



 Member of Liberty Mutual Group

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## **HBT Insurance Recognized by Safeco® Insurance for Excellence and Performance**

*Company Honors Agents through New Founder's Program*

(Auburn, WA)— (May 3, 2010) — Safeco® Insurance announced that HBT Insurance has been named to its *H.K. Dent Society*—the company's elite agency recognition program.

The H.K. Dent Society, named for the company's founder, was designed to recognize and reward agents for their partnership, performance and loyalty to Safeco. This special group represents Safeco's very best agents and partners. In 2010, fewer than 8% of Safeco agents will qualify for this distinct honor.

"Our agency has worked hard to serve our customers and community," said William Cowart, Agency Principle. "It's an honor to be recognized by Safeco as being one of its top agent partners."

"The new H.K. Dent Society provides well-deserved recognition for our best agents," said John Mileski, Safeco Senior Vice President and Manager, Distribution. "But just as important, it also features valuable tools to help our partners continue to grow and — and serve policyholders."

Hawthorne K. Dent founded the General Insurance Company of America in 1923. Safeco was created from the General in 1953 to provide better solutions for independent agents in an increasingly competitive insurance market. Today, nearly 90 years later, Safeco is focused 100% on independent agents and the *H.K. Dent Society* — which bears the founder's name — is designed to be a distinguished honor for agent excellence.

### **About Safeco**

In business since 1923 and based in Seattle, Washington, Safeco sells insurance to drivers and homeowners through a network of independent agents and brokers in eight regions throughout the United States.

Safeco is part of Liberty Mutual Agency Markets, a business unit of Liberty Mutual Group, consisting of property and casualty and specialty insurance carriers that distribute their products and services primarily through independent agents and brokers. Liberty Mutual Group ranks 86th on the Fortune 500 list of the largest U.S. corporations based on 2008 revenues.