

INVESTMENT ADVISER, PROFESSIONAL SERVICES AND DIRECTORS AND OFFICERS LIABILITY – NEW BUSINESS APPLICATION

Markel American Insurance Company

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Notice: This is an application for coverage on a claims-made and reported basis. Such coverage, if issued, will apply solely as stated in the policy and will potentially cover only those claims that are first made against you and reported to us during the policy period or extended reporting period, if applicable.

The amounts incurred as defense expenses will reduce the limit of liability available, unless the policy is amended by endorsement.

Ар	Applicant: (Full legal name of Registered Investment Adviser o	or Investment Adviser Representa	tive)
Ad	Additional Business Names:		
Pri	Principal Business Address:		
Cit	Eity:	State:	Zip:
	Phone #:		
	Vebsite:		
AL	ALL DISCLOSURES AND SUBMITTED MATERIAL MUST BE CUR	RRENT AND ACCURATE, as requi	red by state and federal agencies.
Ple	Please indicate $\left[oldsymbol{\checkmark} ight]$ the attachment of the following items:		
[]] Attached – A separate sheet with a brief description of you	ur investment philosophy.	
[]] Attached – Form ADV Part 1 and Form ADV Part 2A: Firm I	Brochure, or	
	[] Filed electronically with IARD.		
] Attached – All Supplements, especially Form ADV Part 2B:	: Brochure Supplement for each I	AR, or
	[] Filed electronically with IARD.		
] Attached – Sample customer contract(s) for each profession	onal service rendered.	
] Attached – A copy of most recent Regulatory audit letter a	and response letters.	
] Current Balance Sheet and Income Statement (unaudited is	s acceptable).	
] Provide name of your Chief Compliance Officer and the name	me of your Outside Compliance Pr	rofessional – attorney or consultant.
Ch	hief Compliance Officer:		[] NONE
Ou	Outside Compliance Professional:		[] NONE
Se	Section 1. General Information		
1.	. Has any insurer declined, cancelled or non-renewed any Invor any similar insurance on behalf of any applicant for this		•
	If yes, provide details on a separate sheet.		
2.	2. Has any Professional Liability (E&O) claim, complaint or pro organization proposed for this insurance?		
	If yes, provide details on a separate sheet.		

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Investment adviser, professional services and directors and officers liability – new business application 3. Is any applicant aware of any fact, error, omission, circumstance or situation that may provide grounds for any **If yes,** provide details on a separate sheet. Have you or any of your directors, officers, employees, predecessors, subsidiaries, affiliates or any other applicant been involved in or have knowledge of any pending or completed governmental, regulatory, investigative **If yes,** provide details on a separate sheet. 5. Is any advisory customer an investment company (registered or unregistered), REIT, limited partnership, **If yes,** provide details on a separate sheet. If no, do you agree to notify us within 30 days if you start to render advisory services to such a customer? ... Yes [] No [] If yes, attach a list of accounts and assets. 7. During the last 3 years, have you or any affiliate considered or been involved in any attempted or completed merger, acquisition, divestiture or significant change in principals?......Yes [] No [] **If yes**, provide details on a separate sheet. What percentage of your revenue is derived from professional entertainers, celebrities, athletes and musicians? **If none,** check here: 9. Do you provide personal management services such as sports management or bill paying or other concierge 10. Trading errors Before a trade is executed, are there procedures in place to ensure the trade does not violate the investment a. **If yes,** attach your policy and procedures.

ERISA Service	Regulatory Assets Under Management And Advisement	Number Of Accounts
ERISA 3(38) Investment Manager	\$	
ERISA 3(21) Limited Scope Fiduciary	\$	

Do you provide ERISA 3(38) Investment Manager or ERISA 3(21) Limited Scope Fiduciary services

Have you ever had a trading error loss in excess of \$5,000?Yes [] No []

If yes, provide details (i.e. dates, amounts, by whom the loss was paid).

If yes, please include the professional service contracts with the submission.

b.

