INDICATION CHECKLIST
FOR INSURANCE BROKERS

To help you place business in the Pearl Insurance Real Estate Errors & Omissions program, we've put together this checklist of minimum requirements we need in order to provide you with an indication.

1. Full legal name of company, office address and phone, and principal broker name with dates licensed.
2. Year firm established
   - If less than three years, please provide a copy of the principal broker's resume/work history.
3. Is the applicant owned, controlled by, or affiliated with any other entity?
   - If yes, please provide details.
4. Has the applicant been involved in any merger, acquisition, or consolidation?
   - If yes, please provide details and any current policy endorsements that apply.
5. Has any principal, partner, director, officer, or professional of the applicant performed professional services for any other business in which the applicant has any ownership or managerial interest?
   - If yes, please provide details.
6. Does the applicant perform or intend to perform professional services for REITS or property syndications?
   - If yes, what percentage of their services?
7. Please be sure to provide the income breakdown of the firm for the last 12 months or projected income for the next 12 months if a new firm.
8. Please provide the agent count.
9. If the applicant earns income from appraising, auctioning, mortgage brokering, property management, or business brokering, please complete the appropriate supplemental application(s).
10. Does any client represent more than 25% of the applicant's annual income?
    - If yes, please provide details, including name of the entity, percentage of revenues from that entity, and the expected percentage for the next 12 months.
11. In the past year, what was the average value of properties sold by the applicant?
12. If the applicant has had any claims in the last five years, please provide loss runs for the last five years and details for claims over $10,000.

PEARL® INSURANCE
1200 E Glen Ave, Peoria Heights, IL 61616
800.289.8170 • www.pearlinsurancebrokers.com

Get a Quote from Pearl

Pearl wants to provide your client with a competitive quote for their Real Estate Errors & Omissions Insurance. Simply complete the short form below and **fax to 866.817.9009**. Or, if you'd prefer, just call a Pearl E&O Specialist at 800.289.8170 to complete by phone—*it only takes a few minutes!*

Please note: *If the firm has 15 or more agents, please fax us the completed form and a Pearl representative will contact you to assist you with continuing the process with a full application. This ensures your client will receive the best quote possible and all premium credits available to them.*

Broker Name: _____ Phone: (_____)_____

Firm Name: _____ State: _____

Email: _____ Fax: (_____)_____

1. Date broker licensed as a broker: ___/___/___ As an agent: ___/___/___
2. Date firm established: ___/___/___
3. Average value of properties sold: $_____
4. Number of licensed agents (include owners and managers):
   Earning $20,001 or more in commission: _____
   Earning $20,000 or less in commission: _____
   No income (no commission income): _____
5. Number of agents with professional designations: _____
6. Have any licensees of the firm had their license cancelled or revoked in the last 3 years? ___Yes ___No
7. Do you currently have E&O Insurance? ___Yes ___No
   a. If yes, Current carrier: _____ Renewal date: ___/___/___ Deductible: $_____
      Limits: $_____ Years of Continuous Coverage: _____ Annual premium: $_____
8. Any claims in the last 5 years? ___Yes ___No
   a. If yes, date of claim and amount paid: _____
9. Is the firm independently owned and not controlled, affiliated with, or owned by another entity? ___Yes ___No
10. Are you a franchise? ___Yes ___No
    a. If yes, with what company? _____
11. Do you always offer home warranty programs? ___Yes ___No
12. In what percentage of transactions do you represent both the buyer and seller? _____%
13. Has the firm's name ever changed? ___Yes ___No
    a. If yes, list prior name(s): _____
14. Gross commission for the last 12 months (projected 12-month gross commission if new firm): $_____
15. Percentage of commissions (total must equal 100%):
    a. **Residential:** Real Estate_____% Raw Land_____% Appraisals_____%
       Property Mgmt_____% Owned Property_____%
    b. **Commercial:** Real Estate_____% Raw Land_____% Appraisals_____%
       Property Mgmt_____% Owned Property_____%
    c. Farm/Ranch (income producing):_____%
    d. Auctioneering (residential and commercial):_____%

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**For qualifying firms.*