

LIFE & HEALTH INSURANCE UNDERWRITING SUPPLEMENT

Agency Name: _____

1. List your top 5 Life & A&H carriers by annual commission:

Name of Carrier	AM Best rating under B+?	Years Represented	Annual Commission
	<input type="checkbox"/> Yes <input type="checkbox"/> No		\$
	<input type="checkbox"/> Yes <input type="checkbox"/> No		\$
	<input type="checkbox"/> Yes <input type="checkbox"/> No		\$
	<input type="checkbox"/> Yes <input type="checkbox"/> No		\$
	<input type="checkbox"/> Yes <input type="checkbox"/> No		\$

2. Check all Life and Accident & Health professional designations carried by agency personnel: CLU CHFP
 CFP FLMI RIA CEBS ChFC RHU Other (Specify) _____

3. Identify percentages of annual Life & A&H commission during the last calendar year received as:

- a. Agent %
 - b. General Agent (No. of Sub-Agents*____) %
 - c. Managing or Master General Agent (No. of Sub-Agents*____) %
 - d. Brokerage General Agent (No. of Sub-Agents*____) %
 - e. Managing General Underwriter (No. of Sub-Agents*____) %
 - f. Broker (where your agency or agency member did not have a contract direct with the carrier) %
 - g. Other (Specify) _____ %
- 100 %**

* Do you require evidence that all your sub-agents carry Errors and Omissions coverage each year of at least \$1,000,000/1,000,000? Yes No

4. Was the agency engaged in the sale of Long Term Care policies in the last 12 months?..... Yes No
If "Yes", what was the commission from such sales in the last 12 months? \$ _____

5. a. Is the agency involved in any fee based activities?..... Yes No
If "Yes", what were the fees received from such activities in the last 12 months? \$ _____
Provide a detailed explanation of these activities and attach any applicable contracts:

b. Do you inform insureds of non-commission based income derived from the sale of your products?..... Yes No

6. In the past five years, has the agency:
- a. Sold annuities in Structured Settlement arrangements? Yes No
If "Yes", 1. What was the commission from such sales in the last 12 months? \$ _____
2. Are any agency personnel involved in designing the structure of the settlements? Yes No
 - b. Been involved in the sale of life insurance policies to a viatical company? Yes No
If "Yes", what was the revenue from such activity in the last 12 months? \$ _____
 - c. Been involved in the investing in or servicing of viatical investment products?..... Yes No
If "Yes", what was the revenue from such activity in the last 12 months? \$ _____
 - d. Been involved in the sale of stranger-owned life policies (buyer has no insurable interest)?..... Yes No
If "Yes", what was the revenue from such activity in the last 12 months? \$ _____
 - e. Assumed responsibilities to notify terminated employees of Life and A&H policyholders of their rights to benefits under "COBRA"? Yes No
If "Yes", what was the revenue from such activity in the last 12 months? \$ _____
If "Yes", are such services provided via a written contract? Yes No
 - f. Been engaged in activities as a Third Party Administrator (TPA)? Yes No
If "Yes", do you hold a license as a TPA? Yes No If "No", explain reason:

If "Yes", number of years acting as a TPA?... _____
If "Yes", list lines of insurance for which claims are handled:... _____
 - g. Acted as a Named Fiduciary?..... Yes No
If "Yes", what was the revenue from such activity in the last 12 months? \$ _____
If "Yes", provide full details in 11. below
 - h. Been involved in the development of or sale of 125 plans?..... Yes No
If "Yes", are you involved with them in a fiduciary capacity?..... Yes No
Do you administer such plans?..... Yes No
If "Yes", provide full details of specific services provided and/or your responsibilities as a fiduciary in 11. below
 - i. Placed stop-loss/aggregate coverage for self-insured programs?..... Yes No
If "Yes", number of years placing such coverage?... _____
If "Yes", provide the information for your 3 largest customers below:

Client Name	Carrier	AM Best Rating	# Lives	Annual Commission
				\$
				\$
				\$

