The Mechanic Group A division of Specialty Program Group LLC www.mechanicgroup.com (845) 735-0700

Insurance Application Security and Investigation Industry

1.	Name
	Website
2.	Address
	Street City ST Zip
3.	Do you maintain additional offices or other locations? Yes No If yes, please list addresses below or on a separate sheet:
4.	Person to contact Title
5.	Telephone Email
6.	Date Established License # FEIN # Individual LLC Corp. Other
7.	Do you currently or have you ever operated under another name? Yes No If Yes, is the entity still active? Yes No
	7a. Name of entity: 7b. Dates of operation: thru
	7c. Description of operations:
8.	Principal Experience
	Principal Experience
9.	Applicant Classification listed by percentage of gross revenue (total equal to 100%) Security Guard Service Investigations (must complete Electronic Security app)
10.	In regards to your clients, do you assume any duties not related to security (e.g. monitoring pressure control or temperature control, valet services or janitorial)? Yes No If yes, please describe:
11.	Do you subcontract out work to others? Yes No If yes, answer 11a through 11d
	11a. What type of operations are you subcontracting?
	11b. What is your total cost of subcontracted work?
	11c. Do you require certificates or proof of WC or GL coverage from your subcontractors? Yes No
	11d. Are you named as an additional insured on all subcontractor policies? Yes No 11e. If 11c and/or 11d are NO, is your subcontractors payroll included in your payroll estimates? Yes No
12.	Do you have a training program for new employees? Yes No If yes, please describe below:
13.	Does your Pre-Employment Polygraph Prior Employment Contacted Criminal Background screening include: Drug Screen Fingerprint Check Driving Record Personal Reference Psychological Test Other
14.	Historical Payroll Previous 12 Mths Two Years Prior Three Years Prior Four Years Prior
	Guard/Investigator Payroll
	Annual Billable Hours

Guard Services	Annual Payroll	Check If Armed	Check if Unarmed
Airports (Non-Sensitive Areas, Parking Lots)			
Airports (Screening, Tarmac)			
Armored Cars			
Auto Dealerships			
Banks/Office Buildings			
Bar/Nightclubs/Taverns			
Bodyguard/Executive Protection			
Bus/Train Terminals			
Cannabis Retail Stores			
Cannabis Farms/Warehouses			
Concerts			
Colleges/Universities			
Construction Sites			
Convention/Trade Shows			
Courier/Escort			
Churches/Temples/Worship Places			
Fast Food Establishments			
Gas Stations - 24 Hour Convenience Stores			
Government Contracts			
High School or Lower Grades			
Hospitals/Institutions			
Hotels/Motels			
Industrial (warehouses/factories)			
Homeless Shelters and/or Temporary Housing			
Public Housing owned, operated or managed by a housing authority.			
Residential – Low Income			
Residential - Apartments			
Residential – High/Middle Income			
Movies/Theaters/Amusement Parks			
Museums/Galleries			
Parking Garages			
Patrol Cars			
Restaurants (not fast food)			
Retail Stores (inside surveillance)			
Retail Stores (outside parking lot)			
Social Services/Clinics			
Special Events			
Sporting Events			
Strike Duty			
Traffic Control/Flagman			
Trucking Terminals			
Waterfront/Piers/Marinas			
Water Authorities/Reservoirs			
Other operations			
- man aparame			

Investigations	Annual Payroll
Repossessions and/or Skip Tracing	
Bounty Hunting/Bail Bonding	
Civil/Criminal	
Computer Investigations	
Corporate/Trademark Infringement	
Domestic/Matrimonial	
Drug Testing	
Fraud Auditing	

Investigations	Annual Payroll
Insurance	
Legal	
Missing Persons	
Polygraph/Lie Detection	
Process Service	
Psychological Evaluation	
Shopping Service	
Undercover	

