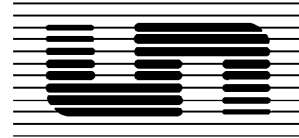




Underwriting Manager
 DORAN EXCESS UNDERWRITERS, INC.
 PO Box 1417
 Mechanicsburg, PA 17055-1417
 800/553-6739 717/920-5230 Fax: 717/920-5231
 e-mail: mail@doranxs.com



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Diamond State Ins. Co. United National Ins. Co. United National Casualty Ins. Co. United National Specialty Ins. Co.

**BANK-AFFILIATED INSURANCE SALES
 SUPPLEMENTAL QUESTIONNAIRE**

Your application for Insurance Agents and Brokers Professional Liability Insurance indicates that your agency is owned by or affiliated with a bank. Please answer the following questions about your insurance operations:

- | | Yes | No |
|--|--------------------------|--------------------------|
| 1. When salespeople with insurance experience are hired, is a check conducted to determine if the person has been subject to "disqualification" or disciplinary action by any insurance regulator? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Do insurance sales employees receive training in the products to be sold, customer protection rules, conflicts of interest and compliance with all applicable laws, regulations and applicable policies and procedures? | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Are there non-agent employees who make insurance referrals to other employees licensed as insurance agents? | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Are the non-agent referring employees trained in a manner appropriate to and clearly defining their limited and specific roles? | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Does the bank use a formal process to evaluate the insurance products that are offered and the insurance companies which provide these products? | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Are there procedures for the use of confidential information regarding retail customers in connection with the sale of insurance? | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. At the time of the sale, is a disclosure made to the customer orally, and in writing, that the customer is not required to purchase insurance from or through the bank to receive a loan or other products from the bank? | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. Are there signs displayed in the agency that disclose that the insurance benefits are not FDIC insured and that insurance contracts are not guaranteed by the bank? | <input type="checkbox"/> | <input type="checkbox"/> |

If yes to any of the preceding, please provide a detailed explanation.

It is understood and agreed that this supplemental application shall become a part of the application for Professional Liability Errors and Omissions Insurance.

Name of Agency: _____
 Signature - Authorized Representative: _____ Date: _____
 Please Print Name and Title: _____