

# Press Releases

For Media inquiries : [pr@insure.com](mailto:pr@insure.com)

## Quotesmith.com Chosen as One of 100 Best Web Sites for Small Business By Entrepreneur Magazine

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Quotesmith.com, Inc. (ticker: QUOT, exchange: NASDAQ) News Release - 8/3/2000

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### **Quotesmith.com Chosen as One of 100 Best Web Sites for Small Business By Entrepreneur Magazine**

DARIEN, Ill., Aug. 3 /PRNewswire/ -- Quotesmith.com, (Nasdaq: QUOT), the buyer-driven insurance exchange which provides instant insurance quotes from more than 300 leading insurance companies, announced that it has been chosen as one of the 100 best Web sites for small business by Entrepreneur magazine.

Quotesmith.com is the only place on earth that allows insurance shoppers to obtain instant quotes from over 300 leading insurance companies and to buy from the company of their choice.

"We're enormously grateful for this award and particularly excited that this feedback and recognition comes from the group of critics that counts the most: Internet insurance shoppers," explained Quotesmith.com Chairman and founder, Robert Bland. "We are relentlessly dedicated to simplifying and speeding up the insurance purchase process at Quotesmith.com by providing the largest selection of insurance quotes available from any single source. The credit for this accolade belongs entirely to the men and women of Quotesmith.com who have dedicated themselves to making our company the #1 insurance brand on the Internet."

To develop the list of the 100 Best Sites for Small Business, tech executives, entrepreneurs and Internet users were polled for recommendations. The winning list was determined by evaluating each site's relevance to

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entrepreneurs and its ease of use and responsiveness. Under the "Shop 'Til You Drop" category, Quotesmith.com was the only insurance site selected.

#### About Quotesmith.com

Quotesmith.com owns and operates the industry's largest and most comprehensive insurance price comparison service. The Quotesmith.com Insurance Commerce Platform allows insurance shoppers to instantly view the best prices being offered by more than 300 leading companies, achieve maximum savings and have the freedom to buy from the company of their choice. Quotesmith.com also provides personalized customer service assistance and policy placement services for its customers. Quotesmith.com generates revenues from the receipt of commissions and fees paid by insurance companies. Shares of Quotesmith.com trade on the Nasdaq Exchange under the symbol "QUOT."

#### About Entrepreneur.com and Entrepreneur Media, Inc.

Entrepreneur.com is the most frequently visited small-business site on the Internet, delivering focused content, community, tools and services to small and emerging businesses. Entrepreneur.com's editorial and management staff hail from Entrepreneur Media, publisher of Entrepreneur, Business Start-Ups, Entrepreneur International, Entrepreneur de Mexico and Entrepreneur Japan. Entrepreneur.com received numerous awards including Access Magazine's Best of the Web for 1999, USA Today's Hot Site, WebData's Network Award, About.com's Best Small Business site, and the Kool Site Award from Los Angeles Times syndicated columnist Kim Komando.

#### Cautions about Forward-Looking Statements

This announcement may contain forward-looking statements that involve risks, assumptions and uncertainties pursuant to the safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. This announcement also contains forward-looking statements about events and circumstances that have not yet occurred and may not occur. Expressions of future goals and similar expressions including, without limitation, "may," "will," "believes," "should," "could," "hope," "expects," "expected," "does not currently expect," "anticipates," "predicts," "potential" and "forecast," reflecting something other than historical fact, are intended to identify forward-looking statements, but are not the exclusive means of identifying such statements. Investors should be aware that actual results may differ materially from the results predicted and reported results should not be considered an indication of future performance. Reported Web site activity and/or quotes are not necessarily indicative of any present or future revenue. The Company will not necessarily update the information in this press release if any forward-looking statement later turns out to be inaccurate. Potential risks and uncertainties include, among others, Quotesmith.com's limited e-commerce operating history, anticipated losses, unpredictability of future revenues, potential fluctuations in quarterly operating results, seasonality, consumer trends, competition, risks of system interruption, the evolving nature of its business model, the increasingly competitive online commerce environment, dependence on continuing growth of online commerce and risks associated with capacity constraints and the management of growth. More information about potential factors that could affect the company's financial results is included in the company's Annual Report on Form 10-K for the year ended December 31, 1999, which is on file with the United States Securities and Exchange Commission. Some insurance companies appear at Quotesmith.com for purely informational purposes only and pay no compensation to Quotesmith.com and some insurers pay commissions or fees to Quotesmith.com based upon premium volume or traffic activity produced by Quotesmith.com. Quote availability by state or any other factor is subject to change without notice.

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CONTACT: Will Hemsworth II, Senior Vice President of Quotesmith.com, 630-515-0170, ext. 213, email, whemsworth@quotesmith.com/