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Insurance Agents and Brokers Errors and Omissions Insurance Utica National Insurance Group • New Hartford, New York 13413 • USA • <u>www.uticanational.com</u> • 1-800-598-8422

lf				e Policy. Coverage is effectiv stions, please attach additior		oany's approval.		
Ple	ase note: If yo	our ag	ency's commissions from Life, Health &	Accident business is greater than 50% of you	r agency's total commission,	please complete 14-A-LEO	O instead of this a	application.
f re				number:		Expiration date:		
1.	Name of	age	ncy:	e entity or d/b/a/ to be named on the policy, ple		Addinate Name of the same of the same		
	Type of c			e entity or d/d/a/ to be named on the policy, ple	ase complete the attached in	viuitipie Named Insured/Loo	cations/Owners w	orksneet.)
				Corporation LLC/LLP	C Other:			
				•				
	For the a	igen	cy above, list name(s) of a	Ill owner(s) and percent of own	ersnip:		%	
							%	
							%	
	(If there	e are r	nore than three owners for this agency,	please complete the attached Multiple Name	Insured/Locations/Owners	worksheet.)	/0	
2.	Key conta	act i	n your agency regarding th	his E&O application:				
	•				E-mail address:			
	Telephor	ne:	Primary Number	Extension Alternate Number	Extension FAX	Number		
	Agency's	s wel	bsite address:					
3.	Physical		ress:					
			Street taff* at this location:	City	County	State	Zip	Code
	Number (of St	taff* at this location:	Full-time onsidered full-time. Owners/staff working 20 o		Part-time		
				-		onsidered part-time.		
	Mailing a	laare	Street	City	County	State	Zip	Code
	For each	ado	litional named insured, loc	ation or owner, please complet	te the attached Mul	tiple Named Insur	ed/Location	s/Owners
	workshee	- 4						
	worksnee	et.						
4.			as vour independent agen	cv established under the currer	nt ownership?			
4.	What yea	ar wa cy is li	ess than 2 years old, a resumé mu	cy established under the <u>curren</u> ust be attached for each licensed owner	, partner, officer, and dire	ector of the agency to re		
4.	What yea	ar wa cy is li	ess than 2 years old, a resumé mu		, partner, officer, and dire	ector of the agency to re		
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	d. Purchased or Sold book(s) of business	🗌 Yes	🗌 No
	If yes, please provide the following:		
	 Date of book purchased from or sold to another agency: 		
	 Name of agency from which book was purchased from or sold to: 		
	 List class and lines of business that constitute the book that was purchased or so commercial package (property/general liability)). 	ld (e.g., construction,	
6.	Is the agency, or are the agency owners, engaged in any business other than insurance? If yes, please provide the details:	🗌 Yes	🗌 No
7.	Does the agency, or do the agency owners, have 10% or more ownership interest in any other business for which you provide insurance?	☐ Yes	No
	If yes, please provide the following details: type of entity, your percent of ownership, and t (e.g., workers compensation, commercial package, etc.) written for such entity.		
8.	Do you share or sublet the same office space with/to another financial services entity (e.g., tax agency, P&C agency, financial institution, TPA, employee benefits, life division, insurance carri		
	If yes, please state name and nature of other business:	🗌 Yes	🗌 No
	Do you share administrative and/or technical resources with this entity?	Yes	🗌 No
9.	a. Is the agency associated with a cluster or similar type of arrangement?	☐ Yes	□ No
	If yes, please provide name of cluster.		
	 b. Is anyone from the agency a member of any company board of directors or governing committee(s) involving an insurance-related activity? If yes, please list the individual(s) and his/her position/responsibility: 	Yes	🗌 No
	Please select the agent/broker association(s) of which you are currently a member: PIA IIABA Merged PIA/IIABA None Other: I. Agency licenses: a. Agent/Broker MGA Surplus Lines Broker Consultant Other:] Third-Party Administra	itor
	 b. Does anyone in the agency hold non-resident licenses? If yes, list the state(s) and premium volume of each in which non-resident licenses are 	☐ Yes ∋ held.	🗌 No
	c. Does licensed staff have 3 or more years of experience placing or managing business in states where they hold non-residence licenses?	🗌 Yes	🗌 No
	If no: 1) Does the agency have a training procedure for staff that has fewer than 3 ye experience placing or managing business in non-resident states?	🗌 Yes	🗌 No
	2) Does the agency have a quality control process for review of staff that has fe 3 years' experience placing or managing business in non-resident states?	🗌 Yes	🗌 No
40	Last 12 months		
12.	Total annual gross P&C (new and renewal) written premium volume* Annual P&C (new and renewal) commissions	\$ ¢	,
	Annual Life, A&H (new and renewal) commissions Annual Life, A&H (new and renewal) commissions f over \$10 million premium volume, please complete the large agency questionnaire.	\$ \$	
13.	3. Premium volume of:		
	 a. Non-standard business. This includes assigned risk pool(s) for auto, workers compensation, property, etc. This does not include specialty lines of coverage for mobile homes, snowmobiles, motorcycles, long haul trucks, etc. 		
	b. Surplus lines business (business placed with non-admitted carriers) \$		
	· · · · · · · · · · · · · · · · · · ·		

