

The Numbers Behind the Neighbors



#1
Auto Insurer*

In U.S. Since

1942



#1
Homeowners Insurer*

In U.S. Since

1964



90th
Largest Bank**

In U.S. based on total assets

\$18.3B

AS OF Q4 2016

State Farm Insurance Company is the

33rd

Ranked Company
On the 2017
Fortune 500

*State Farm Archive
**Data provided by SNL Financial - State Farm Bank, F.S.B., Bloomington, Illinois, is a Member FDIC and Equal Housing Lender. RMLS ID 139/16.

In 2016 Fire and Auto Claims reached nearly

14.2M

This is 39,000 claims/day

That is more than the
Chicago Metro population

U.S. Census Bureau, Population Division, March 2016



State Farm has

84.4M

policies and accounts in force in the U.S.

Financial Reporting & Analysis - U.S. only as of 12/31/2016

Mutual Funds

489K

Health

863K

State Farm Bank®

2.1M

Life

7.9M

Fire

28.0M

Auto

45.0M

State Farm offers about **100 products**



About **60%** of State Farm households have **more than one product.**



nearly
19,000 Agents



nearly
70,000 Employees

Financial Reporting & Analysis U.S. only as of 03/17

State Farm®

Sources MMDG
SNL Financial
American Banker

U.S. Census Bureau
P.A. Company Profile
Auto and Fire Retrieval

2016 Fortune Magazine, based on revenues
State Farm History Timeline

State Farm
Bloomington, IL

MPC #171602 exp. 04/2018
181-6671 0617



INDEPENDENCE. You made it! You're finally out discovering your potential. You're the one making the decisions now ... and there's no doubt you're going to make a name for yourself in whatever you do. Before your life really gets going, let State Farm® help you consider the insurance and financial tools that may assist you in reaching your goals for the adventures ahead.

Planning your path ...

Every dollar makes a difference on a tight budget. So let State Farm help you make the most of what you've got.

- **Watch over your car** – It may be your biggest single asset. But how can you be sure you have all the right coverages? That's what your State Farm agent does well: helping you choose the coverage you want at a price that's right for you.
- **Don't miss a discount** – Ask your State Farm agent if you qualify for a Good Student Discount on your auto insurance. In some cases, the savings may continue beyond school. If you're under the age of 25 and have a great driving record, you could also qualify for a Steer Clear® discount on your auto insurance.¹ With the Steer Clear Mobile app, the program is even more interactive and easier to access than ever before. Talk to your State Farm agent to find out more, or visit statefarm.com/steerclear.
- **Protect your belongings** – If you're renting, you should strongly consider renters insurance. Ask yourself: Could you afford to replace your clothing, furniture and other valuables if they were lost in a fire or stolen? Your landlord's policy generally covers only the building, not your possessions. A State Farm Renters Policy is affordable and valuable protection you should consider.
- **Put it together** – Purchasing your auto insurance and renters or homeowners insurance from State Farm may qualify you for a multi-line discount on your auto insurance and home-auto discount on your Renters Policy.

How we can help ...

Who better to turn to for guidance than someone with experience? Our experienced agents are called Good Neighbor agents for a reason. They're not just friendly and helpful, our agents are experienced and can help simplify the complexities of your insurance and financial questions.

Starting Fresh ...

If you're starting out with college loan debt, be sure to take a few simple steps to avoid impacts on your financial future. We can help walk you through your options.

Steps to take:

- Take advantage of any loan payback grace periods – six months is typical.
- Contact lenders about loan amounts, interest rates, payment amounts, and start dates.
- Understand how your loan payments fit into your budget.
- Be careful with loan consolidation. Make sure you won't be paying higher interest rates.
- Remember, the longer the loan payback term, the more you'll pay in interest over time.
- Set up an automatic payment to be sure you pay on time, every time.

We'll help you find savings and discounts.

Just starting out means having all kinds of new expenses. We can help you save on your State Farm insurance premiums. A great way to learn where you can save is to ask us for a Discount Double Check®.

With a Discount Double Check, we'll:

- Evaluate all of your current insurance products – whether from State Farm or someone else.
- Analyze your current coverage and compare it to the State Farm coverage you choose.
- Make sure you're not missing out on any eligible discounts.
- Help you discover all the ways you can save with State Farm insurance.

