

CONTRACT/CERTIFICATE CHECKLIST AND APPROVAL

Contract/Certificate:
 Client Name:
 Intermediary Name:
 Date of First Event:

Sales Rep:
 Assistant:
 Major Contact:
 POC Agent:

1. Is this a STANDARD HOLE In One with a max liability ≤ \$50,000? YES NO
 Is this a STANDARD Direct Mail Form 35 or 44 with a max liability ≤ \$30,000? YES NO
 (No Approval Needed on These Cases ONLY)
 Is this a FISHING contract? (Approval required by fishing department) YES NO

Fishing Department Approval: _____ Date: _____

- Is this an INTERNET contract? (Approval required by John Bandy and Tony Ebert) YES NO

John Bandy Approval: _____ Date: _____

Tony Ebert Approval: _____ Date: _____

- Is this an ATHLETIC INCENTIVE contract? (Approval required by Chris Hamman) YES NO

Chris Hamman Approval: _____ Date: _____

2. SECURITY APPROVAL:
 Security Needed: JRW/10/01
 Special Considerations: _____
 Security Approval: OK Date: 01/10/01

3. PRICING:
 Standard Pricing
 Rater (Attached)
 Quote (Attached)

4. OTHER CHARGES INCLUDED:
 ITS Scratch Cards Template
 Money Bags Software Vault Deposit
 Observer Tee Sign Vault Rental

INSURANCE DEPT
 Sheet
 Compliance
 Stamped By: _____
 Date: _____

5. CONTRACT REVIEW:
 Is this a Standard Form with No Modifications?
 YES NO
 Modified terms found on pages (or paragraphs):

Modification Approval: _____

6. UNDERWRITING AND ACCEPTANCE IF \$110,000 OR ABOVE:
 (Approval required by Bob Hamman, Shella Murphy or Chris Hamman)

CONTRACT/CERTIFICATE COMPLETE AND ACCEPTED: 203
 (To be completed by Security and/or Underwriting.)

Division Code: TL GM TC

THIS FORM MUST BE COMPLETED & APPROVED BEFORE CONTRACT IS SENT TO CLIENT

EXHIBIT
3
8/30/03 ch

Revised November 9, 2000 - RLS
 SCA 000158