14. What percentage of your agency's TOTAL REVENUE is derived from (must equal 100%):

	Revenue %		Revenue %
Insurance (includes P&C and Life, Accident and Health business)		Fee-based Insurance Consulting	
Actuarial Services		Fee-based Loss Control/Risk Management with Insurance Placed	
Claims Adjustment Service outside of a Carrier's Draft Authority		Fee-based Loss Control/Risk Management without Insurance Placed	
Human Resources/Consulting Services		Loan Origination	
Legal Services		Pre-Paid Legal Services	
Tax Consulting		Mutual Fund/Financial Product Sales	
Title Agency Services		Investment Advice/Financial Planning	
Premium Finance Company Services Provided for Agency Policyholders		Real Estates Sales	
Premium Finance Company Services (other than for Policyholders)		Safety Consultant	
Fee-based Services to Other Agencies		Third-Party Administrator	
Wellness Provider Services		Motor Vehicle Title Services	
Wellness Program Referrals		Professional Employer Organization Marketing	
COBRA Administration Services		Other (Describe):	

15. Please provide the percentage of your agency's property & casualty premium volume placed.

- - % Through any other third party (e.g., a wholesaler, surplus lines broker, MGA, or other retail agent)
- % As a broker (business placed on behalf of other agents or agencies)
 - % As an MGA or program administrator
- 100 % TOTAL must equal 100%
- 16. Please provide the percentage of your agency's property & casualty premium volume that is received or assumed:
 - % Direct from insureds
 - % From other agents/agencies
 - 100 % TOTAL must equal 100%
- **17.** Outside of traditional binding authority typically afforded by a standard carrier agreement, does your agency have exclusive written authority from a carrier or other risk bearing entity, to underwrite, approve or decline business on the carrier's or entity's behalf?
- 🗌 Yes 🗌 No

☐ Yes

18. a. List your agency's top 5 contracted insurance companies, number of years representing each, and your current annual premium volume with each.

Carrier Name	Years Representing	Annual Premium Volume

b. Indicate the approximate amount of business, as a percentage of your total premium volume, that your agency currently has placed with carriers that are:

Rated less than B+ by A.M. Best % Non-rated by A.M. Best %

c. Within the last 5 years, have any carriers terminated your contract for reasons other than lack of production or carrier market withdrawal?

If yes, please list the carrier(s) and reason(s) for any termination(s).

d. List your top 5 P&C brokers, MGAs or intermediaries, if any, and annual premium volume. If none, state "none".