Other	Annual Revenue
Pre-employment screening/credit checks	
Security Consulting	



16.	Total Number of Employees:		
	Full Time: Part Time: Armed: Unarmed:		
17.	If you have armed employees, briefly describe your gun control program:		
18.	Are all armed personnel properly licensed and certified? Yes No		
19.	Do you operate a fee based security training school for guards that are not your employees? Yes	. No	
20.	Do you sell products? Yes No If yes, please answer 20a through 20c.		
	20a. What type of products do you sell?		
	20b. How are these products distributed?		
	20c. What are the annual gross sales associated with these products?		
21.	Do you perform fee based credit checks or pre-employment screening services for other companies?	Yes	No
22.	Do you provide alarm installation/monitoring/service or CCTV/Access TV Install/monitoring/service? If yes, please complete our Electronic Security Application.	Yes	No
Sec	curity Guard Operations Only		
23.	Number of supervisors Number of Guards		
24.	Total number of guard hours billed to clients ANNUALLY : Armed Unarmed		_
25.	Do you utilize dogs? Yes No # of dogs Are all dogs attended by trainer?	Yes No	
	Leashed - Maximum length Unleashed Muzzled Unmuzzled How are dogs utilized?		_
26.	. Do you utilize mobile equipment (golf/security carts)? Yes No If Yes, denote policy for transporting	र non-employees	
27.	Do you have a standard client contract? Yes No If yes, please answer 27a. & 27b.		_
	27a. Percentage using standard contract? 27b. Before use, are contracts reviewed by counsel in each state in which you operate? Yes No		
•			
28.	Do you have a standard written procedure for reporting incidents? Yes No		
29.	Equipment - Are security officers provided with any of the following equipment prior to starting a post? Aerosol chemicals Yes No Flashlights Yes No		
	Handcuffs Yes No Five cell flashlights Yes No		
	Night Stick - Standard Yes No Night Sticks - PR24 or ASP Yes No 29a. If yes to any of the above, are officers trained according to applicable state laws? Yes No		
	29a. If yes to any of the above, are officers trained according to applicable state laws? Yes No		
30.	, ,	Yes	No
31.	, ,	Yes	No
32. 33.	· · · · · · · · · · · · · · · · · · ·	Yes Yes	No No
Inve	estigation Only		
33.		Yes	No
34.		Yes	No
35.		Yes	No
36.	Does your firm attach standard disclaimers to all completed reports? If yes, please attach a copy.	Yes	No