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11.	Cust	odia	ns/Trade Associations – F	leas	e indicate [✓]:						
	[]	Fid	elity	[]	TD Ameritrade	[]	National Advisors Trust				
	[]	Sco	ottrade	[]	Folio Institutional	[]	Trust Company of Americ	a			
	[]	Pei	rshing	[]	Shareholders Services Group	Raymond James Advisory	,				
	[]	Sch	ıwab	[]	FPA	[]	NAPFA				
	[]	Ga	rrett Network	[]	Fi360	[]	XYPN				
	[]	ВА	M	[]	Other:						
12.			•		dvice. Independent Contractors (1099) for additional coverage request. (If need		-			_	
	Nar	ne C	f All Individual Adviser	S	Professional Designations		CRD Number				
									_	_	
									_		
13.	Conf	licts	of Interest – Please expla	ain a	ny yes responses on a separate sheet.						
	a.				embers, managers, officers, directors, e						
		(1)	Act as both Trustee and	advi	ser to any customer?			Yes []	No []
		(2)	Act as a director, partner organization in which cu	r, me storr	mber, manager, officer, employee or any ers are solicited to invest?	othe	er position of control for an	y Yes []	No []
		(3)			invest in any enterprise in which any fi			Yes []	No []
		(4)			any enterprise in which another custon			Yes []	No []
		(5)			tion in which you, your members or asso			Yes [1	No [1
		(6)			ance-based fees?						
			If yes:								
			(a) Are all customers ex	emp	ted from Rule 205(a) or deemed "Qualif	ied (Clients"?	Yes []	No []
			(b) How many customer	s ha	ve performance-based fees?						
		(7)	Do you use third party so	olicit	ors to generate business?			Yes []	No []
			If yes:								
			(a) Is the arrangement i	n co	mpliance with state or federal regulation	าร?		Yes []	No []
			(b) Do the solicitors evid	denc	e this arrangement to prospective custo	mers	?	Yes []	No []
			(c) How many solicitors	are	used?						
	b.				, employee or in a position of control for liates) which is also an advisory custom			Yes []	No []
	C.	Are	you or any of your partne	ers, c	fficers, directors, employees or associat	ed pi	rofessionals a CPA?	Yes []	No []
		If y	es , do any such persons p	erfo	rm or attest work/consulting services fo	or any	/ accounting				

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14. Disclosure Events – Please explain any yes r	responses on a separate sheet.
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lave vou	or any	associated	professional	ever.	

a.	Had a professional license or registration denied, suspended, revoked, non-renewed or restricted?	Yes	[]	No	[]
b.	Been formally reprimanded by any court, administrative or regulatory agency?	Yes	[]	No	[]
C.	Had a complaint filed with any consumer agency, state securities department, insurance department or your broker-dealer, SEC, FINRA or other regulatory agency?	Yes	[]	No	[]
d.	Been audited by the SEC, FINRA, any state securities department or other licensing or regulatory agency?	Yes	[]	No	[]
e.	Been formally accused of violating any professional association's code of ethics?	Yes	[]	No	[]
f.	Been convicted of a felony or any civil proceedings?	Yes	[]	No	[]
g.	Been involved in, or are aware of, any fee disputes including suits?	Yes	[]	No	[]
	ding advisory fees and authorized disbursement to an account with the same registration of the omer, do you have power to withdraw or disburse funds in the account?	Yes	[]	No	[]

NOTE: Mutual Funds or ETFs in your portfolios that hold other security types shown below should be considered mutual funds or ETFs for the lower schedule. List only the portion of the below products not held within Mutual Funds or ETFs.

