

## Feature

# NASBP Annual Meeting **focuses** on the **importance of mentoring** and critical industry information

**MENTORING WAS THE** focus of the first day of the NASBP Annual Meeting & Expo held in April in San Antonio Hill Country. "Take every opportunity to mentor, because it is our future," said NASBP President Lawrence F. McMahon during his opening remarks. Later that day during a panel on the topic, Bobby Reagan of Reagan Consulting said mentoring, recruitment, and leadership development are "very critical for this industry."

Dick Cummins of the Hollingsworth Leadership Development Program at Texas A&M University, also on the panel, said that when developing new talent, "the leadership clock is never off. You're always being observed," even in moments of impatience and insecurity.

A major part of leadership development is managing less experienced workers' expectations, whether they involve salary or how early in the morning they should arrive at work, Cummins said.

"Make sure your attitude is worth catching," said the dynamic keynote speaker Dr. Kevin Elko during his thought-provoking presentation. "What mentoring isn't, what leadership isn't, is letting the outside [influences] drive us."

Additional informative programs at the Meeting addressed trusts and claims. John Coyne and Marc Brown, both of Travelers Bond and Financial Products, described the increased use of trusts and why surety underwriters need to know whether a trustee is empowered to bind the trust within an indemnity agreement. The session offered CE credit to bond producers.



That same day, two informative panels addressed claims, one on contract surety claims and the other on commercial surety claims. See both articles on claims in this issue.

For the first time at the NASBP Annual Meeting, NASBP posted daily blogs for attendees and for those back at the office to access from the NASBP Meeting App. Read these blogs at [www.nasbp.org](http://www.nasbp.org). The blogs covered the Meeting's educational presentations and announced the association's new initiatives, such as the new NASBP magazine, *Surety Bond Quarterly*, and NASBP's [www.suretylearn.org](http://www.suretylearn.org) website that offers a





**A.** President Larry McMahon began the meeting describing the surety professionals who have significantly influenced his career choices and mentored him. **B.** Tracy Tucker, NASBP Program Chair, helped organize the meeting based on McMahon's theme "Mentoring is the Future." Here is Tucker and his wife, Marla, with a Texas Longhorn. **C.** McMahon awarded Erle Benton of Cretcher Heartland the prestigious SIO Tiger Trust Award. **D.** McMahon awarded the President's Award and coin to Bill Maroney **E.** ...and to Spence Miller. **F.** Many attended the Welcome Reception. Not pictured were two live Texas longhorns. **G.** Flo Maroney played bagpipes at the General Session and golf shotgun start. **H.** Edward Heine (center) of PayneWest Insurance, Inc. moderated the panel discussion, "Mentorship and Leadership Development: What you need to know about mentoring and leading into our future!" with Bobby Reagan (left) of Reagan Consulting, Inc. and Richard Cummins (right) of Hollingsworth Leadership Excellence Program of Texas A&M University. **I.** From left, Marc Brown and John Coyne, both of Travelers Bond, conducted the CE session, "Trusts and Surety Indemnification." **J.** Mark H. McCallum, NASBP Chief Executive Officer, delivered a presentation on the association's latest initiatives and a summary of the "State of the Industry" based on feedback from surveys and interviews of surety executives and bond producers. **K.** Golfers were ready for the 1 p.m. shotgun start.

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