General Liability Section

insured Name		

	Effective date:		to		_		
2.	Limit of Liability Desired:	\$1,000,000	Other:				
3.	Please provide names of insu	rers, limits and pro	emiums paid over t	the past four years:			
	Category	Past Year	Two Prior Ye	ars Three Prior Years		Four Prior Y	ears/
	Insurance Company						
	Premium						
	Payroll						
	During the past five years have If yes, please attach insurance company	-	-	r present or prior insurer?		Yes	No
	Do you have any knowledge of may result in a future claim?			occurred prior to the date of ase provide details below:	of this ap	plication w	hich
	Has your liability insurance ev		l, declined or non-r		years?		Yes No
	Total number of clients?		List of your 5 large	st clients along with a brief	descript	tion of servi	ices provided:
	Client Name		Description	on of Service			
a)	Client Name		Description	on of Service			
a) b)	Client Name		Description	on of Service			
b)	Client Name		Description	on of Service			
b)	Client Name		Description	on of Service			
b)	Client Name		Description	on of Service			
b)	Client Name		Description	on of Service			
b) c) d)	Do any of your clients, by virt		tract, require any o	of the following:			
b) c) d)	Do any of your clients, by virt	ting this question, pled	tract, require any o	of the following:	C	G2010 Add	itional Insured
b) c) d)	Do any of your clients, by virt	rting this question, plea Per Projec ed or principally g	tract, require any case contact your agent of	of the following: or broker. Primary Wording		G2010 Add	itional Insured
b) c) d) e)	Do any of your clients, by virt If you require assistance when comple Waiver of Subrogation Do you have vehicles register	Per Projection Per Projection Per Projection Projection Principally graduate LA Commercial Representation Nation Project Project Per Project P	tract, require any case contact your agent of the Aggregate araged in any of the WV NH	of the following: or broker. Primary Wording ne following states (check if	fyes):		
b) c) d) e)	Do any of your clients, by virt If you require assistance when completed Waiver of Subrogation Do you have vehicles registered by the VT Certain extensions of coverage to include the following extensions coverage to include the following extensions of coverage to incl	Per Projected or principally g LA Le are available for a significant to signific	tract, require any case contact your agent of the caraged in any of the WV NH It an additional presented the cary of the cary	of the following: or broker. Primary Wording ne following states (check if mium. Please check below oval). on-Owned Auto	f yes): V if you w Stop	vould like q o-Gap (mone	uotes opolistic states
b) c) d) e)	Do any of your clients, by virt If you require assistance when completed Waiver of Subrogation Do you have vehicles registered by the Certain extensions of coverage to include the following exteres.	Per Projected or principally g LA Le are available for a significant to signific	tract, require any case contact your agent of the caraged in any of the WV NH It an additional presented the cary of the cary	of the following: or broker. Primary Wording ne following states (check if mium. Please check below	f yes): V if you w Stop	vould like q	uotes opolistic states
b) c) d) e)	Do any of your clients, by virt If you require assistance when completed Waiver of Subrogation Do you have vehicles registered by the VT Certain extensions of coverage to include the following extensions coverage to include the following extensions of coverage to incl	Per Project ed or principally g LA e are available for sions (subject to illity select limits	tract, require any of asse contact your agent of the card and the card and the card and the card and additional predunderwriting appropriate the card and the card and the card and a card	of the following: Primary Wording The following states (check if the following states) The following states (check if the following states) The following states (check below oval). The following states (check below oval).	yes): y if you w Stop \$250	vould like q o-Gap (mone	uotes opolistic states
b) c) d) e)	Do any of your clients, by virt If you require assistance when comple Waiver of Subrogation Do you have vehicles register FL VT Certain extensions of coverag to include the following exter Employee Benefits Liab Cyber Liability - please	Per Project Per Project ed or principally g LA e are available for nsions (subject to illity select limits cs employed by yo	tract, require any contact your agent of the contact your agent of the contact in any of	of the following: Primary Wording The following states (check if the following states) The following states (check if the following states) The following states (check below oval). The following states (check below oval).	yes): y if you w Stop \$250	vould like q o-Gap (mone	uotes opolistic states



Supplemental Application

complete this section if you have operations in any of the categories.

Insured Name

1.	Schools & Colleges				
	List the names and addresses of the schools where you are providing security.	-			
	1.				
	2.				
	3.				
	Do your duties require that you security check students entering any building?	□ Y	'es		No
	Do your duties include monitoring of X-Ray or Metal Detectors?	□ Y	'es		No
	Any work at dormitories or student housing?	□ Y	'es		No
	Do security officers have arrest or detention authority?		'es		No
	Do security officers working at schools receive site specific pre-screening and training?	Y	'es		No
2.	Special Events e.g sporting events, concerts, conventions, trade shows				
	List the name(s) and provide a brief description of the special events where you are providing security.	-			
	1.				
	2.	-			
	3.				
	Do your duties require that you security check the public entering the special event?	П	'es	1	No
	Do you take care, custody or control of property of any kind during the event?	П	'es		No
	Do security officers have arrest or detention authority?	П	'es		No
	What is the max. number of people attending any of the special events where you provide security?				
	Are you solely responsible for crowd control?	П	'es		No
		-			
3.	Airports, Shipping Ports, Piers, Marinas				
	List the name(s) of the airports, ports, piers or marinas where you are providing security along with a decription	of you	ır wor	k.	
	1.				
	2.				
	3.				
	4.				
	5.				
	Do you provide work at Detention Areas - detain illegal immigrants?	<u> </u>	'es		No
	Do you provide assistance to passengers with disabilities? ie transport on carts or wheelchair assistance.	<u> </u>	'es		No
	Do you provide passenger screening or screening of any personnel?	□ Y	'es		No
	Do you provide baggage screening or X-Ray services?	□ Y	'es		No
	Do you provide screening of cargo or take custody of any cargo?	□ Y	'es	r	No
1	Kennel Coverage				
4.	Number of Dogs being kenneled?				
	Do you own the kennel? Yes No If yes, list name of kennel:				
	Is Kennel manned 24/7 Yes No If no, describe security measure to ensure safety of dogs:				
	is refine manifed 24/7 Tes No in no, describe security measure to ensure safety of dogs.				
	Notice - no coverage is provided for dogs not on duty and taken home by handlers. Handlers should rely on personal liability insurance				
5.	Courier/Transport				
	Who are your clients for this exposure and what is being transported?				
				. —	
	Is there separate coverage for loss or damage to the items being transported? Do you have separate Auto coverage in place for operation?		_=	=	No
	TDO YOU HAVE SEDALATE AUTO COVELARE III DIACE TOL ODELATION!		, ,		VI ~
			\	es 📙	No
6.	Housing - Residential			res 🔝	No
6.				res 📋	No
	Housing - Residential Please list (on a separate page) the addresses to all residential locations where you provide security.			res 📋	No
	Housing - Residential			res 🔲 r	



