

Westport Insurance Corporation

SUPPLEMENTAL AREA OF PRACTICE QUESTIONS FOR LAWYERS

Applicant Instructions:

- Answer all questions in ink. If answer is none, state "none."
- If space is insufficient to answer all questions fully, use separate sheets of paper.

PLAINTIFF SUPPLEMENTAL QUESTIONS

If any of the Applicant's practice is Plaintiff, the Applicant must complete this section.

1. Please indicate the percentage of plaintiff's work devoted to the following specialties.

Admiralty	_____ %	Medical Negligence	_____ %	Commercial/Business	_____ %
Aviation	_____ %	Non-Medical Professional Liability	_____ %	Employment Law	_____ %
Asbestos	_____ %	Products Liability	_____ %	Personal Injury/Property Damage	_____ %
Tobacco	_____ %	Pharmaceutical	_____ %	Other (please specify): _____	_____ %
Other Toxic Torts	_____ %	Workers' Compensation	_____ %	TOTAL	<u>100</u> %

2. Does any of the indicated work include class action suits? **If yes, please provide details.** Yes No
3. What is the average dollar value of cases closed during the last twelve months?
 Less than \$25,000. \$100,000. - \$499,999. \$1,000,000. or more
 \$25,000. - \$99,999. \$500,000. - \$999,999.
4. What is the largest verdict or settlement achieved by the firm in the last five years?
 \$1,000,000. or less More than \$1,000,000. and less than \$5,000,000. \$5,000,000. or more
5. How many lawyers are in plaintiff practice? _____
6. What is the average number of cases an individual attorney handles per year? _____
7. In the last twelve months, what percentage of cases did the firm:
 Reject _____ % Accept & Settle Before Trial _____ %
 Accept & Still Pending _____ % Accept & Try to Conclusion _____ %
8. Does the Applicant accept cases venued outside the state(s) in which the firm has office(s)? N/A Yes No
9. Does the Applicant use written referral agreements in all cases that are referred **by** the firm? N/A Yes No
10. Does the Applicant use written referral agreements in all cases that are referred **to** the firm? N/A Yes No
11. Does the Applicant obtain certificates of insurance in all cases that are referred **by** the firm? N/A Yes No
12. Does the Applicant obtain certificates of insurance in all cases that are referred **to** the firm? N/A Yes No
13. Does the Applicant split fees? **If yes, please provide details.** Yes No

14. Indicate all methods by which the Applicant has advertised in the last twelve months. **Check all that apply.**
- Television Newspaper Yellow Pages Internet or other electronic media
- Radio Magazine None
- Other, **please specify:** _____

BANKRUPTCY SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm's practice is bankruptcy work, the Applicant must complete this section.

1. State the number of bankruptcy cases fall into the following categories: For Debtor For Creditor As Trustee?
- _____
2. Indicate percentage of bankruptcy cases which are:
- a. Personal Bankruptcies _____ % b. Commercial Bankruptcies _____ % c. Other _____ %
3. Attorneys involved in this area of practice: % of Time Spent on Bankruptcy work **Years of experience:**
- | | | |
|--|-------|-------|
| | _____ | _____ |
| | _____ | _____ |
| | _____ | _____ |
4. Has the firm conducted training respecting the 2005 Bankruptcy Reform Act? Yes No
5. Has the firm adopted a due diligence process for certifying the truthfulness and accuracy of the debtors' bankruptcy schedule? Yes No
- If yes, please describe the procedure.
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6. Has the firm adopted a review procedure for certification of the debtors' ability to pay? Yes No
- If yes, please describe the procedure.
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7. Has the firm adopted a uniform disclosure statement explaining the duties of the debtor in bankruptcy? Yes No
- Is this disseminated to all clients? Yes No
- Is a copy of this statement maintained for at least two years? Yes No
8. Has the firm included a conspicuous statement in all advertising stating that the firm is acting as a debt relief agency and containing all required disclosures? Yes No

COLLECTION SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm's practice is collection work, the Applicant must complete this section.

1. Do all lawyers and staff in this specialty receive training on the Fair Debt Collection Practices Act? Yes No
2. Have form letters and other correspondence been reviewed for compliance with all federal and state statutes? N/A Yes No
3. Does the firm require use of a script which has been reviewed for compliance with the Fair Debt Collection Practices Act and applicable state laws when collecting debts via phone? N/A Yes No

ENTERTAINMENT SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm’s practice is entertainment / sports work , the Applicant must complete this section.

