

fTLD Registry Services, LLC
1120 Connecticut Avenue, NW
Washington, DC 20036
+1 202 589 2532
www.ftld.com

September 30, 2013

Ms. Christine Willett
Vice President, gTLD Operations
ICANN
12025 Waterfront Drive, Suite 300
Los Angeles, CA 90094

Re: Additional Letters of Endorsement, Application ID# 1-1035-75923

Dear Ms. Willett,

fTLD Registry Services, LLC (fTLD) is pleased to provide ICANN with the attached additional letters of endorsement of its community-based application for the .INSURANCE generic Top-Level Domain (gTLD). Please add these letters to fTLD's application so they are available for review in connection with the ongoing evaluation and consideration of the application. These letters, as well as those submitted with the application in May 2012, are also available at www.ftld.com/endorsers.html.

Thank you for your prompt attention to this request.

Sincerely,

A handwritten signature in black ink, appearing to read "Craig Schwartz". The signature is stylized and cursive.

Craig Schwartz
Director

cc: New gTLD Operations (newgtld@icann.org)



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

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 fluid and cursive, written over a horizontal line.

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 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



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 with any questions.

Sincerely,

Frank Swedlove

August 7, 2013

SENT BY EMAIL TO 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

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.

Yours sincerely



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 should you have any questions.

Sincerely,

A handwritten signature in blue ink that reads "Dave Evans CFP".

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

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

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



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 should you have any questions.

Sincerely,

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

Thomas Kelly
Vice President, Corporate Communications



**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



**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

October 4, 2012

VIA Email

Mr. Craig Schwartz
Director
fTLD Registry Services, LLC
1120 Connecticut Avenue, NW
Washington, DC 20036
craig.schwartz@fsround.org


Dear Mr. Schwartz,

On behalf of the Reinsurance Association of America (RAA), 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 RAA believes is necessary for gTLDs associated with the financial services industry such as .insurance. We also support this application because fTLD represents the financial services industry and thus meets the criteria for representing the financial services community as required by the Internet Corporation for Assigned Names and Numbers (ICANN) to operate a community-based gTLD.

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

Sincerely,


Franklin W. Nutter
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 should you have any questions.

Sincerely,

Eric Smith
President & CEO

ES:lb



One TSYS Way
Post Office Box 1755
Columbus, Georgia 31902-1755

706.649.2347
706.644.1702 (fax)
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 the typed name.

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 should you have any questions.

Sincerely,

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

Scott T. Maker
SVP/Chief Government Affairs Officer

Bcc: Paul Smocer (PaulS@fsround.org)



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 should you have any questions.

Sincerely,

Steve P. Hamilton
Vice President – IT Operations
Information Services