



American  
Bankers  
Association

Building Success. Together.

**Jeff Owen**  
Chief of Staff  
(202) 663-5118  
jowen@aba.com

April 12, 2012

ICANN  
4676 Admiralty Way, Suite 330  
Marina Del Ray, CA 90292

Dear ICANN:

On behalf of the American Bankers Association (ABA), we are writing to express our support for fTLD Registry Services, LLC (FRS) and its applications for financial Top-Level Domains. We appreciate and applaud FRS' leadership to establish a protected Internet space operated for, and governed by, the financial services industry.

The ABA, as an organizing member of FRS is prepared and committed to stand by an equity capital funding shortfall of FRS up to a total of \$450K, if necessary.

Sincere Regards,

A handwritten signature in black ink, appearing to read 'Jeff Owen', written over the typed name and title.

Jeff Owen  
Chief of Staff



Building Success. Together.

**J. Kevin A. McKechnie**  
Senior Vice President & Director  
Office of Insurance Advocacy  
202-663-5172  
kmckechn@aba.com

February 26, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf the American Bankers Insurance Association (ABIA), the insurance affiliate of the American Bankers Association, I am writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 202 663 5163 or via email at [kmckechn@aba.com](mailto:kmckechn@aba.com) should you have any questions.

Sincerely,

A handwritten signature in cursive script that reads 'J. Kevin A. McKechnie'.

J. Kevin A. McKechnie  
SVP & Director  
ABA Office of Insurance Advocacy



Financial Security...for Life.

*Kimberly Olson Dorgan*  
*Senior Executive Vice President, Public Policy*

February 21, 2013

VIA Email

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington DC 20036

[craig.schwartz@fsround.org](mailto:craig.schwartz@fsround.org)

Dear Mr. Schwartz,

On behalf of the American Council of Life Insurers (ACLI), I am writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance generic Top-Level Domain (gTLD). We appreciate and applaud fTLD's leadership to establish a protected Internet space operated and governed responsibly by the financial services industry for the benefit of financial institutions and the consumers they serve.

We believe fTLD has demonstrated in its application its commitment to provide the level of security which ACLI believes is necessary for gTLDs associated with the financial services industry such as .insurance. We also believe that fTLD is more than qualified to meet the security, business and technology challenges that may arise from implementation of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative.

Sincerely,

A handwritten signature in black ink that reads 'Kimberly Olson Dorgan'. The signature is written in a cursive, flowing style.

Kimberly Olson Dorgan



“Simplifying Regulation for Agents and Brokers...”

March 6, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Agents for Change, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (847) 623-2410 or via email at [Whume1301@aol.com](mailto:Whume1301@aol.com) should you have any questions.

Sincerely,

Bill Hume  
President

August 7, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Ave., NW  
Washington, DC 20036

Dear Mr. Schwartz:

On behalf of Allianz Life Insurance Company of NA, I am writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank and .insurance Top-Level Domains. Allianz Life feels strongly that fTLD Registry Services LLC, is uniquely positioned to understand our industry needs for domain governance and improved security in the expanding world of internet commerce.

Allianz is part of a global family of Allianz companies, Allianz SE, a global financial services group founded in Germany in 1890. We're also part of the Allianz SE family of companies in North America, including Fireman's Fund and Allianz Global Investors. Fireman's Fund has been selling insurance for more than 140 years, and Allianz Global Investors is a network of companies that includes PIMCO (Pacific Investment Management Company LLC), one of the world's leading fixed-income managers.

The fTLD proposal best represents the concerns and interests of both financial and insurance institutions and their customers. These controls will provide customers with additional safety assurance of their online transactions.

We appreciate the opportunity to give our support for fTLD's applications for .bank and .insurance. Should you have questions, please do not hesitate to contact me at 763.765.5882.

Sincerely,



Cathy Mahone. Senior Vice President  
Chief Administrative Officer



**Robert Wasserman**  
Senior Vice President  
Marketing & e-Business

March 19, 2012

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Allstate Insurance Company, I am writing to express our support for fTLD Registry Services, LLC's (FSR) application for the .insurance Top-Level Domain. We appreciate and applaud FSR's leadership to establish a protected Internet space operated and governed responsibly by the financial services industry for the benefit of financial service consumers. Securing .insurance positions the industry to meet the consumer, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative.

