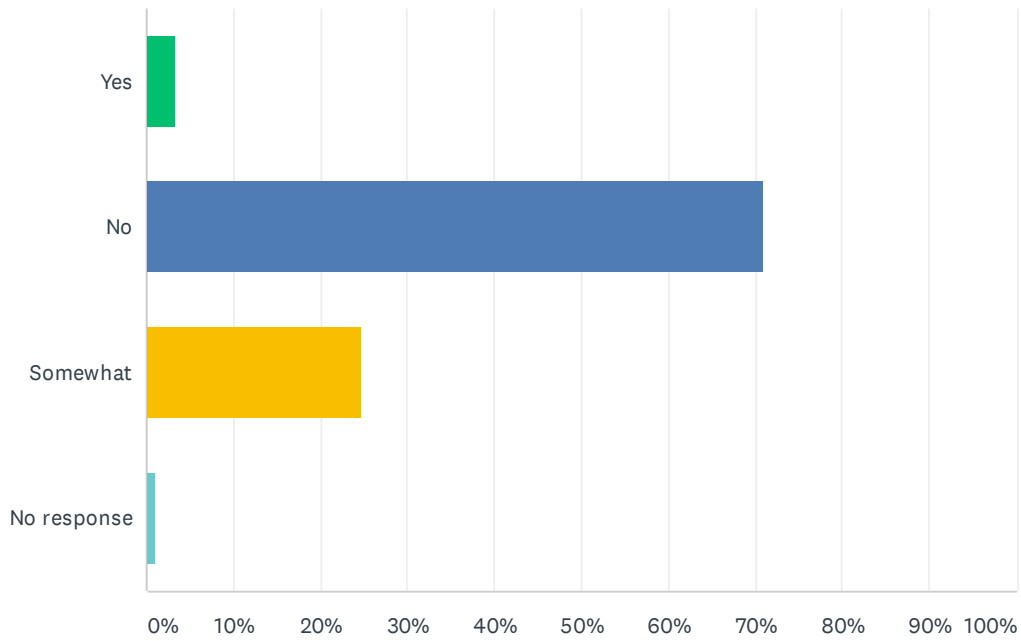
Answered: 2,227 Skipped: 25



ANSWER CHOICES	RESPONSES	
Yes	3.05%	68
No	83.70%	1,864
Somewhat	12.12%	270
No response	1.12%	25
TOTAL		2,227

Q3 Do you think the Company cares about the agency owners' well-being?

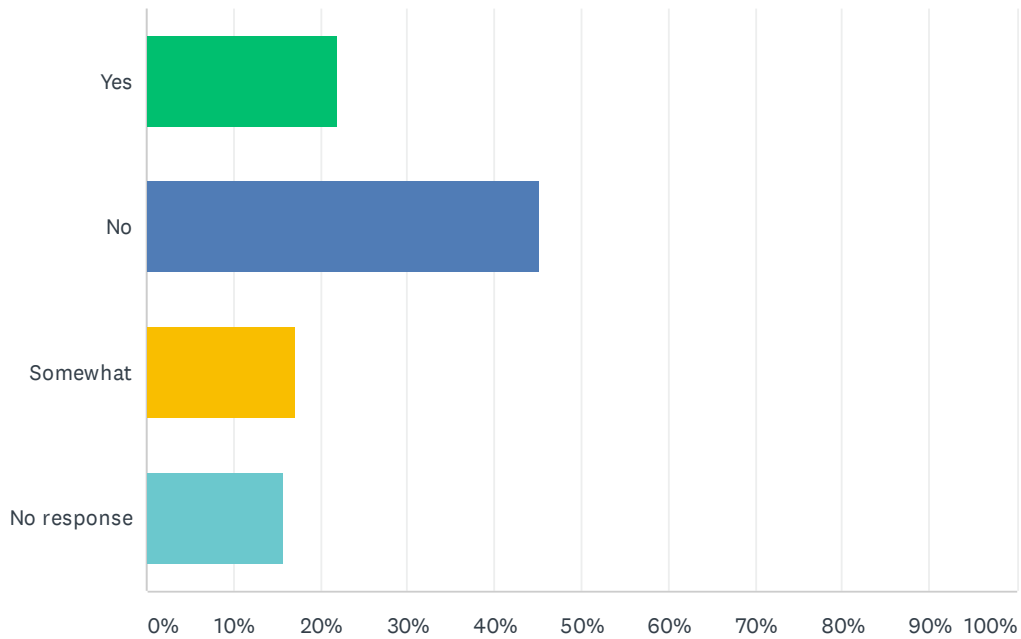
Answered: 2,243 Skipped: 9



ANSWER CHOICES	RESPONSES	
Yes	3.43%	77
No	70.84%	1,589
Somewhat	24.65%	553
No response	1.07%	24
TOTAL		2,243

Q4 Do you think you will continue to represent Allstate five years from now?