[Name of Broker/MGA/Intermediary	Annual Premium Volume
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ſ		
Ī		

□ No

19. V	Within the last 5 years, has your agency managed, owned, formed, or created any of the following:		
C	Captive management services	🗌 Yes	🗌 No
S	Self-insured captives or funds	🗌 Yes	🗌 No
F	Risk retention groups	🗌 Yes	🗌 No
Т	Third-party administration programs	🗌 Yes	🗌 No
lf	f yes to any of the above, please provide the details:		

20. a. Please give the approximate percentage breakdown, based on commissions, for the following (must equal 100%):

Personal Lines		ines Commercial Lines		Life, Accident, Health			
%	Auto – Standard	%	Animal Mortality		Life:		
%	Auto – Non-Standard	%	Automobile – Standard	%	Individual (Excluding Universal)		
%	Homeowners, Standard Fire	%	Automobile – Non Standard	%	Universal		
%	Non-Standard Fire	%	Aviation	%	Substandard (Surcharged/High Risk)		
%	Umbrella	%	Bonds – Surety	%	Group		
%	Wet Marine/Pleasure Boats	%	Bonds – Other		Health:		
%	Inland Marine	%	Crop Insurance	%	Individual		
%	Flood	%	Fire – Standard	%	Group		
%	Other (specify)	%	Fire – Non-Standard	%	Accident		
		%	General Property/Casualty	%	Long-Term Care		
		%	Inland Marine	%	Disability Income		
		%	Professional Liability (specify)	%	Annuities/Fixed		
		%	Umbrella/Excess	%	Annuities/Variable		
		%	Wet Marine	%	Financial Products		
		%	USLH/Harbor Workers				
		%	Workers Compensation				
		%	Flood				
		%	Other (specify)				
%	Personal Lines Total +	%	Commercial Lines Total +	%	Life, Accident, Health Total = 100%		

b. Please provide the approximate volume of business for:

Class of Business	Premium Volume	Class of Business	Premium Volume
Long-Haul Trucking		Exploration of Gas/Oil	
Contractors		Mining	

21. Please provide the information requested below for all agency owners and staff. Owners/staff working more than 20 hours per week are considered full-time. Owners/staff working 20 or fewer hours per week are considered part-time. Indicate the average number of hours per week for all part-time staff.

a.	All owners, partners, officers, and directors:	

Name	Check if Licensed	Professional Designations	Position(s)	No. of Years w/ Agency	No. of Years in Insurance	Active*	Full- Time	Part- Time
								\Box
								\Box _
								\Box _

* Active in day-to-day operations.

b. Solicitors, producers, CSRs, AEs, and other office staff who are employees of the agency:

	Check if	Professional		No. of Years	No. of Years	Full-	Part-
Name	Licensed	Designations	Position(s)	w/ Agency	in Insurance	Time	Time

c. Solicitors, producers, and office brokers who are not employees of the agency:

Name	Check if Licensed	Professional Designations	Position(s)	No. of Years w/ Agency	No. of Years in Insurance	Revenue Earned*

* Revenue earned by individual for business placed through your agency.

