



**THE GUARANTEE COMPANY
OF NORTH AMERICA**

SUPPLEMENTAL APPLICATION FOR LIFE INSURANCE COMPANY
AGENTS QUESTIONNAIRE

Please note:

General Agent means a natural person, firm or corporation engaged or authorized by the Insured to solicit insurance for the account of the Insured. The term General Agent shall be deemed to include the partners, officers and employees of such Agent and all such persons shall collectively be deemed to be one person.

Soliciting Agent means an individual, firm or corporation engaged or authorized by the Insured or by any General Agent of the Insured to solicit insurance for the account of the Insured or of such General Agent, and shall be deemed to include any Insurance broker under contract with the Insured or with such General Agent. The term Soliciting Agent shall be deemed to include the partners, officers and employees of such Agent and all such persons shall collectively be deemed to be one person.

Servicing Agent means a natural person, firm or corporation engaged or authorized by the Insured to perform any or all of the following:

- (a) collect and record payments on real estate mortgage or home improvement loans made, held or assigned to the Insured, and establish tax and insurance escrow accounts,
- (b) manage real property owned by, or under the supervision or control of, the Insured, or
- (c) perform other acts directly related to the above.

The term Servicing Agent shall be deemed to include the partners, officers and employees of such Agent and all such persons shall collectively be deemed to be one person.

1. Explain fully the Insured's control over its Agents:

(a) Does a contract exist between you (the Insured) and your Agents?..... Yes No
If "No", please explain: _____

(b) Does your firm bill the client directly? Yes No

(c) Are there other means of payment?..... Yes No
Please explain: _____

(d) What procedure is followed for the first payment? _____

(e) How does the Insured know that it is receiving all first payments on new accounts? _____

(f) How does the Insured verify that a client has purchased a "Policy"? _____

(g) Does the Insured send a verification statement to its clients on all new business? Yes No
Do these verification requests contain instructions to report discrepancies to a named person other than
the Agent?..... Yes No

(h) How long does a "Policy" stay in force if there is non-payment of premium? _____
Is there an investigation?..... Yes No

(i) How are commissions paid to Agents?
(i) Deducted by Agents? Yes No
(ii) Paid by Insured to Agent?..... Yes No

2. (a) What prior investigation is made before issuing a contract to a prospective Agent? _____

- (b) Is the Agent's personal financial information obtained?..... Yes No
- (c) Is the Agent's loss history reviewed?..... Yes No
- 3. Is there a periodic review of Agents:..... Yes No
If "Yes", how often? _____
- 4. What types of products are sold by the Agents:
 - (a) Life Policies?..... Yes No
 - (b) Securities?..... Yes No
 - (c) Annuities?..... Yes No
 - (d) Other?..... Yes No
 Please describe: _____
- 5. Do Life Insurance Agents also act as registered representatives?..... Yes No
- 6. List all losses involving agents, similar in type to claims which could fall within the scope of the agents coverage being applied for in this application, that have occurred during the past six years. (Whether reimbursed or not.)..... Check if None

<u>Date of Loss</u>	<u>Type of Agent</u>	<u>Amount of Loss</u>	<u>Amount Recovered from Insurance</u>	<u>Recovered from other than Insurance</u>	<u>Amount of Loss Pending</u>	<u>Location</u>

The Insured represents that the information furnished in this application is complete, true and correct. Any misrepresentation, omission, concealment or incorrect statement of a material fact, in this application or otherwise, shall be grounds for the rescission of any bond issued in reliance upon such information.

Dated at _____ this _____ day of _____ 20_____

(Insured) By _____

(Name and Title - Please Print)