Sincerely,

Robert Wasserman  
Senior Vice President



5 August 2013

**Craig Schwartz**  
**Director**  
**fTLD Registry Services, LLC**  
**1120 Connecticut Avenue, NW**  
**Washington, DC 20036**

**Subject: GFIA supports the fTLD Registry Services application**

Dear Mr Schwartz,

On behalf of the Global Federation of Insurance Associations (GFIA), I am writing to express support for fTLD Registry Services' application for the .insurance generic Top Level Domain (gTLD).

Through its 35 member associations, the GFIA represents insurers that account for around 88% of total insurance premiums worldwide.

The GFIA shares the view expressed by fTLD Registry Services that those using .insurance must be authentic and licensed entities. It welcomes fTLD's commitment to provide the high level of security standards which the GFIA judges necessary for gTLDs linked to the financial services industry.

The GFIA welcomes fTLD Registry Services' community-backed bid. It believes that community applications such as that by fTLD is the most appropriate way to manage the .insurance gTLD.

I appreciate the opportunity to voice the GFIA's support for this initiative, and please feel free to contact me at +1 613-230-0031 or via email at [swedlove@gfiainsurance.org](mailto:swedlove@gfiainsurance.org) with any questions.

Sincerely,

Frank Swedlove

August 7, 2013

SENT BY EMAIL TO [craig@ftld.com](mailto:craig@ftld.com)

Mr. Craig Schwartz  
Director  
fTLD Registry Services  
1001 Pennsylvania Avenue, NW  
Suite 500 South  
Washington, DC 20004

Dear Mr. Schwartz,

**Re: New gTLD Application of fTLD Registry Services for .insurance**

Insurance Bureau of Canada (IBC) is the national industry association representing Canada's private home, car and business insurers. Our member companies represent 90% by premium volume of the property and casualty (P&C) insurance market in Canada. IBC's mandate is to provide a forum for its member companies to resolve issues that are important to achieving the Canadian P&C insurance industry's common vision for consumers and governments to trust, value and support the private P&C insurance industry, and its products and services.

IBC works on a number of fronts to increase public understanding of home, car and business insurance. The nurturing of consumer confidence in the insurance industry underlies all of our mandates. Consequently, it is imperative that websites that are granted the .insurance generic top-level domain (gTLD) be operated by legitimate members of the insurance community.

The Affirmation of Commitments document issued by fTLD Registry Services (fTLD) which outlines fTLD's intention to implement registration eligibility requirements and stringent security standards gives IBC comfort that fTLD will operate the .insurance gTLD in a manner that will enhance consumer trust and confidence in the .insurance gTLD while protecting the interests of the insurance community.

For these reasons, IBC is pleased to support the community-based gTLD application of fTLD for the .insurance gTLD. Because the Internet is global and it is important that these protections are not limited to the U.S. market, IBC also supports the amendment of fTLD's application to expand its jurisdiction to Canada and internationally.

Sincerely,



Randy J. Bundus  
Senior Vice-President, Legal & General Counsel



30 July 2013

Mr Craig Schwartz  
fTLD Registry Services  
1001 Pennsylvania Avenue, NW  
Suite 500 South  
Washington, DC 20036  
USA

Email: [craig@ftld.com](mailto:craig@ftld.com)

Dear Mr Schwartz,

The Insurance Council of Australia (Insurance Council) has considered the application from fTLD to ICANN for the generic top level domain name (gTLD) “.insurance”. Based on consultation with our members, we wish to offer our endorsement of fTLD’s application **on the condition** that it expands the availability of ‘.insurance’ to the global insurance community. The Insurance Council considers that the gTLD .insurance should only be awarded to a community-based applicant that operates for the benefit of the broader insurance community, and is not subject to a jurisdictional limitation. We believe that fTLD is well positioned to manage .insurance for the benefit of the insurance industry across a range of jurisdictions.

The Insurance Council is the representative body of the general insurance industry in Australia. Our members represent more than 90 percent of total premium income written by private sector general insurers. Insurance Council members, both insurers and reinsurers, are a significant part of the financial services system. March 2013 Australian Prudential Regulation Authority statistics show that the private sector insurance industry generates gross written premium of \$39.2 billion per annum and has total assets of \$116.1 billion. The industry employs approximately 60,000 people and on average pays out about \$101 million in claims each working day.

Insurance Council members provide insurance products ranging from those usually purchased by individuals (such as home and contents insurance, travel insurance, motor vehicle insurance) to those purchased by small businesses and larger organisations (such as product and public liability insurance, professional indemnity insurance, commercial property, and directors and officers insurance).