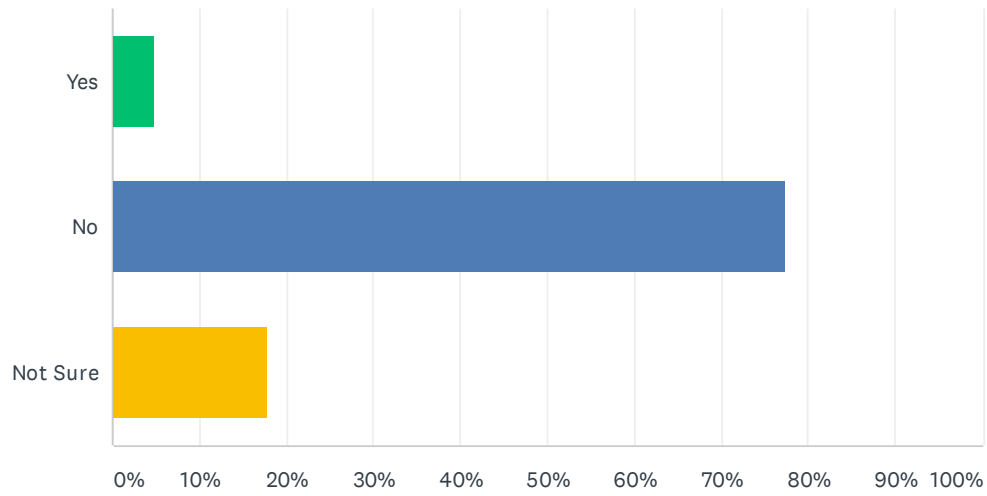
Answered: 2,243 Skipped: 9



ANSWER CHOICES	RESPONSES	
Yes	21.89%	491
No	45.21%	1,014
Somewhat	17.16%	385
No response	15.74%	353
TOTAL		2,243

Q5 Would recommend a family member or a friend start with Allstate as an agency owner?

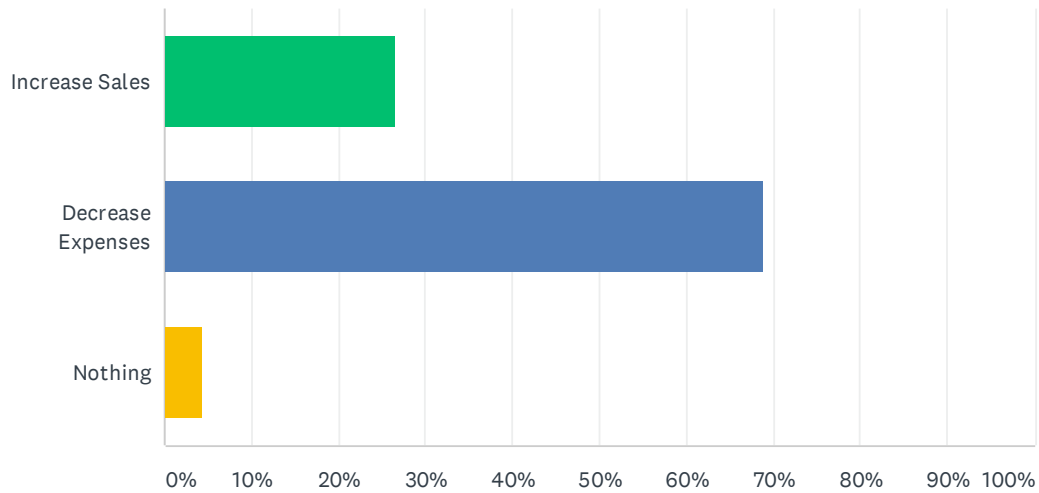
Answered: 2,245 Skipped: 7



ANSWER CHOICES	RESPONSES	
Yes	4.90%	110
No	77.42%	1,738
Not Sure	17.68%	397
TOTAL		2,245

Q6 What will you do to offset the loss of income due to the commission change?

