

## Small Commercial Renewal Questionnaire

### QUESTIONNAIRE INSTRUCTIONS

Whenever used in this questionnaire, the terms **you**, **your(s)** and **applicant** shall mean the **named insured** and all subsidiaries, unless otherwise stated.

### YOUR BUSINESS

Name of applicant: \_\_\_\_\_

Address of applicant: \_\_\_\_\_

Website address: \_\_\_\_\_

Hanover policy number and renewal effective date: \_\_\_\_\_

1. Please provide your anticipated total annual revenues for the next 12 months. \$ \_\_\_\_\_  
 What percentage of your total annual revenues is from foreign sales? \_\_\_\_\_ %  
 What percentage of your total annual revenues is derived from internet sales? \_\_\_\_\_ %
2. Check if any of the following have occurred in the past 12 months or may occur in the next 12 months:  

<input type="checkbox"/> Merger or Acquisition	<input type="checkbox"/> Newly Formed, Owned Entity
<input type="checkbox"/> Name Change (no M&A)	<input type="checkbox"/> New Products or Services

 If so, describe in detail: \_\_\_\_\_
3. Have you entered into any new contracts over the past 12 months that exceed 25% of your total revenue? ☐ Yes ☐ No  
 If Yes, please describe, and additional underwriting information maybe requested. (Size of contract—dollar amount and length, client name, work being provided)  
 \_\_\_\_\_
4. In the past 12 months:
  - a. Have you had any claims or suits resulting from your products or services, or are you aware of any actual or alleged facts or circumstances that could reasonably be expected to give rise to a claim under this policy? ☐ Yes ☐ No
  - b. Have you sued a customer for failure to pay for products or services rendered? ☐ Yes ☐ No
  - c. Have you notified consumers or a third party of a security breach incident? ☐ Yes ☐ No
  - d. Have you experienced an actual or attempted extortion demand with respect to your computer system, an unscheduled network outage lasting over 4 hours, or has your system or website been used in any type of security incident or attack (viruses, denial of service attacks, etc.)? ☐ Yes ☐ No

If you answered yes to any of the questions in #4 above, please provide details: \_\_\_\_\_