If you require further information in relation to this letter, please contact Mr John Anning, Insurance Council’s General Manager Policy – Regulation Directorate at [janning@insurancecouncil.com.au](mailto:janning@insurancecouncil.com.au).

Yours sincerely

A handwritten signature in black ink, appearing to be "R Whelan".

Robert Whelan  
Executive Director & CEO



December 21, 2012

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of the Independent Insurance Agents & Brokers of America, Inc. (IIABA) we are writing to express our support for fTLD Registry Services, LLC's (FRS) application for the .insurance Top-Level Domain. IIABA represents more than 21,000 independent insurance agencies across the country and we appreciate the leadership FRS has taken to operate a secure and protected Internet community for the insurance industry including the small businesses that IIABA represents.

We appreciate the opportunity to voice our support for this initiative. Please feel free to contact me at (703) 706-5427 or [dave.evans@iiaba.net](mailto:dave.evans@iiaba.net) should you have any questions.

Sincerely,

Dave Evans  
Senior Vice President & Publisher





Director General

To: Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue  
NW, Washington, DC 20036

Your  
reference: -  
Our  
reference: (MK) 13-053

Subject: fTLD Registry Services application for ICANN

Brussels, 29 July 2013

Dear Mr. Schwartz,

I am writing to confirm Insurance Europe's support for the application by fTLD Registry Services for the .insurance generic top level domain (gTLD).

Insurance Europe is the European insurance and reinsurance federation. Through its 34 member bodies — the national insurance associations — Insurance Europe represents all types of insurance and reinsurance undertakings. Insurance Europe, which is based in Brussels, represents undertakings that account for around 95% of total European premium income.

Insurance Europe believes that community applications such as that by fTLD are the most appropriate way to manage TLDs. As a community applicant from the industry it represents, fTLD Registry Services understands the industry's needs for domain governance and internet security. We have confidence that fTLD will act in the interests of the industry.

We are pleased to lend our support to the fTLD Registry Service application.

Yours sincerely,

Michaela Koller  
Director General

March 4, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of LPL Financial, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (617) 897-4040 or via email at [mark.casady@lpl.com](mailto:mark.casady@lpl.com) should you have any questions.

Sincerely,



Mark S. Casady  
Chairman & CEO

3601 Vincennes Road, Indianapolis, Indiana 46268  
Phone: 317.875.5250 | Fax: 317.879.8408

[www.namic.org](http://www.namic.org)

122 C Street N.W., Suite 540, Washington, D.C. 20001  
Phone: 202.628.1558 | Fax: 202.628.1601

December 5, 2012

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

The National Association of Mutual Insurance Companies (NAMIC) wants to express its qualified support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain (TLD).

NAMIC, as other supporters have expressed, would prefer that no generic TLD (gTLD) for insurance be approved. We question the usefulness and necessity of the gTLD for insurance. However, we endorse fTLD's application, as compared to others that have applied, if the gTLD's are to be expanded to include .insurance.

We believe that fTLD has expressed an understanding of the importance of strong security measures for this potential TLD. While other issues have yet to be addressed involving insurance company selection and use of the potential TLD, we believe fTLD has proposed security measures and community-restrictions that help validate fTLD's application.

Thank you for asking for our thoughts on this matter.

Sincerely,



Gregg A. Dykstra, JD  
COO  
NAMIC



March 8, 2012

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Nationwide Mutual Insurance Company, we are writing to express our support for fTLD Registry Services, LLC's (FRS) application for the .insurance Top-Level Domain. We appreciate FRS' leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (614) 249-9543 or via email at [heckerg1@nationwide.com](mailto:heckerg1@nationwide.com) should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Gordon E. Hecker", written over a white background.

Gordon E. Hecker  
Senior Vice President, Corporate Marketing



*The Company You Keep®*

February 8, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of New York Life Insurance Company, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (212) 576-5963 or via email at [thomas\\_kelly2@newyorklife.com](mailto:thomas_kelly2@newyorklife.com) should you have any questions.

Sincerely,

A handwritten signature in blue ink that reads "Thomas Kelly".