Security Guard Temperature Screening or Monitoring Supplemental Questionnaire

Name of Insured:									
Projected A Payroll	Annual Te	mperature Screenir	ng						
Projected A Billable Ho		mperature Screenir	ng						
		·							
Client ⁻	Туре	Annual Payroll	Client Type	Annual Payroll	Client Type	Annual Payroll			
Airpo	orts		Clubs		Retail including Amusement or Movie Theaters				
Bars, Nigh Tave	-		Hospitals/Medical Facility		Restaurants				
Bus/T	rain		Hotels/Motels		Social Services				
Colleg Unive			Industrial (warehouse, factory, trucking)		Special Events Including Concerts				
Constru	uction		Nursing Homes/Elder Care		Sporting Events				
Conver Cent			Office/Bank		Schools – K thru 12				
Churches, Wors			Residential		Other				
l la dam. with	: O								
Underwriti					□ v	Пис			
	•	ure screening empl	•		☐ Yes	∐ No —			
	•		oyees wear gloves?		☐ Yes	□ No			
3. Are 10	00% of ten	nperature screening	g employees licensed securi	ty guards?	Yes	☐ No			
4. What	technolog	ries are you using to	provide Temperature Scre	ening access contro	ol services? Describe below:				
5. What		kimum number of e	mployees providing Temper	rature Screening at	any ONE place and any				



Umbrella Section

Insured Name

1.	Effective [Date:		to						
า	Doguestos	d Limiter	\$		Fac	h Oss		Evairing Umbralla C	arriarı	
۷.	·				h Occ.		Expiring Umbrella C			
			\$		Agg	regate	E	Expiring Umbrella Prei	mium:	
3.	Underlyin	g Insurance								
	Туре	Carrier -	Policy Number	Effective	Date	Expiration Da	ate	Limit	S	Premium
	General						Р	er Occurrence		
	Liability						А	ggregate		
Αι	utomobile						С	combined Single Limit		
	Liability						В	odily Injury		
							Р	hysical Damage		
	mployers							ach Accident		
	Liability							isease Policy Limit		
Wo	rkers Comp						D	isease Each Employee		
4.		re any claims o he past five ye	r losses that have e ars?	ver carried o	over to	any Umbrella,	/Exce	ess	Yes	No
5.			accident, or location evious coverage?	n been exclu	ided, un	insured or			Yes	No
6.	Does the o	current auto po	olicy include symbo	l 1 - any aut	ο?				Yes	No
7.	Are explos	sives, caustics,	flammables or othe	er dangerou	s cargo	hauled?			Yes	No
8.	Are passer	ngers carried f	or a fee?						Yes	No
9.	Any units	not insured by	underlying policies	?					Yes	No
10.	Are any ve	ehicles leased (or rented to others?)					Yes	No
11.	Are hired	and non-owne	d coverages provide	ed?					Yes	No
			coverages or limits		nlicant	?			Yes	No
			_	iess tilali ap	pneane	•				
		nt self-insured							Yes	No
		nt subject to:	Jones Ac		FELA	Stop G	iap	Other:		
15.	Are foreig	n products dis	tributed in the U.S.?	?					Yes	No
16.	Are U.S. p	roducts sold/d	istributed in foreigr	n countries?					Yes	No
17.	Product Li	ability loss in t	he last three years?)					Yes	No
18.	Vehicles									
		TYPE	Number Own	ed N	umber	Non-Owned		Number Leased		
	Private Pa									
	L .	Light								
	Trucks	Medium					-			
		Heavy Ex. Heavy					-			
	<u></u>				-					

