

Business and Management Consultant Proposal Form

Important Notice

This proposal must be completed and signed by a principal, partner, director of the proposer/s. The person completing and signing the form should be authorised by the proposer to do so and should make all reasonable enquiries to enable all the questions to be answered.

All questions must be answered to enable a quotation to be given.

Completing and signing this proposal does not bind the proposers or insurers to enter a contract of insurance.

If there is insufficient space to answer questions, please use an additional sheet and attach it to this form (please indicate section number).

General information

1. Please provide the following details (including all trading names and subsidiaries):

Name	Date of establishment

Website address:

2. Address/es including postcode/s, for all subsidiaries:

3. Please supply details of all principals, directors, partners:

Name	Qualifications	How long with the company

4. Please state total numbers of:

Principals, directors, partners	Qualified staff	Administration	Others

5. Please state the name of any professional body or trade association of which you are a member:

Professional body

Trade association

6. Do you currently have a professional indemnity policy in place?

Yes

No

If YES, please provide:

Name of current insurers

Name of your broker

Renewal date

Limit of indemnity

Premium

Excess

Retroactive date

7. Do you or any of your principals, directors, partners have any association with or financial interest in any other practice, company or organisation?

Yes

No

If YES, please provide details of the nature of the association, together with the name of the business and activities undertaken:

8. Do you use consultants / sub-contractors?

Yes

No

If YES:

a. What percentage of your fee income was paid to them in the last financial year?

%

b. What was the nature of the work undertaken?

c. Do you require cover for them under this policy?

Yes

No

d. Do you require them to carry professional indemnity insurance to a similar limit?

Yes

No

If NO to 8d, please provide details as to why not:

9. Please complete the following:

a. Financial year end date:

/ / 20

	Previous	Last complete	Current	Estimate
b. Total fee income:	£	£	£	£

c. Estimated percentage split of your fee income for:

Work carried out for UK clients	%	%	%	%
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Work carried out for US / Canadian clients not subject to US / Canadian law	%	%	%	%
Work carried out for US / Canadian clients subject to US / Canadian law	%	%	%	%
Work carried out for clients anywhere else in the world – please give details of where	%	%	%	%

d. Do you enter into contracts that are not subject to UK / EU law? Yes No

If **YES**, please provide details of which countries and jurisdiction:

Business activities

10. For the last complete financial year:

a. Please complete your split of gross fees:

Strategic management consultants	%
Organisational management consultants	%
Manufacturing systems consultancy	%
Marketing consultancy	%
Human resources consultancy	%
IT / telecoms consultancy	%
Environmental management consultancy	%
Training consultancy	%
Quality assurance consultancy	%
Outsourcing consultancy	%
Procurement consultancy	%
Interim / locum management consultants	%
Financial management consultancy	%
Project management consultancy	%
Other work – please give details:	%
	%
	%
	%
TOTAL	100%

b. Were you involved in any consultancy or services in relation to any of the following areas:

Accountancy / tax?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Legal?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Financial / insurance?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Medical / healthcare?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Construction / environmental?	<input type="checkbox"/> Yes	<input type="checkbox"/> No

If **YES** to b., please give details

11. If there are activities in question 10a where you have declared no income for the last financial year:

a. Have you undertaken any of these activities in the past? Yes No

b. Do you intend to undertake any of these activities in the future? Yes No

If **YES** to any of the above, please provide detail including nature of activities and income:

12. If you have entered a percentage of income for interim / locum management consultants in question 10a:

a. What roles do you typically undertake and what are your responsibilities?

b. What is the reason for your employment in this position?

c. What level of decision making do you accept without referral to higher level management?

i. Day to day management	<input type="checkbox"/> Yes	<input type="checkbox"/> No
ii. Strategic management	<input type="checkbox"/> Yes	<input type="checkbox"/> No

13. If you have entered a percentage of income for financial management consultants in question 10a, do you accept responsibility for any strategic or budgetary decisions? Yes No

If **YES**:
Is this always signed off by senior management or the board of directors? Yes No

If **NO**, please explain why not:

14. If you have entered a percentage of income for project management consultants in question 10a:

a. Please provide brief details of a typical project and describe your responsibilities:

b. Are you responsible in the direct appointment of any advisory or professional consultants in this role? Yes No

If **YES**, please provide details of the work they will undertake:

c. Please confirm whether you require them to carry PI insurance to the same level you do? Yes No

If **NO**, please confirm why not:

Risk management

15. Are satisfactory written references obtained from former employers for at least three years prior to the engagement of any employee responsible for money, accounts or goods? Yes No

16. Above what amount do payments require at least a two-stage sign-off? £

17. Do you hold client funds, or do you have client authority to agree and/or effect transfers or payments on their behalf from client funds or accounts? Yes No

If YES:

a. Do you ever act solely on e-mail instructions to transfer funds or make payments from client accounts without taking steps to independently verify the authenticity of the instructions and integrity of any bank account details provided prior to execution? Yes No

b. Do you undertake to immediately implement procedures to ensure that there is such an independent verification process in place for all future transactions? Yes No

c. What steps have you taken to ensure that the transaction has been completed successfully?