16. Provide the percentage of total assets you advise in each of the following categories. (Must total 100%.)

%	Classes And Types Of Assets Managed And Assets Advised	%	Classes And Types Of Assets Managed And Assets Advised
	Mutual Funds (all investment styles)		Foreign Securities (Traded 100% outside the U.S.)
	Cash		Certificates of Deposit
	Closed-End Investment Companies		Unit Investment Trusts (UIT)
	Variable Annuities		Unlisted Stocks
	Investment Grade Bonds		Unregistered Securities
	Listed Stocks	Index Linked Securities	
	Exchange Traded Funds (ETF) (excluding leveraged and inverse)		Junk Bonds/Below Investment Grade
	Leveraged Exchange Traded Funds	Promissory Notes/Leases/Receivables	
	Inverse Exchange Traded Funds		Hedge Funds
	Municipal Securities		Fund of Hedge Funds
	Options		Guaranteed Investment Contracts (GIC)
	REITs Publicly Traded		Collective Investment Trusts/Fund (CIT/CIF)
	REITs/REIFs Privately Traded		Tangibles (gold, silver, collectibles, coins, etc
	Limited Partnership/General Partnerships or similar Pooled Investment Vehicles	Asset-Backed Securities, Mortgage-Backed Securities, CMO CDOs.	
	Exchange Traded Notes (ETN)		Church Bonds
	Other:		Other Derivatives or Structured Products

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17. Provide approximate percentages of professional services. Must total 100%. Indicate all services that you provide.

%	Nature Of Practice	%	Nature Of Practice
	Modular / Comprehensive Financial Planning / Preparation / Advising		Investment Management or Pension / Benefit Consulting
	Divorce Financial Consulting	Hourly Advice	
	Discretionary Asset Management (LPOA)	Wrap Accounts	
	Non-Discretionary Asset Management (LPOA with Prior Consent)		Tax Preparation
	Asset Monitoring (No LPOA to Direct Trades)		Seminars / Education
	Product Sales Based On Financial Plan		Third Party Pension Administration
	Product Sales Not Based On Financial Plan		Timing Services
	Publish Newsletters for Subscription or Fee	Fee Third Party Money Managers	
	Other		

18. Sources of revenue: Provide gross annual revenues from financial planning, advisory activities, and commissions from the sales of securities and/or life and health insurance received by all covered individuals and entities.

Year		Annual Total Gross Revenues (100%)	% Fee Only Revenues	% Commission Revenues	# Of Financial Advisors
Last Year:	\$	\$	%	%	
Projected for Current Year:	\$	\$	%	%	
Projected for Next Year:	\$	\$	%	%	

19. Value of Regulatory Assets Under Management (AUM) or Assets Under Advisement (AUA)

AUM – Discretionary Accounts	Market Asset Value	Value Of Largest Account	# Of Customers
Discretionary AUM accounts	\$	\$	
AUM – Non-Discretionary Accounts	Market Asset Value	Value Of Largest Account	# Of Customers
Non-Discretionary AUM accounts	\$	\$	
AUA – Investment Consulting, Monitoring Or Referral	Market Asset Value	Value Of Largest Account	# Of Customers
Total Asset Monitoring (No LPOA to Direct Trades)	\$	\$	
Total Referral to Third Party Money Manager Accounts (no Direct Management)	\$	\$	
TOTALS FOR ALL AUM AND AUA ACCOUNTS:	\$		

TOTALS FOR ALL A	UM AND AUA ACCOU	NTS: \$					
20. Requested limit	s and deductibles: WE	DO NOT GUARANTE	E TO OFFER ANY	OF THE BELOW LIM	IITS OR DEDUCT	IBLES.	
Please indicate [✓] Limits Requested:							
[]\$100,000/\$200,000 []\$250,000/\$500,0			[]\$500,000	/\$1,000,000	[] Other: \$	/ \$	
[] \$1,000,000 / \$1	[]\$1,000,000 / \$1,000,000 []\$1,000,000 / \$2,000,000 []\$2,000,000 / \$2,000,000						
Please indicate [✓] D	Please indicate [✓] Deductible Requested:						
[] \$1,000	[] \$2,500	[]\$5,000	[] \$10,000	[]\$15,000			
[]\$20,000	[]\$25,000	[]\$50,000	[]\$75,000	[]\$100,000			

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Section 2. Supplemental Coverages

