

KIRK KENNETH D  
 Form 4  
 April 17, 2003

**FORM 4**

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
 Washington, DC 20549

OMB APPROVAL  
 OMB Number: 3235-0287  
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[ ] Check this box if no longer  
 subject to Section 16. Form 4  
 or  
 Form 5 obligations may  
 continue.  
 See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL  
 OWNERSHIP**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of  
 the Public Utility  
 Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

| 1. Name and Address of Reporting Person*  |   |  | 2. Issuer Name and Ticker or Trading Symbol   |  |   | 6. Relationship of Reporting Person(s) to Issuer<br>(Check all applicable)          |  |  |
|---|---|--|---|--|---|---|--|--|
| Kirk Kenneth D.<br><br>(Last) (First) (Middle)  |   |  | Brown & Brown, Inc. (BRO)   |  |   | Director  |  |  |
|   |   |  |   |  |   | 10% Owner   |  |  |
| 4041 N. Central Ave., Ste. 1500<br><br>(Street)   |   |  | 3. I.R.S. Identification<br>Number of<br>Reporting<br>Person, if an entity<br>(Voluntary) |  |   | X Officer<br>(give<br>title<br>below)   |  |  |
|   |   |  |   |  |   | Other (specify<br>below)  |  |  |
| Phoenix AZ 85012<br><br>(City) (State) (Zip)  |   |  | 4. Statement for<br>Month/Day/Year<br><br>April 15, 2003                                  |  |   | 7. Individual or Joint/Group Filing (Check Applicable Line)                         |  |  |
|   |   |  | 5. If Amendment,<br>Date of Original<br>(Month/Day/Year)                                  |  |   | X Form filed by One Reporting Person  |  |  |
|   |   |  |   |  |   | Form filed by More than One Reporting Person  |  |  |
| <b>Table I — Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned</b> |   |  |   |  |   |   |  |  |
| 1. Title of Security<br>(Instr. 3)  | 2. Trans-<br>action<br>Date<br><br>(Month/<br>Day/<br>Year) | 2A. Deemed<br>Execution<br>Date, if<br>any<br><br>(Month/<br>Day/<br>Year) | 3. Trans-<br>action<br>Code<br>(Instr.8)  | 4. Securities<br>Acquired (A)<br>or Disposed of (D)<br>(Instr. 3, 4 and 5) | 5. Amount of<br>Securities<br>Beneficially<br>Owned<br>Following<br>Reported<br>Transaction(s)<br><br>(Instr. 3 and<br>4) | 6. Owner-<br>ship<br>Form:<br>Direct<br>(D) or<br>Indirect<br>(I)<br><br>(Instr. 4) | 7. Nature of<br>Indirect<br>Beneficial<br>Owner-<br>ship<br><br>(Instr. 4) |  |
| Common Stock, \$.10 par value   |   |  |   |  | 125,650   | I   | Stock Performance Plan<br>(1)  |  |
| Common Stock, \$.10 par value   |   |  |   |  | 1,228   | D   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 500 D   | \$35.51   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 6,500 D   | \$35.52   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 400 D   | \$35.53   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 2,800 D   | \$35.54   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 600 D   | \$35.55   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 800 D   | \$35.56   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 300 D   | \$35.57   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 100 D   | \$35.59   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 800 D   | \$35.60   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 500 D   | \$35.65   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 100 D   | \$35.70   |   |  |  |
| Common Stock, \$.10 par value   | 4/15/03   |  |   | \$ 1,600 D   | \$35.74   | 535,371   | I Irrevocable Trust w/<br>Spouse   |  |
| Common Stock, \$.10 par value   |   |  |   |  | 768   | I   | 401(k) Plan(2)   |  |

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Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.  
 If the form is filed by more than one reporting person, see Instruction 4(b)(v).

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.** (Over) SEC 1474 (9-02)

| FORM 4<br>(continued)                      | Table II — Derivative Securities Acquired, Disposed of, or Beneficially Owned<br>(e.g., puts, calls, warrants, options, convertible securities) |                                      |  |                                |   |  |     |  |                 |   |                            |  |  |  |  |
|--|---|--------------------------------------|--|--------------------------------|---|--|-----|--|-----------------|---|----------------------------|--|--|--|--|
| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise Price of Derivative Security  | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) |   | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) |     | 6. Date Exercisable and Expiration Date (Month/Day/Year) |                 | 7. Title and Amount of Underlying Securities (Instr. 3 and 4) |                            | 8. Price of Derivative Security (Instr. 5) | 9. Number of derivative Securities Beneficially Owned Following Reported Transaction(s) (Instr. 4) | 10. Ownership Form of Derivative Security: Direct (D) or Indirect (I) (Instr. 4) | 11. Nature of Indirect Beneficial Ownership (Instr. 4) |
|  |   |                                      |  | Code                           | V | (A)  | (D) | Date Exercisable   | Expiration Date | Title   | Amount or Number of Shares |  |  |  |  |
| Stock Options(a)                           | \$ 9.6719   |                                      |  |                                |   |  |     | 4/21/01  | 4/20/10         | Common Stock  | 10,340                     |  |  | D  |  |
|  | 9.6719  |                                      |  |                                |   |  |     | 4/21/02  | 4/20/10         | Common Stock  | 10,340                     |  |  | D  |  |
|  | 9.6719  |                                      |  |                                |   |  |     | 4/21/03(b)   | 4/20/10         | Common Stock  | 15,764                     |  |  | D  |  |
|  | 9.6719  |                                      |  |                                |   |  |     | 4/21/04(b)   | 4/20/10         | Common Stock  | 10,340                     |  |  | D  |  |
|  | 9.6719  |                                      |  |                                |   |  |     | 4/21/05(b)   | 4/20/10         | Common Stock  | 10,340                     |  |  | D  |  |
|  | 9.6719  |                                      |  |                                |   |  |     | 4/21/06(b)   | 4/20/10         | Common Stock  | 10,340                     |  |  | D  |  |
|  | 31.56   |                                      |  |                                |   |  |     | 3/23/13(c)   | 3/24/13         | Common Stock  | 56,700                     | 124,164                                    |  | D  |  |

Explanation of Responses:

(1) Granted pursuant to the Company's Stock Performance Plan. Ownership will not vest until the satisfaction of conditions established pursuant to that Plan.

(2) Based upon information supplied as of 12/31/05, the Plan shares can be periodically based on contributions to plan.

(a) Granted by the Compensation Committee of the Board Directors pursuant to the Company's 2000 Incentive Stock Option Plan (the "Plan"). Consideration for granted options is grantee's performance and continued service with Company as specified in the Plan.

(b) Due to the satisfaction of conditions established pursuant to the Plan, 15,764 options will vest and become exercisable on 4/21/03, and an additional 10,340 will vest on each of 4/21/04, 4/21/05 and 4/21/06, subject to grantee's continued service with Company as specified in the Plan.

(c) These options vest and become exercisable on 3/23/13, unless accelerated based on satisfaction of conditions established pursuant to the Plan.

/S/ KENNETH D. KIRK

4/16/03

\*\*

\*\*Signature of Reporting Person

Date

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Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

KENNETH D. KIRK

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

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