

# LIFE INSURANCE AGENTS PROFESSIONAL LIABILITY *Application*



**Rockwood Programs, Inc.**  
 3001 Philadelphia Pike, Claymont, DE 19703  
 Tel: 877/242-2487 Fax: 302/762-4200  
 Website: [www.rockwoodinsurance.com](http://www.rockwoodinsurance.com)

**NOTICE:** This is an application for claims made and reported insurance. Such insurance if accepted by the Company, subject to policy provisions, applies only to those claims which are the result of wrongful acts occurring subsequent to the Retroactive Date and which are first made against you and reported to us during the policy term or any applicable Extended Reporting Period. The policy provides that the limit of liability shall be reduced by the amounts paid for legal defense.

**Preferred Risk Characteristics** • Retail agency only cannot insure Managing General Agents/Wholesalers • Have limited claims history  
 • Have \$1,000,000 or less in annual revenue income. *Please contact us to accommodate higher revenue income.*

**1a** Applicant's Name \_\_\_\_\_ DBA (if applicable) \_\_\_\_\_  
 Mailing Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone ( \_\_\_\_ ) \_\_\_\_\_ Fax ( \_\_\_\_ ) \_\_\_\_\_ Email Address \_\_\_\_\_  
 Contact Person \_\_\_\_\_ Title \_\_\_\_\_

**1b** Does the applicant own 100% of the listed DBA?.....  Yes  No  N/A

**1c** Does the applicant own any business entities not listed on the application?.....  Yes  No

**1d** Please list any additional insureds \_\_\_\_\_ Additional named insureds \_\_\_\_\_

**2** Applicant is:  Sole Proprietorship  Partnership  Corporation

**3** Date first licensed: Life/Health\* \_\_\_\_/\_\_\_\_/\_\_\_\_ Series 6 (if applicable) \_\_\_\_/\_\_\_\_/\_\_\_\_ Series 7 (if applicable) \_\_\_\_/\_\_\_\_/\_\_\_\_  
*\*If less than three years, provide resumes for each agency principle.*

**4** Please check the professional designations you currently hold:  
 CLU  RHU  LUTCF  ChFC  CIC  REBC  CPCU  RPLU  Other \_\_\_\_\_

**5** Has the applicant been involved with any mergers, purchases or, acquisitions in the past five years? .....  Yes  No  
*If yes, please describe on a separate sheet.*

**6** Has the applicant ever had any professional license terminated or suspended? .....  Yes  No

**7** Have any professional liability claims been made against the applicant or any of its past or present owners, officers, partners, employees, or solicitors, or to the knowledge of the applicant on behalf of its predecessors in business, within the last five years?  
*If yes, a Supplemental Claim form must be completed and submitted with this application. The Supplemental Claim Information Form is available on the web at [www.rockwoodinsurance.com](http://www.rockwoodinsurance.com) in the Life Agents E&E section.* .....  Yes  No

**8** Are there any known circumstances or incidents which may result in a professional liability claim? .....  Yes  No  
*If yes, give details on a separate sheet.*

**9** Declarations of "LICENSED" persons, (including yourself), whether owners, partners, directors, officers, or employees (selling or not).

a	NAME OF LICENSED PERSON	DESIGNATIONS CODE*	REVENUE	
			LAST 12 MONTHS	NEXT 12 MONTHS
	_____	_____	\$ _____	\$ _____
	_____	_____	\$ _____	\$ _____
	_____	_____	\$ _____	\$ _____
	_____	_____	\$ _____	\$ _____
<b>b</b>	Total Number of sub-agents, brokers, and independent contractors _____		\$ _____	\$ _____
	*Designation Codes: O = Owner P = Partner OF = Officer/Director E = Employee <i>If necessary, use a separate sheet.</i>		<b>Total Revenue:</b> \$ _____	\$ _____

**c** Unlicensed Staff: Total Number \_\_\_\_\_ Full Time \_\_\_\_\_ Part Time \_\_\_\_\_  
**1099 employees are excluded by the policy form, unless added by endorsement. Please note that the policy covers the applicant for any liability resulting from the actions of independent contractors so long as the revenues from independent contractor(s) are indicated above, subject to policy terms and conditions.**

**10** Do you verify that all non-employed sub-agents/independent contractors are required to carry Errors and Omissions coverage?  Yes  No

11 Please indicate percentages of the applicants revenue derived from each line of business written below: **The total of all lines should equal 100%.**

\_\_\_\_ % Life-Individual \_\_\_\_ % A&H-Individual \_\_\_\_ % Stocks \_\_\_\_ % Variable Annuities
\_\_\_\_ % Life-Group \_\_\_\_ % A&H-Group \_\_\_\_ % Bonds \_\_\_\_ % Equity Indexed Annuities
\_\_\_\_ % Fixed Annuities \_\_\_\_ % Mutual Funds \_\_\_\_ % RIA/Financial Planning \_\_\_\_ % All Other (Describe on a separate sheet)
\* \_\_\_\_ % Pension/Employee Benefit Planning \* \_\_\_\_ % Insurance Consulting Please provide a brief description on a separate sheet.