SUPPLEMENTAL QUESTIONNAIRE TO BE COMPLETED FOR ADDITIONAL COVERAGE

- If completed, this will become part of the application -If you desire coverage for the below activities, please complete the corresponding questions: Tax preparation [] Decline coverage [] Requested. Complete Question 21. Independent contractors Requested. Complete Question 22. Decline coverage Product sales [] Decline coverage Requested. Complete Question 23. Directors & Officers Liability [] Decline coverage Requested. Complete Question 24. **Employment Practices Liability** Decline coverage Requested. Complete Question 25. Specified Professions Professional Liability Decline coverage [] Requested. Complete Question 26. NOTE: If you decline all supplemental coverage you may proceed to the NOTICE TO THE APPLICANT section below. 21. IF COVERAGE FOR TAX PREPARATION IS DESIRED, PLEASE COMPLETE THE FOLLOWING: Provide gross annual tax preparation revenue: \$__ 22. IF COVERAGE FOR INDEPENDENT CONTRACTORS IS DESIRED, PLEASE COMPLETE THE FOLLOWING: List the **CRD numbers** and **names** of any independent contractors (non-employees) giving investment advice on your behalf: (If needed, attach a separate sheet.)

23. IF COVERAGE FOR PRODUCT SALES IS DESIRED, PLEASE COMPLETE THE FOLLOWING:

a. List professionals that provide sales, and include commissions paid directly to that professional in Question 18 (sources of revenue): (If needed, attach a separate sheet.)

Name Of Financial Advisers	Life/Health	Security Sales

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b. Commission Revenue – Must total 100%

%	Types Of Products	%	Types Of Products
	Life/Health/Disability/Accident/Long Term Care / Fixed annuities		Asset-Backed Securities, Mortgage-Backed Securities, CMO, CDOs
	Variable annuities		Unlisted stocks
	Mutual funds		Unregistered securities
	Investment grade bonds		Index Linked Securities
	Listed stocks		Junk bonds / Below investment grade
	Exchange Traded Funds		Promissory Notes / Leases / Receivables
	(non-leveraged or inversed)		Hedge funds
	Leveraged Exchange Traded Funds		Fund of hedge funds
	Inverse Exchange Traded Funds		Guaranteed Investment Contracts (GIC)
	Municipal securities Municipal securities (not in mutual funds or ETFs)		Collective Investment Trusts / Fund (CIT / CIF)
	Options		Tangibles (gold, silver, collectibles, coins, etc.)
	REITs Publicly Traded		Foreign securities
	REITs / REIFs Privately Traded		Other derivatives or structured products / Notes
	General or limited partnership		Other:
	Exchange Traded notes		

24. IF COVERAGE FOR DIRECTORS & OFFICERS LIABILITY IS DESIRED, PLEASE COMPLETE THE FOLLOWING:

a. Please provide the following information about your current insurance coverage:

Type Of Coverage	Insurer	Limits	Deductible	Expiration	Retro Date
Investment Advisor E&O		\$	\$		
Directors & Officers Liability		\$	\$		
Fiduciary Liability		\$	\$		
ERISA Bond		\$	\$		
Fidelity Bond		\$	\$		

b. List of entities for which coverage is desired:

Business Name	Type Of Operation	Owned By	% Ownership	Date Acquired	Total Assets	Total Revenue

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Organization has been continually operating since: C. d. Stock ownership: Total number of common shares outstanding:_____ Total number of common stock shareholders: Total number of common shares owned by its Directors and Officers (direct and beneficial): (3)(4)List any shareholder(s) owning 5% or more of the common shares directly or beneficially of the applicant: Name Title **Ownership** Has the applicant been involved in any actual or proposed merger, acquisition, consolidation, tender **If yes,** provide details on a separate sheet. f. g. Does the applicant have a Whistleblower policy in the firm's compliance manual and is it circulated and h. Have there been any claims, or are there any claims now pending, against any person proposed for i. **If yes,** provide details on a separate sheet. Note: The policy, if issued, will not cover any such prior or pending claims. j. Has the Organization or any of its owners, directors, officers, partners or trustees been involved in, charged with, or have any knowledge of any fact or circumstance involving any of the following which may give rise to a claim under the proposed insurance? (2) Civil action, criminal action or administrative proceeding arising from an alleged or actual violation (3) Civil action, criminal action or administrative proceeding arising from an alleged or actual violation If yes to any question asked in $j_{\cdot}(1) - j_{\cdot}(8)$ above, please provide details on a separate sheet. Note: The policy, if issued, will not cover any claim or action arising from such knowledge, charges,

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information or involvement.

