## One Bala Plaza, Suite 100 Bala Cynwyd, PA 19004

1. Full name of the Applicant Firm: $\qquad$
2. Does the Applicant design, manufacture or test any product, or process for creating a product? $\square$ YesNo
3. Please indicate the percentage of the Applicant's gross annual revenue from the last fiscal period involving:

| Training \& education: | \% | New product / Service development: | \% |
| :---: | :---: | :---: | :---: |
| Attitude \& opinion surveys: | \% | Telemarketing / Sales: | \% |
| Competitive analysis: | _\% | Mailing list / Telemarketing list development: | \% |
| Customer service: | -\% | Research \& Development: | \% |
| Marketing research: | - \% | EDP / MIS: | \% |
| Product testing: (specify industry) |  | Competitive analysis: | \% |
|  | \% | Other:(specify) | \% |
|  |  | Other:(specify) | \% |
|  |  | Other:(specify) | \% |
|  |  | TOTAL MUST EQUAL | 100 \% |

4. Does the Applicant provide any services other than those services listed above in question 3 ? $\square$ Yes $\square$ No If yes, please describe.

## ADDITIONAL INFORMATION

This section may be used to provide additional information to any question on this application. Please identify the question number to which you are referring.

I understand that the information submitted herein becomes a part of my Philadelphia Insurance Companies Cover-Pro ${ }^{\text {sm }}$ application and is subject to the same conditions as stated on the application.

