

EXHIBIT B

REQUIRED GENERAL QUESTIONNAIRE

1. Organization

Please provide an organizational chart for the proposed account manager and service team assigned to Gregg County. Be sure to also attach the following information for each team member:

- Biography
- Primary responsibility on this account
- Years of experience in insurance
- Years with the company
- Contact information (title, phone, fax, address, e-mail)

2. Financial

- A. Copy of your most recent annual report and the annual reports of your parent company
- B. Most recent A.M. Best, Standard & Poor's, Weiss, and Moody's rating (if applicable). If not rating, please explain.

3. Contracts

- A. Vendors should list specific services included in the pricing and include sample contracts.