Thomas Kelly  
Vice President, Corporate Communications



**National Association of Professional Insurance Agents  
400 North Washington Street, Alexandria, Virginia 22314**

July 16, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036  
Office: +1 202 589 2532

FR: Keith Savino, PIA National Director (NJ)  
PIA National Member-Representative and Work Group Chairman for Technology Issues  
Warwick Resource Group, LLC (WRG)  
1 Trellis Court  
Mahwah, NJ 07430  
(201) 818-4746 x330  
keiths@warwickresource.com

RE: PIA National supports fTLD Registry Services, LLC Application to ICANN

Thank you for your follow-up conversation with Mike Becker to advise the latest update in how fTLD will operate. After Mike's discussion with Pat Borowski and our review and assessment of their subsequent summary report to our internal Working Group, we're pleased to advise that PIA National endorses and will participate in fTLD as the ".insurance" domain name/address provider of choice for the PIA organization and membership. We give you permission to submit this communication to ICANN on our behalf.

We believe that fTLD has made clear to our satisfaction that it will leave the compliance of requested domains to the responsibility of each person requesting same per their determination of the appropriate sector regulatory authority and laws.

We appreciate and understand the interest of the carrier trade associations, especially in property-&-casualty (P&C), to remain neutral, thus leaving decisions and elections in these matters to each of their carrier-members. We believe that PIA and its members electing fTLD as our source for Internet domain names will not interfere with or harm the individual domain-entity selections made among the many carriers across P&C and L&H with which PIA member agencies do business.

PIA National shares the same perspective and interests stated by fTLD, i.e. to assure that ".bank" and/or ".insurance" websites/e-space are authentic and connected to authorized in-good-standing banks or insurance licensed entities. fTLD participating sponsors and members, individually and collectively, need to serve the consumer public properly and must protect their corporate brand and identify. Those are

powerful incentives to “get and keep it right.” Therefore, PIA sees the fTLD Registry Services, LLC approach as having the structure and process to achieve this.

The PIA organization has been deeply and actively involved in insurance technology and standards that function, are self-evident, consistent and therefore reliable since the early 1970s. This includes both in the business of insurance and across insurance licensing and compliance. It forms an experience and skill set that PIA brings, offers to and for the shared benefit of the insurance side of the fTLD table.

We look forward to the next steps and serving as a resource on/to the insurance board/panel. Mike Becker, Vice President of Federal Affairs, will remain your primary contact. For any specific insurance, technical/technology questions please continue to share those with Pat Borowski, Senior Vice President. Mike and Pat will keep our working group and me fully apprised.

CC: PIA National Executive Committee  
PIA National Business Issues Committee  
Ron Von Haden, EVP, PIA National  
Mike Becker, VP of Federal Affairs – mikebe@pianet.org – 703-518-1365  
Pat Borowski, SVP, patbo@pianet.org – 703-518-1360



**MICHAEL J. MORONEY**  
6300 Wilson Mills Road - N72  
Mayfield Village, Ohio 44143  
(440) 395-3800  
michael\_j\_moroney@progressive.com

April 29, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz:

I am writing to express Progressive's support for fTLD's community application to operate the ".insurance" Top Level Domain.

The Progressive Group of Insurance Companies is the fourth largest auto insurer in the United States, the largest seller of motorcycle insurance, and a leader in commercial auto insurance. Progressive is also the largest auto insurer in the United States selling through independent agents, with over 30,000 agents countrywide.

Progressive feels strongly that the insurance community will benefit greatly from fTLD's operation of the .insurance TLD. As you know, Progressive itself filed an application to run the .insurance TLD. During the course of our application, we had several occasions to discuss with you the objectives that fTLD had in applying to operate the .insurance TLD. Our interactions left us extremely impressed with not only your leadership, but also with your level of commitment to operating the .insurance TLD in a manner that truly benefits the insurance community members and their customers.

We were also very impressed with the additional security controls which fTLD is planning to implement for the .insurance TLD. These controls will provide customers of insurance institution subdomains with additional assurance about the safety of their online insurance transactions with community member institutions. As one of the largest online car insurers in the United States, the security of online transactions between Progressive and our customers is extremely important to us.

Frankly, Progressive would not have withdrawn its application had we not come to the conclusion that fTLD was sincerely committed to operating the .insurance TLD for the benefit of the insurance community and its customers. It is our sincere hope that fTLD's community application be awarded community priority status.

We appreciate the opportunity to voice our support for fTLD's application for the .insurance TLD.