	d.	What is the average turnover rate in staff for the las (Number of employees turned over divided by the total number of employees					
22.	Los	oss control questions:					
	a.	 Have you or your staff attended an E&O seminar within the last 24 months, or will you within 60 days of inception date? 					🗌 No
	b.					end within 6	0 days of
		Number of principal(s)/office ma Number of CSRs	anager(s)				
		Number of producer(s) or other staff (Please attach certificate(s) of completion.)					
	c.	For new accounts, do you use an exposure analysis of your standard operating procedure?	s checklist/p	rogram as part		🗌 Yes	🗌 No
		If yes, attach a sample of a completed checklist. If no, explain how you identify exposures per acco					
	d.	Is there a procedure to periodically review renewal	risks for nee	ded changes in cove	rage?	🗌 Yes	No
	e.	Are all incoming documents (e.g., mail, faxes, e-ma	il) manually	or electronically date	stamped?	🗌 Yes	🗌 No
	f.	Is there a procedure for documenting phone, text or	r other social	media?		🗌 Yes	🗌 No
	g.	Is there a procedure to maintain written documentat	tion concern	ing rejections of cove	erage?	🗌 Yes	🗌 No
	h.	h. Does the agency use a diary/suspense/follow-up procedure?				🗌 Yes	🗌 No
	i.	Does the agency have a specific orientation program	m for new er	nployees?		🗌 Yes	🗌 No
	j.	If the agency has multiple locations, do all locations	have:				
		1. The same workflow procedures?				🗌 Yes	🗌 No
		2. A centralized agency management system?				🗌 Yes	🗌 No
	k.	Are all issued policies and endorsements (whether paper or electronic) checked for accuracy, comparing the coverage requested to the coverage issued?			🗌 Yes	🗌 No	
	I.	companies or other risk-bearing entities being used?			🗌 Yes	🗌 No	
	m.	n. Do you advise clients in writing and/or obtain a sign-off acknowledging the placement of policies with carriers that are not rated by A.M. Best or rated less than B+ by A.M. Best?				☐ Yes	□ No
	n.	Do you require all applications to be signed, electro				Yes	□ No
	о.	 In the past 10 years, has the agency had an E&O audit conducted by an outside, independent source? If yes: 			Yes	🗌 No	
		1. When was it completed?					
		2. Were all recommendations implemented?				🗌 Yes	🗌 No
	p.	 Name of the audit firm:				🗌 Yes	🗌 No
	q.	List the agency management system(s) utilized in y	our office:				
	r.	Do you encrypt or use other measures to protect pe	ersonal data	when transmitted ele	ectronically?	🗌 Yes	🗌 No
23.	a.	Please indicate your agency's E&O carrier for the la	ast 3 years. I	f none, state "none".			
		Carrier Policy Number Limit per E&O Premium Effective and Expiration Date					
L	b.	If you have not had E&O coverage or a carrier at an explain why:		n the last 3 years, or	if there was a gap i	in coverage	e, please

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24.	Within the last 5 years, to the best of your knowledge, has any policy or application for Errors and Omissions, on behalf of the applicant or any of its past or present owners, officers, partners, employees, or solicitors, ever been declined, canceled, or refused renewal? [<i>Not applicable in Missouri</i>]	🗌 Yes	🗌 No
	If yes, please provide the details:		
			<u> </u>
25.	Within the last 5 years, to the best of your knowledge, have any Errors and Omissions claims or incidents been made against the agency, any of its past or present personnel, or any predecessor agency?	🗌 Yes	🗌 No
	If yes, complete a claim supplemental form for each claim or incident.		
26.	Please inquire of all agency personnel and answer the following: Are there any known circumstances or incidents that may result in an Errors and Omissions claim being made against the agency or agency personnel? (This is not applicable if this is a renewal application.)	🗌 Yes	🗌 No
	If yes, has the incident or circumstance been reported to your current carrier?	🗌 Yes	🗌 No
	If yes, complete the claim supplemental form for each potential claim.		
27.	Within the last 5 years, has the agency paid an uninsured loss out of agency funds?	🗌 Yes	🗌 No
	If yes, what is the total number of losses?		
	If yes, complete the claim supplemental form for each incident.		
28.	Within the last 5 years, have any past or present agency personnel been the subject of complaints filed, investigations, and/or disciplinary action undertaken by any insurance or other regulatory authority or been convicted of a felony?	🗌 Yes	🗌 No
	If yes, provide a copy of the action pending or taken by the disciplinary body or judicial system.		
29.	Please indicate the Errors and Omissions coverages desired:		
	a. Desired effective date		
	b. Limit of liability: \$ Each Loss \$ Aggregate		
	c. Deductible amount: \$		
	 d. Deductible type: You have the option of how your deductible amount, per loss, will be subtracted from the option desired: LOSS ONLY. We will pay for loss in excess of the deductible amount up to the limits of liability, p 		
	defense expense.		st uoliai
	LOSS AND LITIGATION EXPENSE. The deductible will be applied to both loss and (when a expense as defined in the policy.	pplicable) I	itigation
30.	Current retroactive date: Or full prior acts.		
31	Check desired optional coverages*		
51.	*Available optional coverages vary by state		
	Contingent Catastrophe Extra Expense Coverage		
	Employment-Related Practices Liability Insurance (ERPLI)		
	Limits: \$100,000 \$250,000 \$500,000 \$1,000,	000	
	 (Limit of \$1,000,000 or staff over 25 requires a completed ERPLI application) Mutual Funds/Annuities Coverage (requires a completed Mutual Funds or Financial Products supplements) 	montal ann	ligation)
	 Mutual Funds/Annuities Coverage (requires a completed Mutual Funds or Financial Products supplemen Financial Products Coverage (requires a completed Mutual Funds or Financial Products supplemen 		-
	Loan Origination Coverage (requires a completed Loan Origination questionnaire)		iony
	Limits: 🗋 \$500,000/\$500,000	000,000	
	Name of loan origination program:	·	
	Real Estate E&O (requires a completed Real Estate supplemental application)		
	Professional Employer Organization Errors & Omissions Insurance (requires a completed PEO que	stionnaire)	
	Name of PEO program:		
	 Third-Party Administration (requires a completed TPA questionnaire) Cybersurance (requires a completed Cybersurance questionnaire) 		
32.	Please provide any additional information that would aid in our decision making process:		