19. Do you have vehicles garaged in any of the following states (check if yes) FL VT LA WV NH



Workers Compensation Section

Insured Name

. Effective Date:		to						
. Federal ID Numbe	r:		NCCI/St	ate ID	Number:			
. List payroll by each	h State you ar	e doing business in.	Attach separat	e shee	t if more than thre	e states.		
Class Code		State			State		State	
Security Officers								
Administration								
Sales								
Executive Officers								
Investigators								
Central Station Op	erators							
Electronic Security	Techs							
Class Code		State			State		State	
Security Officers								
Administration								
Sales								
Executive Officers								
Investigators								
Central Station Op	erators							
Electronic Security	Techs							
. Policy Year		Insurance Comp	any		Experience Mod		Premium	
L	I .					1		



5.	Please	list you	ur 8	largest	clients	based	on	revenue:
----	--------	----------	------	---------	---------	-------	----	----------

5.	Please list your 8 largest clients based on reven							
	Name of	Client				Annual I	Revenue	# of Sites
	a.							
	b.	-						-
	c.							
	d.							
	e.							
	f.							
	g.							
	h.							
	".							
6.	Employee pay scale (Hourly) Minimur	n Ma	aximum		Average			
	a. Supervisors							
	b. Unarmed Guards							
	c. Armed Guards							
				1				
7.	Has any company canceled or declined to rene	w?	Yes		No If yes, please	explain below:		
0	Maximum number of ampleyees at any and W	ODKCITE 4			ft or block of work	. +:		
ð.	Maximum number of employees at any one Wo A Worksite is considered a separate worksite if security sta		_			tume:		
•					-	NI -		
9.	Do you perform work at any "landmark" location				Yes	No		
	A Landmark is a building, district, site, structure, or object, Secretary of the Interior because they are Sites where even							
	ideals that shaped the nation; Outstanding examples of des	-				•		-
.0.	Do you perform work in any of the following cit	ties:	New	Yor	k City Chic	ago Wa	shington DC	Boston
	bo you perform work in any or the ronowing on				-	Francisco	Los Angeles	2031011
1.	Does your firm perform security services at eitl	ner of the	following	g:			g	
	a) Nuclear Power Plants Yes No	b)	Chemic	al, E	xplosives or Weap	ons Manufacti	urers \	Yes No
ו כו	Has a law enforcement agency or municipality	hired you	r firm to :	act a	as nolice officers s	heriffs consta	hles or correction	n
	officers? Yes No	ilirca you		uct t	is police officers, s	11011113, 0011314	bies of correction	•
3.	Do you provide any type of PDR, SWAT, ERS, Ex	traction c	r Renatri	iatio	n services?	Yes	No	
	bo you provide any type of 1 bit, 344A1, Etto, Ex	iti action o	л пераці	iatio	iii sei vices:	103	110	
4.	Does your company have the following:							
	a) A written safety policy and goals?	Yes	No	g)	A formal accident rev	iew and investigat	ion program?	Yes
	b) Safety and training programs?	Yes	No	h)	Employee involvemen	•	-	Yes
	c) A written drug and alcohol policy?	Yes	No	i)	Physicals and periodic	_	_	Yes
	d) A vehicle safety program for drivers and vehicles?	Yes	No	j)	A transitional duty/lig		•	Yes
	e) A designated safety coordinator?	Yes	No	k)	Designated employee			Yes
	f) Prompt reporting of all employee injuries?	Yes	No	I)	Working w/injured w	orker and insurer	s physician panel?	Yes

Notice: Knowingly presenting false or misleading information in an application for insurance may be a crime and violation of law subjecting the applicant to criminal and civil penalties.

