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FOR IMMEDIATE RELEASE:

**CAPITAL INSURANCE GROUP® APPOINTS NEW AGENCY
DEVELOPMENT TEAM IN WASHINGTON STATE**



Monterey, Calif. insurance carrier hires Kevin Floth (L) and Ben Lyman (R) as agency development managers for Washington territories

Spokane, Wash. (December 14, 2017) – Capital Insurance Group® (CIG), the leading regional property and casualty insurer serving the Western United States, announces the appointment of Kevin Floth and Ben Lyman as agency development managers. In their positions, Floth and Lyman will be responsible for cultivating new business development and managing agency relationships in their designated regions of Washington state.

Kevin Floth, Agency Development Manager, Western Washington:

Kevin Floth comes to CIG with over 25 years of experience in business development, underwriting and claims management. Most recently he served as business development consultant for QBE Insurance Group North America, where he was instrumental in growing the Washington personal lines book to the top three states in the nation.

Floth holds a Bachelor of Arts in Business Administration from Washington State University. He currently resides in Maple Valley and enjoys spending time with his family, golfing and working on home improvement projects.

Ben Lyman, Agency Development Manager, Eastern Washington:

Ben Lyman brings nearly 10 years of insurance experience to CIG, most recently as a commercial insurance advisor for HUB International. In 2016 he was celebrated as the top sales individual in his office, for new commercial business revenue. Prior to his insurance career, Lyman worked in the commercial banking industry.

No stranger to Eastern Washington, Lyman graduated from Washington State University with a degree in Business Finance. He has also earned his Accredited Advisor in Insurance (AAI) designation. Lyman currently resides in Spokane, and enjoys spending time with his family, golfing, playing sports and visiting Priest Lake. He will work out of the company's Spokane office.

“Agency development managers are so vital to our business, because they are in the field, every day, cultivating agent relationships and identifying new business opportunities,” said President & CEO Arne Chatterton. “It is critical that we have the right team in place to fill these roles. Kevin and Ben both have deep roots in the Pacific Northwest, paired with unique background and leadership experience. Washington remains a very important region for us, and I am confident they will help us grow our presence there.”

Headquartered in Monterey, Calif., CIG employs nearly 500 people across five states (Washington, Oregon, California, Nevada, and Arizona) with six satellite offices throughout its footprint. The company is known for providing trusted insurance products for the personal, commercial, and agricultural business segments, with an emphasis on property related exposures.

For more information on CIG, please visit www.CIGInsurance.com.

About Capital Insurance Group

Capital Insurance Group® (CIG) is the leading regional property and casualty insurer serving the Western U.S. since 1898. The company is known for providing trusted insurance products for the personal, commercial, and agricultural business segments, with an emphasis on property related exposures. CIG's suite of insurance offerings include coverage for, but not limited to: personal and commercial automobile; home and condo owners; rental and seasonal dwellings; farm owners and commercial agriculture operations; and commercial real estate business focused on habitational, office, lessors risk, and other property related exposures. The more than 119 year-old company is rated "A" (Excellent) by A.M. Best, the independent financial monitor of the insurance industry. The company also celebrates an average claims satisfaction rate of 96%. CIG manages personal, business, and agriculture risks underwritten by its affiliate companies: California Capital Insurance Company, Eagle West Insurance Company, Nevada Capital Insurance Company, and Monterey Insurance Company. For more information, please visit www.CIGInsurance.com

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