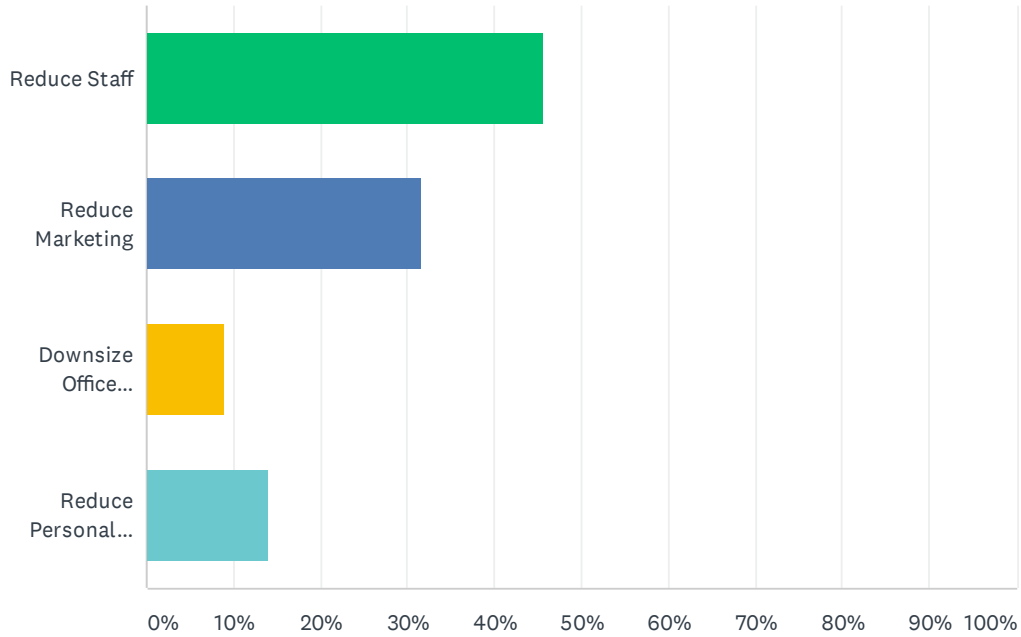
Answered: 2,239 Skipped: 13



ANSWER CHOICES	RESPONSES	
Increase Sales	26.66%	597
Decrease Expenses	68.87%	1,542
Nothing	4.47%	100
TOTAL		2,239

Q7 If you are going to decrease expenses, how?

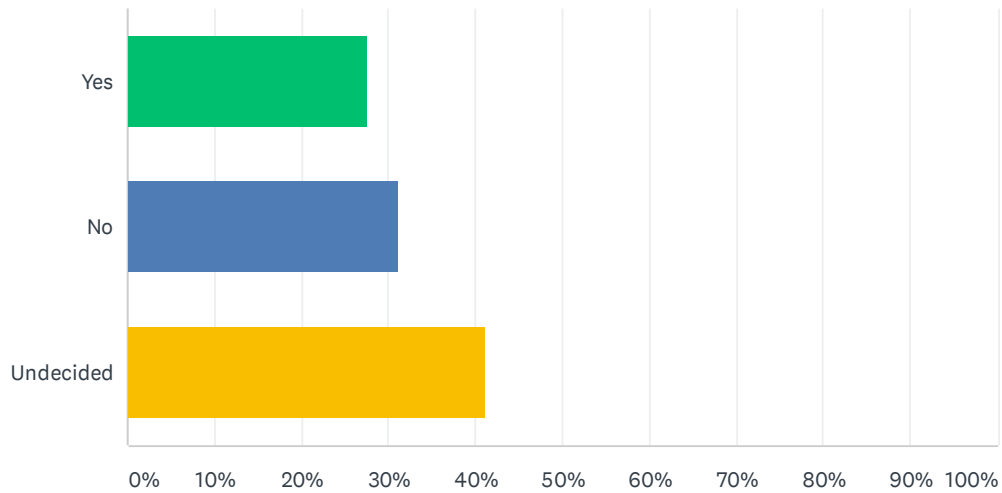
Answered: 2,143 Skipped: 109



ANSWER CHOICES	RESPONSES	
Reduce Staff	45.54%	976
Reduce Marketing	31.50%	675
Downsize Office	8.96%	192
Reduce Personal Expenses	14.00%	300
TOTAL		2,143

Q8 Are you going to look to sell your agency in the next year because of the changes?