Arkansas, Louisiana, Rhode Island & West Virginia applicants: Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

Alabama applicants: Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or who knowingly presents false information in an application for insurance is guilty of a crime and may be subject to restitution, fines or confinement in prison, or any combination thereof.

Colorado applicants: It is unlawful to knowingly provide false, incomplete, or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance, and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete, or misleading facts or information to a policy holder or claimant for the purpose of defrauding or attempting to defraud the policy holder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the Colorado division of insurance within the department of regulatory agencies.

District of Columbia applicants: Warning: it is a crime to provide false or misleading information to an insurer for the purpose of defrauding the insurer or any other person. Penalties include imprisonment and/or fines. In addition, an insurer may deny insurance benefits if false information materially related to a claim was provided by the applicant.

Florida applicants: Any person who knowingly and with intent to injure, defraud or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony of the third degree.

Hawaii applicants: For your protection, Hawaii law requires you to be informed that presenting a fraudulent claim for payment of a loss or benefit is a crime punishable by fines or imprisonment, or both.

Kentucky applicants: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime.

Maine applicants: It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties may include imprisonment, fines or a denial of insurance benefits.

Maryland applicants: Any person who knowingly and willfully presents a false or fraudulent claim for payment of a loss or benefit or who knowingly and willfully presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison.

New Jersey applicants: Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

New Mexico applicants: Any person who knowingly presents a false or fraudulent claim for payment of a loss or benefit or knowingly presents false information in an application for insurance is guilty of a crime and may be subject to civil fines and criminal penalties.

New York applicants: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information or conceals for the purpose of misleading, information concerning any material fact thereto commits a fraudulent insurance act, which is a crime, and shall be also subject to a civil penalty not to exceed five thousand dollars and the stated value of the claim for each such violation.

Ohio applicants: Any person who, with intent to defraud or knowing that he is facilitating a fraud against an insurer, submits an application or files a claim containing a false or deceptive statement is guilty of insurance fraud.

Oklahoma applicants: Warning: Any person who knowingly, and with intent to injure, defraud or deceive any insurer, makes any claim for the proceeds of an insurance policy containing any false, incomplete or misleading information is guilty of a felony.

Oregon applicants: Any person who knowingly and with intent to defraud or solicit another to defraud an insurer: (1) by submitting an application or; (2) filing a claim containing a false statement as to any material fact maybe violating state law.

Pennsylvania applicants: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

Tennessee, **Virginia & Washington applicants:** It is a crime to knowingly provide false, incomplete, or misleading information to an insurance company for the purpose of defrauding the company. Penalties include imprisonment, fines, and denial of insurance benefits.

Arbitration statement

Applicable to Utah applicants if the policy will contain an arbitration clause:

Any matter in dispute between you and the company may be subject to arbitration as an alternative to court action pursuant to the rules of (the American Arbitration Association or other recognized arbitrator), a copy of which is available on request from the company. Any decision reached by arbitration shall be binding upon both you and the company. The arbitration award may include attorney's fees if allowed by state law and may be entered as a judgement in any court of proper jurisdiction.

	Signature Section GL WC		
Principal, Owner or Officer Signature Title Date	Principal, Owner or Officer Signature	Title	Date

New York Insureds ONLY



Reg. 194 Mandatory Initial Disclosure As required by the New York State Insurance Department

As an independent insurance agent or insurance broker I, or my firm, (hereafter "I") may have access to more than one insurance company to place your coverage. Whether acting as an independent insurance agent or insurance broker I have certain obligations to you as the purchaser and certain obligations to the insurance company as determined in both statutory and case law. If acting as an independent insurance agent I may have authority to obligate the insurance company on your behalf and as a result I may be required to act within the scope of my contractual agreement with the company.

As the purchaser you need to understand that I typically will receive compensation from the selling company based on the agreement I have with the company. That compensation may vary from company to company and also be impacted by the volume of business I place with the company, the profitability of that business and other factors.

You may receive information about my compensation on the policy or policies you select and about any policies I have presented to you which you did not select by asking me for the information.