You may qualify for these discounts and more:

- Multiple Automobiles
- Multi-Policy
- Good Driving
- Accident Free
- Good Student
- Drive Safe and Save™
- Steer Clear Safe Drivers
- Years Insured with State Farm
- Home Alert
- Automatic Sprinkler

For more budget, loan, and savings tools and ways to stay connected, visit us online at statefarm.com®. We're here to help!

This is only a general description of coverages and is not a statement of contract. Details of coverage or limits vary in some states. All coverages are subject to the terms, provisions, exclusions and conditions in the policy itself and in any endorsements.

State Farm Fire and Casualty Company
State Farm General Insurance Company
State Farm Mutual Automobile Insurance Company
State Farm Indemnity Company
Bloomington, IL

State Farm Florida Insurance Company – Homeowners Insurance
Winter Haven, FL

Life Insurance and Annuity Products offered by:
State Farm Life Insurance Company (Not licensed in MA, NY or WI)
State Farm Life and Accident Assurance Company (Licensed in NY and WI)
Bloomington, IL

Have confidence in your future ...

With all the things you have to think about every day, it can be difficult to think about the future. Life insurance and retirement savings might seem like things for your parents, not you. But they're worth considering:

- If something should ever happen to you, who would be burdened with your final expenses or could be responsible for your debts as a cosigner? Getting life insurance could make a big difference to those who are close to you.
- Retirement is a long way off. So make that time work for you. Even if you set aside a small amount now, it may grow into something substantial by the time you retire.
- Having an emergency fund is important. Most financial experts recommend setting aside enough money to cover your expenses for at least three to six months. But if you're not already there, don't worry. It might seem like an unattainable goal, but we're here to help so that you can be prepared for the unexpected.

We're there when you need us most ...

As you continue through life, one thing is for sure: You'll encounter changes of every kind—address changes, income changes, career changes, relationship changes. And when these changes raise questions, count on our office to help.

Talk to your State Farm agent to report claims, pay bills, plan for the future, or any time your financial or insurance needs change. Getting in touch is easy. Walk in, Call in, Click in.

Not all coverages and products are available in all states.

¹ The Steer Clear discount is available in most states.





Parent of teens

AREN'T YOU PROUD. And no wonder. The toddler who used to look up at you with such big, bright eyes is shifting gears to adulthood, full of spirit and ready to take on the world. The teen years bring more freedom and independence—and plenty of responsibility. So what can you do now to help your child make his or her dreams into a successful future? And how can you give yourself peace of mind by preparing for the financial hurdles that lay ahead?

Leaving childhood behind ...

When your child becomes a teen, you'll want to take a few steps to help provide him or her with a solid financial future. It's also a good time to make sure your own finances are in order. Here's a checklist you can review with your State Farm® agent.

- **Life insurance** – Purchasing permanent life insurance policies for your child will lock in low rates for life, and could provide him or her with solid financial options later in life. If you have auto insurance with State Farm, purchasing a life insurance policy may also entitle you to a discount on your auto premiums. And don't forget about your own life insurance policy. Are the beneficiaries up to date? If something happened to you, would the benefit be enough to help your loved ones continue their standard of living?
- **Supplemental liability protection** – Did you know that your assets could be at risk if your teen was found liable for personal or bodily injury, or property damage? That's why a Personal Liability Umbrella Policy (PLUP) is added protection you may need. A PLUP can give you an extra layer of liability protection, above the liability limits of your auto, boat, recreational vehicle, farm, homeowners, condominium unitowners, manufactured home, or renters policy. This protection covers you and any relatives who live with you.
- **Education savings** – College tuition is more expensive every year. Talk to your State Farm agent about ways you can save for college.
- **Homeowners insurance** – Protect your family's home by updating your homeowners policy coverage. It is recommended that the coverage amount be at least your home's replacement cost (the amount it would take to rebuild your home). This cost usually rises after major improvements, such as remodeled kitchens or additions. The cost to rebuild your home may also rise with inflation.
- **Renters insurance** – Renting? You can help protect your family's possessions in and out of your home—and protect your financial well being from costly claims and lawsuits—with a State Farm Renters Policy.
- **Retirement planning** – The earlier you start saving for your retirement, the more time your savings will have to grow. Make sure you're enrolled in any retirement plan offered by your employer.