18. When entering into contracts please confirm:

a. You carry out work only under your standard contract, signed by every client? Yes No

b. All contracts are vetted by a legally qualified person before being agreed? Yes No

If NO to any of the above, please explain why not:

19. When entering into contracts do you always:

a. Exclude liability for consequential, special or indirect damages, loss of profits and liquidated damages? Yes No

b. Cap your overall liability at a reasonable level? Yes No

c. Warrant a performance standard no greater than reasonable care and skill? Yes No

d. Work to a written specification with your clients outlining the scope of each job? Yes No

e. Ensure that changes to the scope of work are reflected in a written variation of the contract? Yes No

If NO to any of the above, please explain why not:

20. Do you commit clients to contracts with third parties? Yes No

If **YES**, do you always obtain clients written acceptance of the terms of contracts before committing them? Yes No

If **NO**, please explain why not:

21. Has any person for whom insurance is now sought ever been the subject of a disciplinary proceeding taken by any regulatory body, professional organisation or trade association? Yes No

If **YES**, please provide details:

22. Has any proposal for similar insurance made on behalf of you, any predecessor or any past or present principals, directors, partners ever been declined, cancelled, refused or had special terms applied? Yes No

If **YES**, please provide details:

23. Is there any other information that you consider material to the insurance required? Yes No

If **YES**, please provide details:

24. For what limits of indemnity are quotations required?

- | | | |
|---------------------------------------|-------------------------------------|--------------------------------------|
| <input type="checkbox"/> £250,000 | <input type="checkbox"/> £500,000 | <input type="checkbox"/> £1,000,000 |
| <input type="checkbox"/> £2,000,000 | <input type="checkbox"/> £5,000,000 | <input type="checkbox"/> £10,000,000 |
| <input type="checkbox"/> Other £_____ | | |

Claims

25. In respect of any of the risks to which this proposal relates:

- a. Has any claim been made (whether successful or not) against you, any predecessor, any past or present principals, directors, partners? Yes No

- b. Has any loss been suffered by you or any predecessor as a result of the dishonesty or malice of any past or present principals, directors, partners, employees or self employed person? Yes No

If **YES** to any of the above, please provide details:

Date of claim / loss	Brief details of each claim / loss	Cost of claim / loss	Estimated cost of claim / loss outstanding

c. What steps have been taken to prevent a recurrence?

26. Are you, after full enquiry:

- a. Aware of any circumstance which is likely give rise to a claim or loss against you, any predecessor or any past or present principals, directors, partners? Yes No

- b. Aware of any shortcoming in your work for a client who is likely to give rise to a claim against you? This includes: Yes No
 - i. A shortcoming known to you, but not your client, which you cannot reasonably put right?
 - ii. A complaint from your client about your work or anything you have supplied which cannot be immediately resolved?
 - iii. An escalating level of complaint from your client on a particular project?
 - iv. A client withholding payment due to you after any complaint?

If **YES** to any of the above, please provide details:

27. Do you have any grounds, after reasonable enquiry, for suspecting that any past or present principal, director, partner, employee or self-employed person has acted dishonestly or maliciously?

Yes

No

If **YES**, please provide details:

Please read this paragraph carefully before signing the declaration

It is essential that every proposal, when seeking a quotation to take out or renew any insurance, discloses to the prospective Insurers all material facts and information (including all material circumstances) which might influence the judgement of an Insurer in deciding whether to accept the risk and on what terms. The obligation to provide this information continues up until the time that there is a completed contract of insurance. Failure to do so entitles the Insurers, if they so wish, to avoid the contract of insurance from inception and so enables them to repudiate liability thereunder. If you have any doubt as to what constitutes a material fact or circumstance please do not hesitate to ask for advice.

Declaration

On behalf of the proposer/s, I/we declare that, after full enquiry, the contents of this proposal are true and that I/we have not misstated, omitted or suppressed any material fact or information. If there is any material alteration to the facts and information which I/we have provided or any new material matter arises before the completion of the contract of insurance, I/we undertake to inform the Insurer.

Signature of principal / director / partner:

Date:

Please use this page for additional information