

RISK DATA

Is the Policyholder a bona fide:

Association*

Labor Union

**If Policyholder is a bona fide "Association", please include a copy of the constitution and by-laws as well as a membership brochure.*

What are the annual membership dues? _____

Total Number of Members: _____

Total Number of Members to be Covered: _____

Total Potential Members: _____

What is the demographic profile of the typical member? _____

Describe each class to be covered:

Class 1: _____

Class 2: (if applicable) _____

Class 3: (if applicable) _____

Amounts of Accidental Death & Dismemberment Insurance Requested \$ _____

Please provide the following information as attachments:

- The geographic distribution of the members
- A list of the number of members by state
- A breakdown of the distribution of members by age

Check all additional benefits in the plan design you wish to include.

- | | |
|--|--|
| <input type="checkbox"/> Common Accident | <input type="checkbox"/> In-Hospital |
| <input type="checkbox"/> Enhanced Benefit for Dependent Children | <input type="checkbox"/> Medical Evacuation and Repatriation |
| <input type="checkbox"/> COBRA Premium Continuation | <input type="checkbox"/> Aircraft Pilot and Crew extension |
| <input type="checkbox"/> Felonious Assault | <input type="checkbox"/> Owned/Leased aircraft extension |
| <input type="checkbox"/> TTD | <input type="checkbox"/> Accident Medical Expense |
| <input type="checkbox"/> Child Care Expense | <input type="checkbox"/> Education Expense |
| <input type="checkbox"/> Spouse Employment Training | <input type="checkbox"/> Seat Belt |
| <input type="checkbox"/> Paralysis | <input type="checkbox"/> Coma Benefit |
| <input type="checkbox"/> Psychological Therapy Benefit | <input type="checkbox"/> Rehabilitation Benefit |
| <input type="checkbox"/> Burn Benefit | <input type="checkbox"/> Carjacking |
| <input type="checkbox"/> Felonious Assault | <input type="checkbox"/> Home Alteration or Vehicle Modification |
| <input type="checkbox"/> *Occupational Hepatitis | <input type="checkbox"/> *Occupational HIV |

Not all benefits are available in all states.

**Occupational Hepatitis and Occupational HIV are only available to members of Health Care Associations*

ADDITIONAL QUESTIONS FOR ASSOCIATION PLANS

Please answer questions in space below or complete on a separate sheet and attach.

	YES	NO
1. If this is a bona fide association in the state that the Association is chartered or incorporated?	<input type="checkbox"/>	<input type="checkbox"/>
2. What other Association programs are major competitors for membership? _____		
3. Are there Local District, State, Regional or National Affiliates of the Association? Provide details? _____	<input type="checkbox"/>	<input type="checkbox"/>
4. Do any of these Affiliates offer Insurance coverage(s) to members of this Association? If Yes, list current programs _____	<input type="checkbox"/>	<input type="checkbox"/>
5. Is this a Sponsored Program? (The Association actively sponsors and manages the program or enlists an entity to do it on their behalf)	<input type="checkbox"/>	<input type="checkbox"/>
6. Is this an Endorsed Program? (The program has been vetted and approved by the Association but they are not active marketers of the program. Another entity holds the interest in marketing the program)	<input type="checkbox"/>	<input type="checkbox"/>
7. How many members participate in EACH insurance plan offered by the association? _____		
8. List all coverages and products being marketed/sold through the Association? (Inception Date, No. of Insured's, percent of participation, insurer, broker/agent, or marketing organization) _____ _____		
9. How are products being marketed? Provide copies of screen shots for periodicals, newsletters, the web, used to market the coverage's. _____ _____		
10. Is there an annual convention/gathering? If yes, how many members attended the last convention? _____	<input type="checkbox"/>	<input type="checkbox"/>
11. Is there a Trust? If yes, please provide copy of Trust Agreement as well as an explanation of the purpose for which the trust was formed. _____	<input type="checkbox"/>	<input type="checkbox"/>
12. Please provide an in depth description of the administrative procedures; eg: Enrollment, Fulfillment, Billing, Customer Service, Claims, etc. If you have any partners providing these functions for you please indicate who they are and the responsibilities of each entity.	<input type="checkbox"/>	<input type="checkbox"/>
13. Are there administration agreements in place? If yes, please provide copies.	<input type="checkbox"/>	<input type="checkbox"/>
14. What is the rate of growth and turn over rates for the current plan(s)? Growth Rates _____ Turn Over Rates _____		
15. Please provide a history of different carriers you have worked with. _____ _____ _____ _____		

LIST OF INCLUDED DOCUMENTS (Check all that apply)

- | | | |
|---|---|---|
| <input type="checkbox"/> Constitution | <input type="checkbox"/> Bylaws | <input type="checkbox"/> Membership Brochure |
| <input type="checkbox"/> Copy of In-force or prior policy | <input type="checkbox"/> Marketing Materials | <input type="checkbox"/> Trust Agreement |
| <input type="checkbox"/> Claims Information | <input type="checkbox"/> Administration Agreement | <input type="checkbox"/> List of the number of members by state |
| <input type="checkbox"/> Distribution of members by age | <input type="checkbox"/> Other _____ | |

PRODUCER/ORGANIZATION INFORMATION

Name: _____

Street Address: _____

City: _____ State: _____ Zip Code: _____

Contact Name: _____ Phone Number: _____

Email Address: _____ Fax Number: _____

Requested Commission (%): _____

Are you licensed as: TPA? MGA?

If you are an MGA how many sub-producers do you work with? _____

Please provide information on the geographical spread of your sub-producers. _____

