



In answering the following questions, should you need to expand on any answers please use the Notes page at the back.

1. Company Name	
2. Trading Name	
Address	
Contact name:	

3. Brochure title(s) (If different from the above)	
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4. Number of passengers carried	This year [ ]
	Next year [ ]
5. Percentage taking insurance	
6. Holiday costs per person for the current season	Average £
	Max £
7. Estimated increase/decrease of holiday prices next season	%

8. Please show current cancellation scale	
<b>Days / Weeks</b>	<b>Percent of Holiday Cost</b>
Will this be the same scale next year?	Yes [ ] No [ ]
9. What is your deposit per person?	£
10. Please indicate the average number of PAX per booking	



**PLEASE ANSWER QUESTIONS 11-17 AS A PERCENTAGE OF YOUR CARRYINGS**

11. Please tell us where your customers go	<b>Destination</b>	<b>%</b>
	Europe	
	North America	
	Worldwide (excluding. N. America)	
	UK, Channel Islands, Eire	
	Australia / New Zealand	
12. Please show below the method of travel	<b>Method</b>	<b>%</b>
	Flight	
	Self Drive	
	Coach	
	Rail	
	Cruise	
13. Please identify the accommodation type	<b>Accommodation</b>	<b>%</b>
	Hotel	
	Chalet/Villa	
	Cruise	
	Caravan/Tent	
	Apartment	
14. Please show your customers age profile	<b>Age profile</b>	<b>%</b>
	Under 18's	
	18-30	
	30-50	
	50-65	
	65-74	
Over 75		
15. Please show the percentage of family bookings		<b>%</b>
16. Please show below your customer travel pattern profile	<b>Days</b>	<b>%</b>



17. Whilst on holiday do your customers do the following (whether offered by your company or not)	<b>Activities</b>	<b>%</b>
	Winter Sports	
	Water Sports 1. Dinghy Sailing, Water Skiing, Canoeing, Windsurfing 2. Scuba Diving	
	Other 3. Please specify	
18. Are you planning any changes to your program next year e.g. new resorts types of holiday or deletions	<b>Changes</b>	<b>Yes / No</b>
	If Yes, please give details	

Continue on Notes pages

19. Is your insurance marketed	<b>Opt out</b> [ ] or <b>Inclusive</b> [ ]
20. Please show the percentage of holidays sold through travel agents	<b>%</b>
21. We will make recommendations for improving your current travel insurance arrangement, if appropriate. However are there any particular items of cover or service you would like us to consider particularly where you may have had cause for concern in the past.	
<b>Cover</b>	<b>Service</b>



<b>22. Important Dates</b> Please show below the date you would like to receive our presentation/quote and other deadlines (not a.s.a.p.)	Quote required by (Please allow at least 4 weeks)     /   /   /
	Renewal date
	Brochure copy date
<b>23.</b> The contract period can be constructed in two ways	i) Based on the travel date (although the premium will still be due the month after collection by you) <b>or</b> ii) Based on the date of booking or payment of the insurance premium whichever is the later Please indicate which of the above methods you wish to adopt: i) [   ]     or ii) [   ]
<b>Note:</b> Item one is the usual method for tour operators. Should neither of the above suit your method of doing business please discuss this with a representative of P J Hayman & Company. Answers to all questions must relate to your contract period. If you need to expand on this please use the Notes page.	
<b>24. Current broker and Insurer</b> Please show below the name and address of your current broker and contact name	Please show below the name of your current insurer
Name	Name
Address	Address
How many years have you placed you business with this broker [   ] yrs	How many years have you placed you business with this insurer [   ] yrs
<b>25. Declaration</b>  I understand this is a request in the form of a proposal to provide us with a quotation for our customer travel insurance. I agree to provide any further information requested by P J Hayman & Company or their Underwriters. I accept that if an indication is supplied that this will be subject to further information or to Underwriters agreement, which is not binding until we receive a quotation in writing. The information supplied in this proposal form is to the best of my knowledge true and accurate and I am aware it will be shown to Underwriters to form their judgement in setting the premium for our customers travel insurance, and will be a binding part of our contract. I have not withheld any material facts (a material fact is one which may affect the Underwriters assessment of the risk and/or setting of rates. If you are in any doubt as to whether a fact is material or not it must be declared on this form.	
<b>Signed</b>	<b>Date</b>
<b>Position</b>	



<b>26. Additional Information</b> Please also supply the following:	1) Three copies of your current brochure(s)
	2) Booking conditions
	3) Current policy wording
	4) Current rates and periods
	5) Example copy of your booking confirmation or other documentation showing insurance cover in force.
	6) A letter of Authority on your company headed paper addressed to P J Hayman & Company

**NOTE:** In some circumstances we will ask you to provide historical claims and premium statistics.

We recommend the following words:

Dear (P J Hayman contact)

We hereby authorise P J Hayman & Company to investigate and report on our brochure travel insurance and to provide alternative quotations.

Yours faithfully

Have you completed the notes page (overleaf) for further explanations?

YES / NO