12a Does the applicant require coverage for Financial Products (Mutual Funds and Variable Annuities)? Yes No
If "Yes", what is the annual commission income derived from Variable Annuities? \$

NOTE: Restrictions apply. A supplemental Financial Products Questionnaire must be completed so eligibility can be determined.

12b Does the applicant require coverage for Investment Services (Stocks, Bonds, RIA/Financial Planning)? Yes No
If Yes, an additional premium will apply.

12c Do you charge fees for investment services or advice? Yes No

12d Does the applicant require coverage for incidental Property & Casualty placements? Yes No

If "Yes", what is the annual commission income derived from P&C related activity? \$

NOTE: Restrictions apply. A supplemental P&C Activities Application must be completed so eligibility can be determined.

NOTE: The activities listed in questions 12a and 12b are subject to a sublimit: actions selling variable annuities, mutual funds, stocks bonds; actions as a financial planner/registered investment advisor.

13 If "Yes" to 12a and/or 12b please provide: Name of Broker Dealer

Name of Registered Representative(s)

14 Does the Applicant offer premium financing on any accounts? Yes No If "Yes", what percentage of total premium is financed? %

15 Does the applicant place coverage or have involvement with Self Insured/Captives or Risk Retention Groups (RRG), Risk Purchasing Groups (RPG), Mutiple Employer Trusts (MET), Multiple Employer Welfare Arrangements (MEWA), Stop Loss Products or any self funded or partially funded product? Yes No If yes, please provide a brief description of activities in this area (on a separate sheet).

16 List the top five Insurance Companies with which you place business:

Table with 3 columns: Name of Insurance Company, Products Sold, % of Revenues. Contains 5 rows of blank lines for data entry.

17 Do you currently have Errors and Omissions Insurance in Force? Yes No

If "Yes", what is: Name of Insurer Expiration Date

Retroactive Date Current Limits \$ Deductible \$ Premium \$

Do you wish to purchase prior acts coverage? Yes No NOTE: Prior Acts coverage may only be available if the applicant has had continuous coverage in force with no gaps. If the applicant has not carried coverage or is not able to provide proof of coverage, the retroactive date of the policy will be inception. If "Yes", proof of prior coverage will be required.

18 Limits of liability desired \$ Deductible amount desired \$

THIS APPLICATION DOES NOT BIND THE APPLICANT OR THE COMPANY, NOR DOES IT OBLIGATE THE COMPANY TO ISSUE A POLICY. SUCH POLICY MAY BE CANCELLED BY THE COMPANY FROM INCEPTION UPON DISCOVERY THAT THE POLICY WAS OBTAINED THROUGH FRAUDULENT STATEMENT, OMISSION, OR CONCEALMENT OF THE FACTS MATERIAL TO THE ACCEPTANCE OF THE RISK OR HAZARD ASSUMED BY THE COMPANY.

THE APPLICANT REPRESENTS THAT THE STATEMENTS AND RESPONSES TO THE QUESTIONS ON THIS APPLICATION ARE ACCURATE AND COMPLETE. APPLICANT ALSO WARRANTS THAT SUCH STATEMENTS AND RESPONSES ARE TRUE, CONTAIN NO MISREPRESENTATIONS AND THAT IF THE INFORMATION SUPPLIED ON THIS APPLICATION OR ATTACHMENTS THERETO CHANGES BETWEEN THE DATE OF THIS APPLICATION AND THE INCEPTION DATE OF THE POLICY, THE APPLICANT WILL IMMEDIATELY NOTIFY THE COMPANY OF SUCH CHANGES.

Signature (Must be signed by an owner or officer of the applicant) Date

Please Print Name Title

Referred by: Agent Name E-mail Tel ( )

# LIFE AGENTS PROFESSIONAL LIABILITY SUPPLEMENTAL APPLICATION FOR PRODUCERS MAKING PROPERTY & CASUALTY PLACEMENTS



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THIS SUPPLEMENTAL FORM IS TO BE COMPLETED BY THOSE APPLICANTS PLACING SPECIALIZING IN THE INCIDENTAL PLACEMENT OF PROPERTY & CASUALTY INSURANCE. PLEASE BE SURE TO ANSWER **ALL** QUESTIONS. FAILURE TO DO SO MAY DELAY PROCESSING OR RESULT IN THE SUBMISSION'S DECLINATION.