Sincerely,

Michael J. Moroney  
Deputy General Counsel  
Progressive Casualty Insurance Company



**Thomas W. Doughty**  
Vice President & Chief Information Security Officer

March 26, 2012

Mr. Craig Schwartz  
Director, fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Ave., NW, Washington, DC 20036

**The Prudential Insurance Company of America**  
55 Livingston Avenue  
Roseland, NJ 07068  
Tel 973-716-1893  
thomas.doughty@prudential.com

Dear Mr. Schwartz,

On behalf of The Prudential Insurance Company of America, I am writing to express our support for fTLD Registry Services, LLC's (FRS) application for the .insurance Top-Level Domain. We appreciate and applaud FRS' leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (973) 716-1893, or via email at [thomas.doughty@prudential.com](mailto:thomas.doughty@prudential.com) should you have any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "T. Doughty".

Thomas W. Doughty  
Vice President & CISO

# THE FINANCIAL SERVICES ROUNDTABLE

*Financing America's Economy*



1001 PENNSYLVANIA AVENUE, NW  
SUITE 500 SOUTH  
WASHINGTON, DC 20004  
TEL 202-289-4322  
FAX 202-628-2507  
E-Mail: [info@fsround.org](mailto:info@fsround.org)  
[www.fsround.org](http://www.fsround.org)

April 11, 2012

ICANN  
4676 Admiralty Way, Suite 330  
Marina Del Ray, CA 90292

Dear ICANN:

On behalf of The Financial Services Roundtable, we are writing to express our support for fTLD Registry Services, LLC's applications for the .bank and .insurance Top Level Domains. We appreciate and applaud fTLD Registry Services' leadership to establish these protected Internet spaces operating for, and governed by, the financial services industry.

The Financial Services Roundtable, as an organizing member of fTLD Registry Services, is prepared and committed to stand by any capital funding shortfall of fTLD Registry Services (FRS) up to a total of \$450K, if necessary.

Sincerely,

Steve Bartlett  
President and Chief Executive Officer  
The Financial Services Roundtable

## EXECUTIVE COMMITTEE

### CHAIRMAN

THOMAS J. WILSON  
THE ALLSTATE CORPORATION

### CHAIRMAN-ELECT

JOHN G. STUMPF  
WELLS FARGO & COMPANY

### IMMEDIATE-PAST CHAIRMAN

JAMES E. ROHR  
THE PNC FINANCIAL SERVICES GROUP, INC.

### BITS CHAIRMAN

KELLY S. KING  
BB&T CORPORATION

### TREASURER

ELLEN ALEMANY  
RBS AMERICAS (CITIZENS FINANCIAL GROUP, INC.)

LARRY ZIMPLEMAN  
PRINCIPAL FINANCIAL GROUP

JOHN D. JOHNS  
PROTECTIVE LIFE CORPORATION

ELLEN COSTELLO  
BMO FINANCIAL CORP.

## DIRECTORS

AJAYPAL S. BANGA  
MasterCard Worldwide

JOHN F. BARRETT  
Western and Southern Financial Group

WALTER A. BELL  
Swiss Re America Holding Corporation

GARY C. BHOJWANI  
Allianz Life Insurance Company of North America

WILLIAM H. CARY  
GE Capital

MARK CASADY  
LPL Financial Corporation

RICHARD K. DAVIS (Chairman 2010)  
U.S. Bancorp

IRENE M. DORNER  
HSBC Bank USA

LAURENCE D. FINK  
BlackRock, Inc.

JAMES A. ISRAEL  
John Deere Credit Company

THOMAS A. JAMES (Chairman 2007)  
Raymond James Financial, Inc.

D. BRYAN JORDAN  
First Horizon National Corporation

KEVIN T. KABAT  
Fifth Third Bancorp

BHARAT MASRANI  
TD Bank

THEODORE A. MATHAS  
New York Life Insurance Company

LIAM E. MCGEE  
The Hartford Financial Services Group, Inc.

RONALD P. O'HANLEY  
Fidelity Investments

AUBREY B. PATTERSON  
BancorpSouth, Inc.

EDWARD B. RUST (Chairman 2002)  
State Farm Insurance Companies

MANUEL SANCHEZ  
BBVA Compass

J. MICHAEL SHEPHERD  
BancWest Corporation

JAMES C. SMITH  
Webster Bank, N.A.