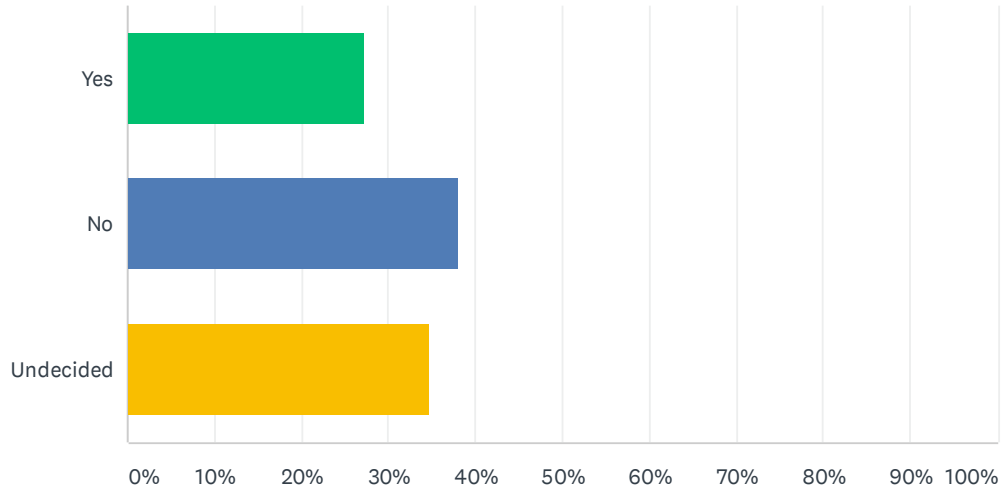
Answered: 2,244 Skipped: 8



ANSWER CHOICES	RESPONSES	
Yes	27.54%	618
No	31.24%	701
Undecided	41.22%	925
TOTAL		2,244

Q9 If you cannot sell your agency would you take TPP instead? Yes

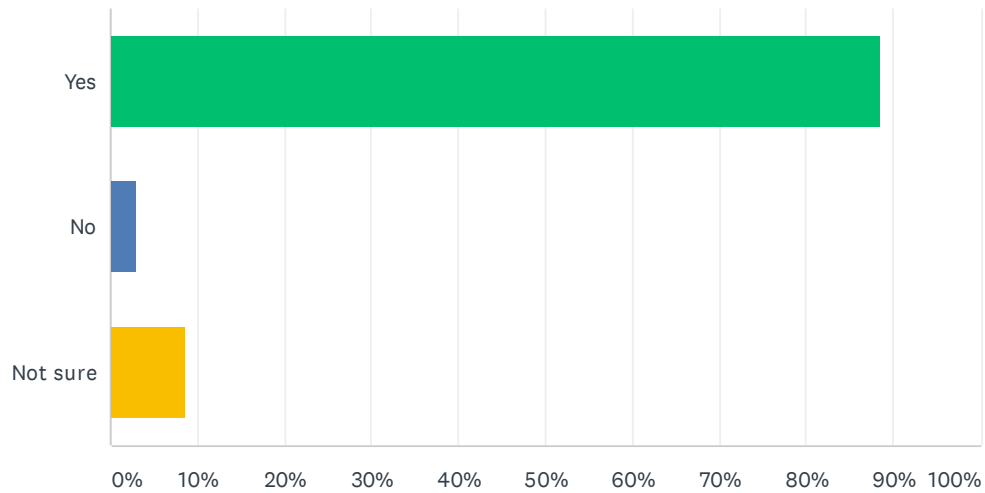
Answered: 2,229 Skipped: 23



ANSWER CHOICES	RESPONSES	
Yes	27.23%	607
No	38.04%	848
Undecided	34.72%	774
TOTAL		2,229

Q10 Do you think the value of your book will be less when you try to sell your agency due to these changes?

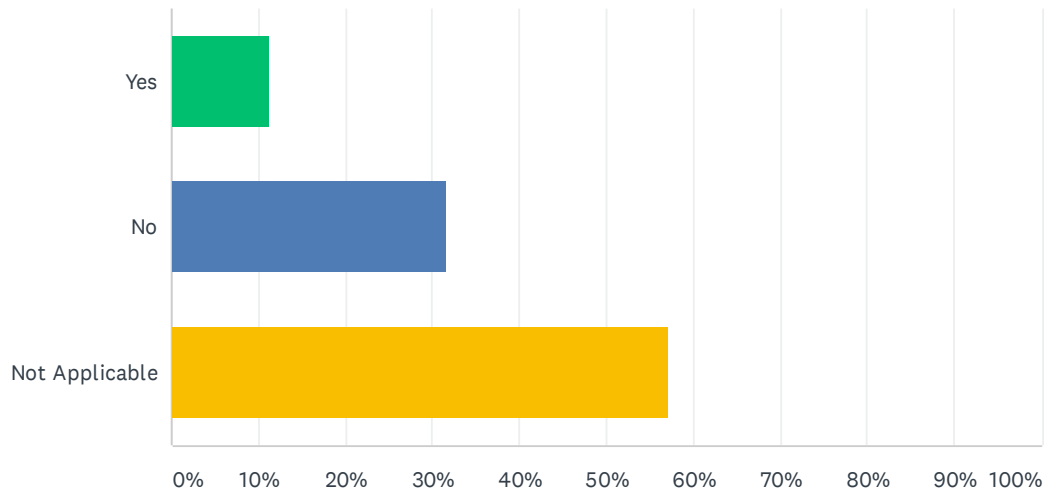
Answered: 2,247 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	88.52%	1,989
No	2.89%	65
Not sure	8.59%	193
TOTAL		2,247

Q11 Have you had someone back out of a sale because of the changes made to compensation?

Answered: 2,248 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	11.25%	253
No	31.67%	712
Not Applicable	57.07%	1,283
TOTAL		2,248