



Coach Plus

Tour Operators Coach Tours

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

| 1. Company Name | | | | | | | | | | | | | | | |
|--|---|------------|-------------------------|-----------|---------|--|--|--|--|--|--|--|--|-------------|------------|
| 2. Trading Name Address Contact Name Email Telephone Website | | | | | | | | | | | | | | | |
| 3. Brochure title(s) (if different from the above) | | | | | | | | | | | | | | | |
| 4. Number of passengers carried | <table border="1"> <tr> <td>This year</td> <td>[]</td> </tr> <tr> <td>Next year</td> <td>[]</td> </tr> </table> | This year | [] | Next year | [] | | | | | | | | | | |
| This year | [] | | | | | | | | | | | | | | |
| Next year | [] | | | | | | | | | | | | | | |
| 5. Percentage taking insurance | _____ % | | | | | | | | | | | | | | |
| 6. Holiday costs per person for the current season | <table border="1"> <tr> <td>Average</td> <td>£ _____</td> </tr> <tr> <td>Maximum</td> <td>£ _____</td> </tr> </table> | Average | £ _____ | Maximum | £ _____ | | | | | | | | | | |
| Average | £ _____ | | | | | | | | | | | | | | |
| Maximum | £ _____ | | | | | | | | | | | | | | |
| 7. Estimated increase/decrease of holiday prices next season | _____ % | | | | | | | | | | | | | | |
| 8. Please show current cancellation scale Will this be the same scale next year ? | <table border="1"> <thead> <tr> <th>Days/Weeks</th> <th>Percent of Holiday Cost</th> </tr> </thead> <tbody> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr> <td>Yes []</td> <td>No []</td> </tr> </tbody> </table> | Days/Weeks | Percent of Holiday Cost | | | | | | | | | | | Yes [] | No [] |
| Days/Weeks | Percent of Holiday Cost | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | |
| Yes [] | No [] | | | | | | | | | | | | | | |
| 9. What is your deposit per person? | £ _____ | | | | | | | | | | | | | | |
| 10. Please indicate the average number of passengers per booking | | | | | | | | | | | | | | | |

Proposal Form

Please answer questions 11 to 17 as a percentage of your carryings:

11. Please tell us where your Consumers go

| Destination | % |
|---------------------------|---|
| Europe | |
| North America | |
| Worldwide (ex N America) | |
| UK, Channel Islands, Eire | |
| Australia / New Zealand | |

12. Please tell us the method of travel

| Method | % |
|------------|---|
| Flight | |
| Self Drive | |
| Coach | |
| Rail | |
| Cruise | |

13. Please identify the accommodation type

| Accommodation | % |
|----------------------|---|
| Hotel | |
| Chalet/Villa/Cottage | |
| Cruise | |
| Caravan/Tent | |
| Apartment | |

14. Please show your Consumer age profile

| Age Profile | % |
|-------------|---|
| Under 18's | |
| 18-30 | |
| 31-50 | |
| 51-65 | |
| 66-74 | |
| 75 & over | |

15. Please show the percentage of family bookings

| |
|---------|
| _____ % |
|---------|

16. Please show your Consumer travel pattern profile

| Days | % |
|------|---|
| | |
| | |
| | |
| | |
| | |
| | |

17. Whilst on holiday do your Consumers do any of the following (whether offered by your company or not)

| Activities | % |
|--|---|
| Winter Sports | |
| Water Sports - dinghy sailing, water skiing, canoeing, windsurfing | |
| Water Sports - scuba diving | |
| Other - please specify | |

18. Are you planning any changes to your program next year e.g. new resorts, types of holiday or deletions

Yes [] No []

If "Yes" please give details:

Continue on Notes page, if required.

19. Please show the percentage of holidays sold through travel agents

_____ %

20. 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

21. Important Dates
Please show the date you would like to receive our presentation/quote and other deadlines (*not asap*)

| | |
|--|-----|
| Quote required by (please allow at least 4 weeks) | / / |
| Renewal date | / / |
| Brochure copy date | / / |

22. The contract period can be constructed in two ways

Note: option i) is the usual method for tour operators. Should neither of these options suit your method of doing business please discuss this with a representative of P J Hayman & Company Ltd. Answers to all questions must relate to your contract period. If you need to expand on this, please use the Notes page at the end of this document.

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) []

23. Current Broker and Insurer
Please show the name and address of your current Broker and contact name

Please show the name and address of your current Insurer and contact name

Company name

Contact name

Address

How many years have you placed your business with this Broker []

Company name

Contact name

Address

How many years have you placed your business with this Insurer []

24. Declaration

I understand this is a request in the form of a proposal to provide us with a quotation for our Consumer travel insurance. I agree to provide any further information requested by P J Hayman & Company Ltd 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 settling the premium for our Consumers travel insurance and will be a binding part of our contract.

I have not withheld any relevant information (details which may affect the Underwriters assessment of the risk and/or setting of rates - if you are in any doubt as to whether information is relevant or not it must be declared on this form).

Signed

Position

Date / /

25. Additional Information

Please also supply the following:

Note: in some circumstances we will ask you to provide historical claims and premium statistics. We recommend you use the words opposite.

- 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 Ltd

Dear (P J Hayman contact)

We hereby authorise P J Hayman & Company Limited 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 []

Please complete the notes section below, if further explanations are required for any of the previous questions.

| Question No. | Notes |
|--------------|-------|
| | |