25. IF COVERAGE FOR EMPLOYMENT PRACTICES LIABILITY IS DESIRED, PLEASE COMPLETE THE FOLLOWING:

a.	Number of employees: Full Time: Part Time:				
b.	Has employee turnover exceeded 25% in any of the last 3 years?	Yes []	No []
	If yes, provide details on a separate sheet.				
C.	Does the applicant have formal written policies or an employee handbook to address the following:				
	(1) Anti-Discrimination	Yes []	No []
	(2) Anti-Sexual Harassment	Yes []	No []
	(3) Employment At Will	Yes []	No []
	If yes to any question in $c.(1) - c.(3)$ above, please answer the following:				
	(a) When were the formal written policies that address the above last updated and distributed to sta	aff? _			_
	(b) Are all employees required to acknowledge receipt and that they have read the above policies? .	Yes []	No []
	(c) Are all formal written policies reviewed by an employment law attorney?	Yes []	No []
d.	Does the applicant conduct employee training on subjects of discrimination and workplace harassment?	Yes []	No []
e.	Percentage of current employees with annual total compensation (salary + bonuses) greater than \$100,000: _			0	%
f.	Is any reduction of employees or change of status anticipated or being contemplated in the next 18 months or has any such reduction or change occurred in the past 18 months?	Yes []	No []
	If yes, please answer the following:				
	(1) How many employees will be affected?				
	(2) Will outside counsel be utilized?	Yes []	No []
	(3) Will severance be offered to all affected employees?	Yes []	No []
	(4) Are procedures in place to assist affected employees in finding work?	Yes []	No []

26. IF COVERAGE FOR SPECIFIED PROFESSIONS PROFESSIONAL LIABILITY IS DESIRED, PLEASE COMPLETE THE FOLLOWING:

 Describe all professional services performed for others and indicate the percentage of gross revenues derived from each activity.

Professional Services	Percent of Gross Revenues
	%
	%
	%
	%
	%
	%
	%

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b. (1) Estimated annual gross revenues for the coming year: \$_____

	(2) Percentage of annual g		3,	
	Domestic:	%		
	Foreign:	%		
	(3) Annual gross revenues	for the last 3 years	5:	
	Last 12 months: Year: _		\$	
	1st prior year: Year: _		\$	
	2nd prior year Year: _			
Ξ.	Describe the applicant's 5 la	argest jobs in the p	ast 3 years:	
	Customer Name		Professional Services	Gross Revenues
				\$
				\$
				\$
				\$
				\$
		e Applicant's gross	revenues for any of the last three years derive	
d.				res[] No
d.				Yes[] No
d.	any one contract?			Tes[] NO
	any one contract?			Tes[] NO
	any one contract? If yes, specify customer, pro Provide the following:	ofessional services		
	any one contract? If yes, specify customer, pro Provide the following:	ofessional services	and duration of contract	
	Provide the following: (1) A list of owners, partner (2) Latest annual financial	ers and officers and	and duration of contract	
d.	Provide the following: (1) A list of owners, partner (2) Latest annual financial (3) Advertisements, broche	ers and officers and statements. ures, and descriptiv	and duration of contract	

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NOTICE TO THE APPLICANT – PLEASE READ CAREFULLY

If we agree to issue a policy, we will rely upon all information contained in the application and the truth and accuracy of the representations contained in the application.

