

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	_____ %
Aviation	_____ %	Non-Medical Professional Liability	_____ %	Employment Law	_____ %
Asbestos	_____ %	Products Liability	_____ %	Other (please specify): _____	_____ %
Tobacco	_____ %	Personal Injury / Property Damage	_____ %		
Other Toxic Torts	_____ %	Workers' Compensation	_____ %	TOTAL	_____ 100%

2. Does any of the indicated work include class action suits? 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 _____ % Try to conclusion _____ % Settle before trial _____ %
8. Does the Applicant accept cases venued outside the state(s) in which the firm has office(s)? Yes No
9. Does the Applicant use written referral agreements in all cases that are referred **by** the firm? Yes No
10. Does the Applicant use written referral agreements in all cases that are referred **to** the firm? Yes No
11. Does the Applicant obtain certificates of insurance in all cases that are referred **by** the firm? Yes No
12. Does the Applicant obtain certificates of insurance in all cases that are referred **to** the firm? Yes No
13. Does the Applicant split fees? 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:

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, have the authority to write checks, provide investment advice, make investments, or have discretionary control of funds for the entertainment / sports clients? Yes No
- 2. Does the firm negotiate personal appearances, product endorsements, serve as a talent agent or manager for the entertainment / sports clients? 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, have the authority to write checks, provide investment advice, make investments, or have discretionary control of funds for the estate/probate/trust clients? Yes No
- 2. 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

