

Torrent Technologies, Inc.

THE TORRENT

A FLOOD INSURANCE SOLUTIONS NEWSLETTER

HOLIDAY WISHES

As 2011 nears its close, we are especially mindful of how our clients, colleagues, friends and staff are the foundation of our growth and success.

The team at Torrent Technologies wishes you a very happy holiday season and looks forward to contributing to your prosperity in the New Year.



Torrent Broadens Market Focus and Leadership Team

In 2010, Torrent began the expansion of its market focus to extend into areas that, until now, have been virtually unattainable due to limitations in traditional technology. Leveraging the TorrentFlood® platform, Torrent has begun an aggressive plan to drastically improve participation of property owners in the National Flood Insurance Program (NFIP) by targeting properties that are in Special Flood Hazard Areas (SFHAs) and required by federal mandate to have flood insurance coverage but have somehow slipped through the cracks. Torrent's new solutions ensure that these properties have flood insurance and that the amount of coverage placed is accurate.

Additionally, Torrent has deepened its commitment to helping organically grow the Program by assisting our client companies in achieving their annual NFIP growth bonuses. To support all of these initiatives, Torrent has added a number of new faces to its leadership team:

- **Doug Fraley**, who joined Torrent this summer as Executive Vice President, brings more than 8 years of NFIP experience and over 25 years in Property & Casualty with a focus on agriculture, including farm owners, crop insurance and equine coverages.
- **Leila Taha**, who also joined this summer as Vice President of Emerging Markets, has come to Torrent from LPS National Flood and brings extensive and unique flood knowledge with over 16 years of experience in the flood zone determination world.
- **Bill Coughlin**, former Flood Coordinator for QBE the Americas, joined the Torrent leadership team early in 2011 as Director of Client Growth to focus primarily on helping our client companies achieve their annual NFIP growth bonuses.



Many of you already know Doug, Leila and Bill as they have all spent a number of years in the flood community. Torrent is lucky to have them as a part of the team as they all have sterling industry reputations and possess the character and integrity that supports Torrent's Statement of Values.

The Best Keeps Getting Better

TorrentFlood®, the industry's premier web-based flood processing system, is yet again boasting new enhancements to better serve the needs of our clients. Recent improvements include:

- ❑ "Map It": Enhanced mapping tool for risk management and prospecting
- ❑ NAVD/NGVD Conversion Tool
- ❑ Improved tools to update active policies
- ❑ Newly-designed Dashboards to help you manage your business better:
 - Improved visibility of pending transactions
 - Improved policy retention tools
 - Enhanced Dashboard information
 - New Agency –Level Reports: Policies-In-Force, Rollover Tracking and Written Premium
 - "Tip of the Week": Quick and easy tutorials for select TorrentFlood® features
- ❑ ...and many more!



For more information about these enhancements, contact us at info@torrentcorp.com.

Status of Flood Program Hangs in Balance



Since Hurricanes Katrina and Rita ravaged the Gulf Coast in 2005, Congress has been considering numerous reforms to the National Flood Insurance Program (NFIP) to address challenges and shortcomings that became evident during those catastrophic flooding events. In July, the House passed the Flood Insurance Reform Act of 2011 (H.R. 1309) and referred it to the Senate. The Senate Banking Committee just filed a revised draft of their version of the bill on December 5 (S. 1940). Once this bill is presented on the Senate floor and eventually passed, Congress will be faced with the challenge of resolving differences between the bills so that important reforms can be implemented.



The NFIP is now extended through May 31, 2012, and stakeholders hope this will allow enough time for Congress to work through the proposed reform legislation while ensuring stability for the Program and the millions who rely upon it. The industry continues to watch and hope that reform measures are passed and that the NFIP is reauthorized for a multi-year term prior to the onset of the 2012 hurricane season.

Recent NFIP Bulletins

- Announcement of FEMA Associate Administrator for Federal Insurance and Mitigation: [w-11086](#)
- Guidance Regarding SFIP Section V(B) "Flood in Progress" Determinations, Future Losses and Claims Handling: [w-11110](#)
- May 1, 2012 Program Changes: [w-11116](#)
- Displaying Current and Rated Flood Zones on Policy Declarations: [w-11123](#)

DID YOU KNOW...?

- ❑ **5.57 million NFIP policies are in force nationwide, insuring \$1.25 trillion in property**
- ❑ **Policy retention rate is >90% for Torrent clients**
- ❑ **Reformations for policies issued using TorrentFlood are less than 2%, versus the industry average of 48%**
- ❑ **Torrent clients experienced over 12% growth of their flood business in 2011**
- ❑ **Torrent boasts a 100% client retention rate**
- ❑ **More news articles can be accessed at www.torrentcorp.com/news.html**

Torrent Headlines

- Torrent Receives Seattle Award
- Torrent Featured in Flathead Beacon



Torrent Technologies, Inc.
 1935 3rd Avenue East, Ste 100
 Kalispell, MT 59901
877.486.7736 (toll-free)
www.torrentcorp.com