



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 bookings	This year []
	Next year []
5. Percentage taking insurance	
6. Holiday costs per Booking for the current season	Average £
	Max £
7. Estimated increase/decrease of holiday prices next season	%

8. Please show current cancellation scale	
Days / Weeks	Percent of Holiday Cost
Will this be the same scale next year?	Yes [] No []
9. What is your deposit per booking?	£
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	Destination	%
	Channel Islands	
	UK	
12. Please show below the method of travel	Method	%
	Self Drive	
	Coach	
	Rail	
13. Please identify the accommodation type	Accommodation	%
	Hotel	
	Chalet/Villa	
	Caravan/Tent	
	Apartment	
14. Please show your customers age profile	Age profile	%
	Under 18's	
	18-30	
	30-50	
	50-65	
	65-74	
	Over 75	
15. Please show the percentage of family bookings		%
16. Please show below your customer travel pattern profile	Days	%



17. Whilst on holiday do your customers do the following (whether offered by your company or not)	Activities	%
	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	Changes	Yes / No
	If Yes, please give details	

Continue on Notes pages

19. Is your insurance marketed	Opt out [] or Inclusive []
20. Please show the percentage of holidays sold through travel agents	%
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.	
Cover	Service



22. Important Dates 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
23. 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) or 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) []
Note: 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.	
24. Current broker and Insurer Please show below the name and address of your current broker and contact name	Please show below the name of your current insurer
	Name
	Address
	How many years have you placed you business with this broker [] yrs
25. Declaration 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.	
Signed	Date
Position	



26. Additional Information 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.	
<p>We recommend the following words:</p> <p>Dear (P J Hayman contact)</p> <p>We hereby authorise P J Hayman & Company to investigate and report on our brochure travel insurance and to provide alternative quotations.</p> <p>Yours faithfully</p>	

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

YES / NO