Once your teen is ready to drive ...

Seems like just yesterday your child was riding tricycles. Then he or she moved on to bicycles, in-line skates, and skateboards, and now you can hardly believe that your child is ready to drive. Your State Farm agent can help, with resources to assist your teen in learning about safe driving and discounts to help you save on your auto premiums.

- **Auto insurance** – Be sure to tell your agent about your new teen driver before he or she gets behind the wheel of a car. Your agent can help you find the coverage you want, at a competitive rate. Let your young driver know that your premiums will go up when he or she is added to your policy, and any tickets or accidents he or she has could raise your premiums even higher. Too many tickets, and your teen could even lose his or her insurance and license.
- **Discounts** – Even with a teen added to your policy, there are discounts available to help keep your rates low. Ask your agent about the savings you may qualify for, including State Farm Good Student and Multiple Automobiles Discounts.
- **Steer Clear® Safe Driver Discount Program¹** – Steer Clear is a program that reinforces safe driving behavior among young drivers. Drivers under the age of 25 who complete Steer Clear may be eligible for a discount on their State Farm auto insurance. The program can be accessed by printing the materials from statefarm.com/steerclear, or downloading the free mobile app for your Android, iPhone, or iPod Touch.
- **Safe driving tools** – Naturally, your teen's safety is your greatest concern. Spend some time together learning about how to stay safe on the road. Visit teendriving.statefarm.com to access a suite of tools and resources for both you and your teen, such as Road Trips® and Road Aware®.

¹ The Steer Clear Safe Driver Discount is not available in every state. For additional information about the Steer Clear program, please contact your State Farm agent for an appointment.
² Participating agents only.

Neither State Farm nor its agents provide tax or legal advice. Consult your own tax or legal advisor regarding your specific circumstances.

State Farm Fire and Casualty Company – Homeowners Insurance
State Farm General Insurance Company – Homeowners Insurance
State Farm Mutual Automobile Insurance Company – Health and Auto Insurance
State Farm Indemnity Company – Auto Insurance
Bloomington, IL

Life Insurance and Annuity Products offered by:
State Farm Life Insurance Company (Not Licensed in MA, NY, or WI)
State Farm Life and Accident Assurance Company (Licensed in NY and WI)
Bloomington, IL

Moving on to college ...

Your teen has graduated from high school, maybe even gone away to college. But your teen is not quite an adult yet. To keep him or her protected during this special time in his or her life, here are some things you may want to think about:

- **Auto insurance** – College students are generally covered under their parent's auto insurance policy, if the student's primary residence is the parent's house. The specifics vary by state, so you may want to discuss how auto coverage for your student may or may not be affected. Other changes that might affect coverage include how much they drive or whether they are driving a different vehicle.
- Be sure to talk to your State Farm agent about coverage for your student at college and about discounts your student may continue to be eligible for, such as the Good Student Discount.
- **Health insurance** – Health insurance is important at any age. But when your teen begins college, it may be more difficult or costly to keep him or her under your insurance plan. So be sure to evaluate all your options.
- **Personal property and liability insurance** – Whether your college student lives on or off campus, you'll want to help make sure his or her possessions and personal liability are protected. Be sure to talk to your State Farm agent about how your own insurance may already cover your student.

Through all the changes, we'll be there

Call, email or stop by anytime you have questions. You can also register online at statefarm.com® and download our Pocket Agent® mobile app for service and support available all day, every day.

References to insurance are a general description of coverages and not a statement of contract. Details of coverage or limits vary in some states. All coverages are subject to the terms, provisions, exclusions, and conditions in the policy itself and in any endorsements.

The term "agent" also refers to "producer."





Your Growing Family

BABY, IT'S ALL ABOUT YOU. Whether you're expecting or already a parent, your young child is totally dependent on you for protection, for care, for love. Your child comes before anything else in your life. And you'll do all you can to give your little one the very best of everything. Now, what sort of plans should you be making for the future? How can you help make sure your baby's world is safe and secure?

When you're expecting ...