FREDERICK H. WADDELL  
Northern Trust Corporation

THOMAS R. WATJEN  
Unum

STEVE BARTLETT  
President and Chief Executive Officer

RICHARD M. WHITING  
Executive Director and General Counsel

# State Farm Insurance Companies®

ONE STATE FARM PLAZA  
BLOOMINGTON, ILLINOIS 61710-0001

DUANE C. FARRINGTON, CPCU®  
SENIOR VICE PRESIDENT

Phone 309-994-5952  
Fax 309-766-1593

March 13, 2012

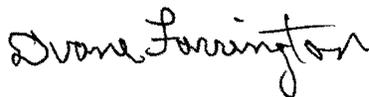
Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of State Farm Mutual Automobile Insurance Company, I am writing to express our support for fTLD Registry Services, LLC's (FRS) application for the .insurance Top-Level Domain. We appreciate and applaud FRS' leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insure positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (309) 994-5952 or via email at [duane.farrington.agwo@statefarm.com](mailto:duane.farrington.agwo@statefarm.com) should you have any questions.

Sincerely,



Duane Farrington  
Senior Vice President

**Swiss Re**



**Eric Smith**  
President & CEO  
Swiss Re Americas

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Swiss Re America Holding Corporation  
175 King Street  
Armonk, NY 10504  
USA  
Direct line +1 914 828 8137  
Eric\_Smith@swissre.com

February 5, 2013

**Endorsement of fTLD Application**

Dear Mr. Schwartz:

On behalf of Swiss Re America Holding Corporation, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 914-828-8137 or via email at [eric\\_smith@swissre.com](mailto:eric_smith@swissre.com) should you have any questions.

Sincerely,

Eric Smith  
President & CEO

ES:lb



One TSYS Way  
Post Office Box 1755  
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706.649.2347  
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ptomlinson@tsys.com

**Philip W. Tomlinson**  
Chairman of the Board and CEO

February 8, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Total System Services, Inc., a global payment solutions provider, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank and .insurance Top-Level Domains. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank and .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative.

Sincerely,

A handwritten signature in black ink, appearing to read 'P. Tomlinson', is written over a large, stylized flourish that extends upwards and to the left.

Philip W. Tomlinson  
Chairman of the Board and CEO

PWT/dh



2211 Congress Street  
Portland, ME 04122  
207 575 2211  
www.unum.com

March 12, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Unum, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 207-575-3200 or via email at [smaker@unum.com](mailto:smaker@unum.com) should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott T. Maker". The signature is stylized and fluid, with a large initial "S" and "M".

Scott T. Maker  
SVP/Chief Government Affairs Officer

Bcc: Paul Smocer ([PaulS@fsround.org](mailto:PaulS@fsround.org))



Property Casualty Insurers  
Association of America  
Advocacy. Leadership. Results.

Robert W. Woody  
Senior Counsel, Policy

May 22, 2013

Craig Schwartz  
Director,  
fTLD Registry Services  
1001 Pennsylvania Avenue, NW  
Suite 500 South  
Washington, DC 20004

Dear Mr. Schwartz:

The Property Casualty Insurers Association of America (PCI) supports the application of fTLD Registry Services for the “.insurance” top-level domain.

PCI is the largest property-casualty insurer trade association in the United States. Our membership represents more than 1000 members of the insurer community, which write nearly 40 percent of the property casualty market. PCI’s mission is to promote and protect the viability of a competitive private insurance market for the benefit of consumers and insurers.

PCI believes that community applicants, such as fTLD, make better fits to administer generic industry terms such as “insurance” as TLDs. As a community applicant, fTLD has ties to the industry community it proposes to represent, which increases our confidence that fTLD will treat generic industry terms as something held in trust for the community. The fTLD application demonstrates both a connection and a commitment to the insurance industry community, which we believe are in keeping with ICANN’s stated goals for TLD expansion.

PCI also notes that fTLD intends to employ leading-edge security controls that exceed ICANN security requirements and will increase consumer confidence when conducting web-based financial transactions. Exceptional security is imperative if consumers are to trust their insurance transactions to the Internet.

For these reasons, we are pleased to be able to lend our support to the fTLD application.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert W. Woody". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Robert W. Woody



Western & Southern Life

A member of Western & Southern Financial Group

400 Broadway  
Cincinnati, OH 45202-3341  
513.629.1800  
WSLife.com

February 27, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Western & Southern Life Insurance Company, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (513) 629-1768 or via email at [steve.hamilton@wslife.com](mailto:steve.hamilton@wslife.com) should you have any questions.

Sincerely,

Steve P. Hamilton  
Vice President – IT Operations  
Information Services