**1** Name of Applicant \_\_\_\_\_  
 dba (If Applicable) \_\_\_\_\_  
 Applicant Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**2** Date Applicant Licensed \_\_\_\_\_ Total P&C Gross Premiums Written Last 12 Months \$ \_\_\_\_\_ Total Gross Annual P&C Revenue Earned Last 12 Months \$ \_\_\_\_\_

**3** What is the annual percentage breakdown by line of business of the applicant's P&C annual revenue (all lines)?

PERSONAL LINES _____	COMMERCIAL LINES _____
<p><b>a</b> auto standard..... _____ %</p> <p><b>b</b> auto non-standard _____ %</p> <p><b>c</b> property (dwelling) _____ %</p> <p><b>d</b> watercraft..... _____ %</p> <p><b>e</b> umbrella ..... _____ %</p> <p><b>f</b> other (describe) _____ %</p>	<p><b>g</b> commercial auto ..... _____ %</p> <p><b>h</b> BOP/CGL/package..... _____ %</p> <p><b>i</b> umbrella/excess ..... _____ %</p> <p><b>j</b> property coverage..... _____ %</p> <p><b>k</b> crop coverage ..... _____ %</p> <p><b>l</b> workers compensation _____ %</p> <p><b>m</b> wet marine ..... _____ %</p> <p><b>n</b> inland marine ..... _____ %</p> <p><b>o</b> livestock/mortality ..... _____ %</p> <p><b>p</b> medical malpractice..... _____ %</p> <p><b>q</b> professional liability non-medical _____ %</p> <p><b>r</b> directors &amp; officers..... _____ %</p> <p><b>s</b> aviation..... _____ %</p> <p><b>t</b> bonds ..... _____ %</p> <p><b>u</b> short/long haul trucking ..... _____ %</p> <p><b>v</b> other (describe) _____ %</p>
<b>TOTAL PERSONAL + COMMERCIAL LINES ..... 100 %</b>	

**4** List the top four insurance companies by premium volume with which you place business and show the percentage dollar volume placed with each:

INSURANCE COMPANY	PERCENT VOLUME PLACED	CURRENT BEST RATING
	_____ %	
	_____ %	
	_____ %	
	_____ %	

**5** Does the applicant write any business on a non-admitted basis?.....  Yes  No

**6** Does the Applicant possess any underwriting authorities? .....  Yes  No

THE APPLICATION MUST BE SIGNED AND DATED BY AN OWNER, OFFICER, OR PARTNER.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Name (print) \_\_\_\_\_ Title \_\_\_\_\_

# LIFE INSURANCE AGENTS ADDITIONAL INSURED SUPPLEMENTAL APPLICATION



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**NOTICE:** This form is to be completed by the Applicant who is seeking to add an additional insured. Please be advised that completing this form does not guarantee that the applicant will be added to your policy. Information is subject to underwriter review and approval. Additional costs may apply.

Name of Current Insured \_\_\_\_\_

DBA \_\_\_\_\_ Certificate Number \_\_\_\_\_

**1** List the name of applicant to be added \_\_\_\_\_

**1a** Licensed Dates: Life/Accident & Health \_\_\_\_\_ Series 6 \_\_\_\_\_ Series 7 \_\_\_\_\_

**2** Is the producer employed by you?  Yes  No *If "Yes", how.* .....  W-2  1099

**3** Will the applicant place business outside the firm? .....  Yes  No

**3a** *If "Yes", then with whom* \_\_\_\_\_

**4** What products will the additional insured be selling?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**5** Show the last and future (estimated) 12 months revenue for the applicant.  
Last 12 months revenue \$ \_\_\_\_\_ Future 12 months revenue \$ \_\_\_\_\_

**6** Is the additional insured aware of any claims or potential claims in the last five years? .....  Yes  No  
*If "Yes", please have the applicant complete the claims supplemental form in detail and attach documentation.*

**7** Does the applicant place coverage or have any involvement with self-insured/captives, risk retention groups (RRGs), risk purchasing groups (RPGs), Multiple Employer Trusts (METs), or Multiple Employer Welfare Arrangements (MEWAs)? .....  Yes  No  
*If yes, explain involvement on separate sheet.*

**8** Does the applicant currently have Errors & Omissions coverage? .....  Yes  No

I understand that the information submitted herein becomes part of my professional liability application and is subject to the same notification, warranties & conditions.

Signature \_\_\_\_\_  
(owner, officer of named insured listed above)

Print Name \_\_\_\_\_

Date \_\_\_\_\_