This application warrants that:

- 1. The statements within and any attachments to the application are true and accurate to your best knowledge and belief, or to the best knowledge and belief of your authorized agent.
- 2. Neither you nor any other person or organization applying for coverage with us has knowledge of any fact, circumstance or situation which is not disclosed on the application and may result in a claim. Any claim subsequently arising from such a fact, circumstance or situation will not be covered by the proposed insurance.
- 3. You are applying for coverage on a claims-made and reported basis. You understand that such coverage, if issued, will apply SOLELY AS STATED IN THE POLICY and will potentially cover ONLY THOSE CLAIMS THAT ARE FIRST MADE AGAINST YOU AND REPORTED TO US DURING THE POLICY PERIOD OR EXTENDED REPORTING PERIOD, IF APPLICABLE. The policy, if issued, will have specific provisions detailing claim reporting requirements.
- 4. We are authorized to make any reasonable inquiries we deem necessary in connection with the application.

Fraud Warning: Any person who knowingly and with intent to defraud any Insurance Company or another person files an application for insurance or statement of claim containing any materially false information, or conceals for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and subjects the person to criminal and civil penalties. (Not applicable in AL, AR, CO, DC, FL, KS, KY, LA, MD, ME, MN, NJ, NM, NY, OH, OK, OR, PA, RI, TN, VA, VT, WA, and WV) (Insurance benefits may also be denied in LA, ME, TN, and VA.)

STATE FRAUD STATEMENTS

Applicable in AL, AR, DC, LA, MD, NM, RI and WV

Any person who knowingly (or willfully)* presents a false or fraudulent claim for payment of a loss or benefit or knowingly (or willfully)* presents false information in an application for insurance is quilty of a crime and may be subject to fines and confinement in prison. *Applies in MD Only.

Applicable in CO

It is unlawful to knowingly provide false, incomplete, or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete, or misleading facts or information to a policyholder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Agencies.

Applicable in FL and OK

Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is quilty of a felony (of the third degree)*. *Applies in FL Only.

Applicable in KS

Any person who, knowingly and with intent to defraud, presents, causes to be presented or prepares with knowledge or belief that it will be presented to or by an insurer, purported insurer, broker or any agent thereof, any written, electronic, electronic impulse, facsimile, magnetic, oral, or telephonic communication or statement as part of, or in support of, an application for the issuance of, or the rating of an insurance policy for personal or commercial insurance, or a claim for payment or other benefit pursuant to an insurance policy for commercial or personal insurance which such person knows to contain materially false information concerning any fact material thereto; or conceals, for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act.

Applicable in KY, NY, OH and PA

Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties (not to exceed five thousand dollars and the stated value of the claim for each such violation)*. *Applies in NY Only.

Applicable in ME, TN, VA and WA

It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties (may)* include imprisonment, fines and denial of insurance benefits. *Applies in ME only.

Applicable in MN

A person who files a claim with intent to defraud or helps commit a fraud against an insurer is guilty of a crime.

Applicable in NJ

Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

Applicable in OR

Any person who knowingly and with intent to defraud or solicit another to defraud the insurer by submitting an application containing a false statement as to any material fact may be violating state law.

Applicable in VT

Any person who knowingly presents a false statement in an application for insurance may be guilty of a criminal offense and subject to penalties under state law.

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WARRANTY

By signing this application, you warrant that:

- 1. You understand and accept the items shown in this application;
- 2. You authorize any prior insurer of yours to release claim information to us;
- 3. You hereby agree to notify us of any change to facts presented in the application between the date of application and the effective date of coverage; and
- You understand that the information you provide to us shall be the basis of the policy and deemed incorporated into the policy, should we evidence our acceptance of the application by issuance of a policy.

The undersigned represents that to the best of his/her knowledge and belief the statements set forth in this application and in any attachments herein are true and complete. Signing this application does not bind us to provide or you to purchase the insurance. This application must be signed by a director, executive officer, partner or equivalent within 60 days of the proposed effective date.

NOTE: Coverage cannot be bound until the Company approves your completed application. The Company's receipt of premium does not bind coverage until a written quote has been issued. Before electronically signing this document, verify your information is correct. Electronically signing will disable further editing of your application.

Name of applicant	Title
Signature of applicant	Date
(Florida only) Agent license number:	

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