NOTICE CONCERNING POLICYHOLDER RIGHTS IN AN INSOLVENCY UNDER THE MINNESOTA INSURANCE GUARANTY ASSOCIATION LAW

The financial strength of your insurer is one of the most important things for you to consider when determining from whom to purchase a property or liability insurance policy. It is your best assurance that you will receive the protection for which you purchased the policy. If your insurer becomes insolvent, you may have protection from the Minnesota Insurance Guaranty Association as described below but to the extent that your policy is not protected by the Minnesota Insurance Guaranty Association or if it exceeds the Guaranty Association's limits, you will only have the assets, if any, of the insolvent insurer to satisfy your claim.

Residents of Minnesota who purchase property and casualty or liability insurance from insurance companies licensed to do business in Minnesota are protected, SUBJECT TO LIMITS AND EXCLUSIONS, in the event the insurer becomes insolvent. This protection is provided by the Minnesota Insurance Guaranty Association.

Minnesota Insurance Guaranty Association

7600 Parklawn Ave. #329

Edina, Minnesota 55435

The <u>maximum amount</u> that the Minnesota Insurance Guaranty Association will pay in regard to a claim under all policies issued by the same insurer is <u>limited to \$300,000</u>. This limit does not apply to workers' compensation insurance. Protection by the Guaranty Association is subject to other substantial limitations and exclusions. If your claim exceeds the Guaranty Association's limits, you may still recover a part or all of that amount from the proceeds from the liquidation of the insolvent insurer, if any exist. Funds to pay claims may not be immediately available. The Guaranty Association assesses insurers licensed to sell property and casualty or liability insurance in Minnesota after the insolvency occurs. Claims are paid from the assessment.

THE PROTECTION PROVIDED BY THE GUARANTY ASSOCIATION IS NOT A SUBSTITUTE FOR USING CARE IN SELECTING INSURANCE COMPANIES THAT ARE WELL MANAGED AND FINANCIALLY STABLE. IN SELECTING AN INSURANCE COMPANY OR POLICY, YOU SHOULD NOT RELY ON PROTECTION BY THE GUARANTY ASSOCIATION.