- 1. Does the firm, or any member of the firm, exercise any authority to write checks? Yes No
- 2. Does the firm, or any member of the firm, provide investment advice, make investments, or have discretionary control of funds for the entertainment / sports clients or other public figures? Yes No
- 3. Does the firm negotiate personal appearances, product endorsements, serve as a talent agent or manager for the entertainment / sports clients or other public figures? Yes No

ESTATE / PROBATE / TRUST SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm’s practice is estate / probate / trust work in Section II of the Application, the Applicant must complete this section.

- 1. Does the firm, or any member of the firm, exercise any authority to write checks? Yes No
- 2. Does the firm, or any member of the firm, provide investment advice, make investments, or have discretionary control of funds for the estate / probate / trust clients? Yes No
- 3. Does the value of any estate or trust handled by the firm exceed 5,000,000? Yes No

REAL ESTATE SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm’s practice is real estate work, the Applicant must complete this section.

- 1. Does anyone in the firm provide services to clients who form, manage, or organize group investments / syndications (e.g., limited partnerships, general partnerships, real estate investment trusts or corporations) for the purpose of investing in real property? Yes No
- 2. Does anyone in the firm solicit or seek investors in real estate mortgages or similar real estate based investments? Yes No
- 3. Does twenty-five percent or more of the firm’s real estate income result from any one contractor or developer? Yes No
If yes, what is the highest percent of income from any one client? ____ %
- 4. Does the firm always use a disclosure form and have this form signed by both parties when acting in a dual capacity in the same real estate transaction? N/A Yes No
- 5. Does the firm’s procedures include verification of documentation and evaluation with written disclosure of any hazardous environmental exposures, including on-site and off-site defects that exist or may in the future be created? N/A Yes No
- 6. Does the firm undertake any aspect of financial or valuation analysis or review of transactions for clients (e.g. tax ramifications or appraisals)? Yes No

FINANCIAL INSTITUTION SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm’s practice is financial institution work, the Applicant must complete this section.

- 1. What type of financial institution work does the Applicant perform?
 Regulatory General Counsel Loan Closing, Repossessions and Foreclosures Other
- 2. Are any attorneys on the board of directors of these institutions? Yes No

If yes, please complete the Outside Interest Supplement.

- 3. Is any institution which the Applicant represents or has represented within the last five years currently or been previously under regulatory review by any state or government agency or had any action taken against them? Yes No

4. Has any financial institution for which the Applicant has done work in the last five years become bankrupt or insolvent? Yes No

MERGERS & ACQUISITIONS SUPPLEMENTAL QUESTIONS

If the Applicant indicated any percentage of the firm's practice is merger & acquisition work, the Applicant must complete this section.

1. A. How many lawyers are engaged in mergers & acquisition-related activities? _____
B. What is their average years of experience? _____
C. How many have less than three years experience? _____
2. Has the applicant firm been involved in any hostile or unfriendly mergers or acquisitions over the last year? Yes No
3. What was the average combined total assets of the entities in the deals the firm has handled in the past 12 months? _____
4. List the top five deals completed over the previous 12 months along with their specific asset size.:
1. _____
2. _____
3. _____
4. _____
5. _____
5. During the last 12 months, what percentage of deals completed were for public clients? _____ %
6. During the last 12 months, did the Applicant firm or any attorney represent a client in a failed merger or acquisition? Yes No

If yes, please attach details.

7. How many deals does the firm expect to complete in the next 12 months? _____
8. Did the firm or any attorney within the firm represent a client in a merger or acquisition where the firm or an attorney within the firm owned an equity interest in the client? Yes No

If yes, please complete the outside interest supplement.

I understand information submitted herein becomes a part of the application and is subject to the same conditions as stated on the Application.

THIS SUPPLEMENT MUST BE SIGNED BY AN OWNER, PARTNER OR PRINCIPAL OF THE FIRM.

Signed: _____ Date: _____
Partner, Officer and/or Owner Title

Name of Firm: _____

The Applicant understands and agrees that she or he is obligated to report any changes in the information provided in the supplement that occur after the date of the application and before policy inception.