

SMITH WALTER L  
Form 4  
February 15, 2005

**FORM 4** UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

OMB APPROVAL

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**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

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 \*  
SMITH WALTER L

2. Issuer Name and Ticker or Trading Symbol  
HILB ROGAL & HOBBS CO  
[HRH]

5. Relationship of Reporting Person(s) to Issuer  
  
(Check all applicable)

(Last) (First) (Middle)

3. Date of Earliest Transaction (Month/Day/Year)  
02/11/2005

\_\_\_ Director \_\_\_ 10% Owner  
 Officer (give title below) \_\_\_ Other (specify below)  
Senior Vice President, General

HILB ROGAL & HOBBS  
COMPANY, 4951 LAKE BROOK  
DRIVE, SUITE 500

(Street)

4. If Amendment, Date Original Filed(Month/Day/Year)

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
\_\_\_ Form filed by More than One Reporting Person

GLEN ALLEN, VA 23060

(City) (State) (Zip)

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	5. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4)	7. Nature of Indirect Ownership (Instr. 4)			
				(A) or (D)	Price					
Common Stock	02/11/2005		M	V	389	A	\$ 33.63	38,330	D	
Common Stock	02/12/2005		M	V	320	A	\$ 33.63	38,650	D	
Common Stock								2,325.53	I	Employee Stock Purchase Plan
Common								22,912	I	Retirement

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Stock

Savings Plan

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(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. F...	
				Code	V (A) (D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares
Stock Options (Right to buy)	\$ 0					03/01/2002	03/01/2007	Common Stock	1,725
Stock Options (Right to buy)	\$ 0					02/05/2005	02/11/2010	Common Stock	2,111
Stock Options (Right to buy)	\$ 0					02/09/2006	02/09/2011	Common Stock	2,500
Stock Options (Right to buy)	\$ 0					02/07/2007	02/07/2012	Common Stock	2,500
Stock Options (Right to buy)	\$ 14.219					03/01/2001	03/01/2007	Common Stock	6,000
Stock Options (Right to buy)	\$ 18.755					02/12/2002	02/12/2008	Common Stock	8,000

buy)										
Stock Options (Right to buy)	\$ 32.73				02/09/2005	02/09/2011	Common Stock	10,000		
Stock Options (Right to buy)	\$ 33.06				02/07/2006	02/07/2012	Common Stock	10,000		
Stock Options (Right to buy)	\$ 37.25				02/10/2004	02/11/2010	Common Stock	10,000		
Stock Options (Right to buy)	\$ 37.45				02/11/2003	02/11/2009	Common Stock	10,000		
Stock Options (Right to buy)	\$ 0	02/11/2005	X	625	02/11/2005	02/11/2009	Common Stock	625		
Stock Options (Right to buy)	\$ 0	02/12/2005	X	500	02/12/2005	02/12/2008	Common Stock	500		

## Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
SMITH WALTER L HILB ROGAL & HOBBS COMPANY 4951 LAKE BROOK DRIVE, SUITE 500 GLEN ALLEN, VA 23060			Senior Vice President, General	

## Signatures

Timothy J. Korman, A. Brent King, Carolyn Jones, Robert W. Blanton, Jr. 02/15/2005

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

\* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).

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

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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