Maybe you're expecting a baby, or maybe you're preparing for the arrival of your adopted child. Either way, you'll want to have everything your child will need to be healthy and happy. And, you'll want to do what you can to help make sure your child's future is secure, even if something happens to you. Here are a few things you may want to add to your list.

- Think about purchasing a life insurance policy for yourself. That way, if something happened to you, your loved ones will receive funds to help continue their standard of living.
- Look into making your home safer with security and safety devices, such as fire extinguishers, deadbolt locks, and fire and home security systems. Not only will they help protect you and your loved ones—they could also qualify you for discounts on your home insurance.
- Will you need a loan to expand your home for your growing family?

Protecting Families

Life insurance helps families prepare financially for the unexpected and provides protection, even in the first year of the policy. In 2015, State Farm® delivered on its promise to 477 policyholders who had an unexpected loss in the first year of their policy. This life insurance helped families get through difficult times and paid beneficiaries more than \$24.8 million. Though uncommon, claims that occur within 12 months of purchasing life insurance emphasize the importance of not delaying the purchase of life insurance and can help protect those you love.

There are limitations and conditions regarding payment of benefits due to misrepresentations on the application and when death is the result of suicide in the first two policy years.

After baby arrives ...

As you know, parenting isn't always child's play. You may be surprised how State Farm can help with ideas to stretch your budget, save for college and so much more.

- By the time your child is ready to go to college, tuition will probably be quite a bit higher than it is today. Think about how to save for college.
- Young children just can't help being curious. You'll find childproofing tips at statefarm.com® to make your home safer for your inquisitive little one.
- Already have a State Farm Life Insurance Policy for yourself? You can protect your family by adding your spouse and child to your policy.
- If you have auto insurance with State Farm, purchasing a life insurance policy may entitle you to a discount on your auto premiums with our Multiple Line Discount.

Vehicle and road safety for your little one

Together with The Children's Hospital of Philadelphia and the University of Pennsylvania, State Farm formed a unique collaboration entitled Partners for Child Passenger Safety (PCPS). This partnership helped prevent injuries and deaths of children involved in motor vehicle accidents.

For more information and car safety tips, visit injury.research.chop.edu/traffic-injury-prevention/child-passenger-safety

Baby steps to help get you started

When you have children, your life insurance and financial security needs can take on a whole new dimension. In addition to your spouse's financial well-being, you have your son or daughter's future to consider. When you die, life insurance can help your spouse keep up with the daily living expenses and childcare, as well as save for education and his or her own retirement.

Call or drop by your State Farm agent's office to talk about how you can keep pace with your growing family. And that's just the beginning of how we can help protect your family. You can also visit statefarm.com to access online tools to help you on your financial journey, as well as download our Pocket Agent® mobile app for service and support available all day, every day.

At statefarm.com you can:

- Complete a life insurance needs calculator. To get a quick estimate of how much life insurance you need, visit statefarm.com > Life > select **"How Much Life Insurance Do I Need?"** Then talk with your State Farm agent. Buying life insurance when you're young and healthy may be the easiest and least expensive time to do so.
- Get on track with your retirement savings. Retirement may be years away, but you should already be asking yourself "How do I start saving?", "How much money will I need to retire?", and "What are my choices for retirement savings?" Find out the answers to your questions at statefarm.com/under **"Finances."**

This is a marketing tool intended for use in the sale of insurance. Completion of an application for a State Farm insurance policy will require contact with a State Farm insurance agent.

This is only a general description of coverages and is not a statement of contract. Details of coverage or limits vary in some states.

State Farm Life Insurance Company (Not Licensed in MA, NY or WI)
State Farm Life and Accident Assurance Company (Licensed in NY and WI)
Bloomington, IL

State Farm Fire and Casualty Company – Homeowners Insurance
State Farm General Insurance Company – Homeowners Insurance
State Farm Mutual Automobile Insurance Company – Auto and Mortgage Disability Income Insurance
State Farm Indemnity Company – Auto Insurance
Bloomington, IL

State Farm Florida Insurance Company – Homeowners Insurance
Winter Haven, FL

All coverages are subject to the terms, provisions, exclusions and conditions in the policy itself and in any endorsements.

Coverages and discounts described are not available in all areas. Check with an agent to learn what coverages and discounts are available to you.

