



Big "I"  
PROFESSIONAL  
LIABILITY

## Financial Products Supplemental Application

1. Name of Applicant:

2. Select the Financial Products Coverage Endorsement requested below. [Choose only one]:

	Sublimit	Deductible Each Claim					
Variable Annuities	\$ 1,000,000/\$1,000,000	<input type="checkbox"/> \$ 5,000	<input type="checkbox"/> \$ 7,500	<input type="checkbox"/> \$ 10,000	<input type="checkbox"/> \$ 15,000	<input type="checkbox"/> \$ 20,000	<input type="checkbox"/> \$ 25,000
Mutual Funds and Variable Annuities	\$ 1,000,000/\$1,000,000	<input type="checkbox"/> \$ 5,000	<input type="checkbox"/> \$ 7,500	<input type="checkbox"/> \$ 10,000	<input type="checkbox"/> \$ 15,000	<input type="checkbox"/> \$ 20,000	<input type="checkbox"/> \$ 25,000
Securities, Mutual Fund and Variable Annuities	\$ 1,000,000/\$1,000,000	<input type="checkbox"/> \$ 10,000	<input type="checkbox"/> \$ 15,000	<input type="checkbox"/> \$ 20,000	<input type="checkbox"/> \$ 25,000		

3. Provide the following on all agency staff selling financial products

Name of Registered Representative	CRD #	# Years of Experience	Name of Broker/Dealer	Revenue	% of Agency Revenue	License Type
				\$	%	<input type="checkbox"/> Series 6 <input type="checkbox"/> Series 7
				\$	%	<input type="checkbox"/> Series 6 <input type="checkbox"/> Series 7
				\$	%	<input type="checkbox"/> Series 6 <input type="checkbox"/> Series 7
				\$	%	<input type="checkbox"/> Series 6 <input type="checkbox"/> Series 7
				\$	%	<input type="checkbox"/> Series 6 <input type="checkbox"/> Series 7

4. Do any of the Registered Representatives shown in #3 above have Professional Liability Insurance Coverage through their Broker/Dealer?  Yes  No

[If yes, provide copy of Declarations Page or Certificate of Insurance]

5. Does the product training provided by the Broker/Dealer named in #3 above include the following topics?

- a. Compliance policies  Yes  No
- b. Federal Securities Laws  Yes  No
- c. Self-Regulatory Organization (SRO) Rules  Yes  No
- d. FINRA Conduct Rule 2310 and any amendments  Yes  No

6. Are customer complaints always promptly reported directly to the Compliance Department of the Broker/Dealer?  Yes  No

7. Does anyone in the agency have any ownership interest in a Broker/Dealer organization?  Yes  No

If yes, answer the following:

a. When was the last in-house or external compliance and suitability review completed?

b. Has the Broker/Dealer been the subject of any market conduct or FINRA disciplinary action?  Yes  No

c. Does the Broker/Dealer maintain a customer complaint log?  Yes  No

d. Does the Broker/Dealer have Professional Liability Insurance Coverage?  Yes  No

8. Do any of the Registered Representatives shown above provide fee-based financial planning services?  Yes  No

If yes, who?

a. What designations are held?  CFP  ChFC  Other [list]:

9. Answer the following questions if you sell annuities:

a. Target age of clientele:

b. How much of the annuity business is marketed to seniors over 65 years of age?

c. Of the annuity business marketed to seniors over 65 years of age, what percentage of this business is deferred annuities versus immediate annuities? %

d. If you have shown a percentage in 9.c. above, who determines suitability of these deferred annuity transactions?

Registered Representative  Broker/Dealer  Both Registered Representative and Broker/Dealer

e. If you have shown a percentage in 9.c. above, under what scenario would the sale of a deferred annuity to a senior be suitable?

10. Do any of the Registered Representatives shown in #3 exercise discretionary authority or control with regard to the management or disposition of client assets?  Yes  No

11. After inquiring of each Registered Representative in # 3 are there any known circumstances or incidents which might reasonably be expected to give rise to a financial products related claim?  Yes  No

If yes, attach a detailed explanation.

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
[Print Name] [Print Title]

Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
[Must be signed by Owner, Partner or Senior Officer] [Month/Day/Year]