THIS NOTICE IS REQUIRED BY MINNESOTA STATE LAW TO ADVISE POLICYHOLDERS OF PROPERTY AND CASUALTY INSURANCE POLICIES OF THEIR RIGHTS IN THE EVENT THEIR INSURANCE CARRIER BECOMES INSOLVENT. THIS NOTICE IN NO WAY IMPLIES THAT THE COMPANY CURRENTLY HAS ANY TYPE OF FINANCIAL PROBLEMS. ALL PROPERTY AND CASUALTY INSURANCE POLICIES ARE REQUIRED TO PROVIDE THIS NOTICE.

FRAUD WARNINGS

FOR APPLICANTS IN THE FOLLOWING STATES:

COLORADO – 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 policyholder or clamant for the purpose of defrauding or attempting to defraud the policyholder 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 – 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 – 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.

KANSAS – Any person who commits a fraudulent insurance act is guilty of a crime and may be subject to restitution, fines and confinement in prison. A fraudulent insurance act means an act committed by any person who, knowingly and with intent to defraud, presents, causes to be presented or prepares with knowledge or belief that it will be presented to or by an insurer, purported insurer or insurance agent or broker, any written statement as part of, or in support of, an application for insurance, or the rating of an insurance policy, or a claim for payment or other benefit under an insurance policy, which such person knows to contain materially false information concerning any material fact thereto; or conceals, for the purpose of misleading, information concerning any fact material thereto.

KENTUCKY and PENNSYLVANIA – 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 and subjects such person to civil and criminal penalties.

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

OHIO – Any person who, with intent to defraud or knowing that he/she 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 – 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 – Any person who knowingly and with intent to defraud any insurance company or other person: (1) files an application for insurance or statement of claim containing any materially false information; or (2) conceals for the purpose of misleading, information, information concerning any material fact, may have committed a fraudulent insurance act.

PUERTO RICO – Any person who knowingly and with intent to defraud, presents false information in an insurance request form, or who presents, helps or has presented a fraudulent claim for the payment of a loss or other benefit, or presents more than one claim for the same damage or loss, will incur a felony, and upon conviction will be penalized for each violation with a fine of no less than five thousand dollars (\$5,000) nor more than ten thousand dollars (\$10,000); or imprisonment for a fixed term of three (3) years or both penalties. If aggravated circumstances prevail, the fixed established imprisonment may be increased to a maximum of five (5) years; if attenuating circumstances prevail, it may be reduced to a minimum of two (2) years.

FOR APPLICANTS IN ALL OTHER STATES EXCEPT NEW YORK:

Any person who knowingly presents a false claim 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, and denial of insurance benefits.

FOR APPLICANTS IN NEW YORK – 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 shall also be subject to a civil penalty not to exceed five thousand dollars and the stated value of the claim for each such violation.

This supplemental application must be signed by the owner (if the agency is a sole proprietorship), a duly authorized officer (if the agency is a corporation), or a partner (if the agency is a partnership). Carbon or stamped signatures are not acceptable.

Applicant signature(s):						
Print name:	Title:		Date:			
Required in Iowa: Soliciting agent:		License number:				

I/We HEREBY DECLARE that the above statements and particulars are true to the best of my/our knowledge and that I/we have not suppressed or misstated any facts, and I/we agree that this supplemental application shall be the basis of the coverage issued by the company providing this insurance, and shall be deemed attached to and part of the policy. It is also acknowledged that the applicant is obligated to report any changes in the information provided herein that occur after the date of signature but prior to the effective date of coverage.

If the policy is issued, one signed copy of the application will be attached to the policy or certificate. Signature of the form and submission of a check does not bind the company to the issuance of an insurance policy.

- Premium check, if applicable, should be made payable to Utica National Insurance Group
- Return application and premium check, if applicable, to:

UTICA NATIONAL INSURANCE GROUP ERRORS & OMISSIONS DEPARTMENT P.O. BOX 530 UTICA, NY 13503 OR 180 GENESEE STREET NEW HARTFORD, NY 13413

You may also FAX to: (315) 235-4641 or scan and email to <u>eo.apps@uticanational.com</u>

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