



Risk Specialist Series

Breaking Down Bonds: The Agent's Guide to Surety Success

1. BONDING 101: THE BASICS
 - a. What is a surety bond?
 - b. Key terms and concepts
2. UNDERSTANDING CONTRACT SURETY
 - a. Bid, performance, and payment bonds
 - b. Common uses in construction
3. THE PLAYERS IN A BOND AGREEMENT
 - a. Principal, obligee, and surety: roles and responsibilities
4. PROCESS OF OBTAINING A BOND
 - a. Three C's of Surety
 - b. Underwriting submissions
 - c. Agent's role/day-to-day
5. INTRO TO CONSTRUCTION ACCOUNTING
 - a. Financial statements and ratios that matter
 - b. Why underwriters care
6. COMMERCIAL SURETY OVERVIEW
 - a. License, permit, and miscellaneous bonds
 - b. Industry-specific examples
7. FIDELITY BONDS
 - a. Employee dishonesty coverage
 - b. Key differences from surety
8. CLAIMS PROCESS & RED FLAGS
 - a. What happens when a bond claim is filed
 - b. How to help clients avoid trouble