

National Association of Surety Bond Producers

Professionals in Surety Bonding



Change is a constant driver in today's surety bonding market, making managing a profitable, thriving agency more challenging and demanding than ever before.

In coming years, the surety industry will see—

Increased legislative and administrative threats to the legitimate role of surety.

Uncertainty in the growth in public contract surety volume.

More pressure to provide surety credit to under-qualified contractors.

Changes in the way public and private owners procure construction services.

A greater reliance on computer technology for surety underwriting and production.

An ongoing challenge in attracting and maintaining qualified surety personnel.

There's only one organization in the United States as concerned about these issues as you are:

The National Association of Surety Bond Producers.

That's why agencies, large and small, representing more than 5,000 professional bond producers, see membership in NASBP as the best investment they can make for their businesses.

NASBP's reach goes beyond the continental U.S. with members and affiliates in Hawaii, Puerto Rico, and Guam, and in other countries, such as the United Kingdom, Canada, Germany, and Mexico.

Lead

“What we look for in an agent is a broad perspective on the industry and an awareness of the trends and issues that could affect our business. We’ve never found an agency with these abilities who was not an active member of NASBP.”

—DON SHAW, President and CEO, ISEC, Inc., Englewood, CO (building interiors specialty contractor)



“How do you keep up with all of the trends in our industry? How do you establish open and honest relationships? Or ask a client tough questions about performance shortfalls? Where do you learn that?”

—ED HEINE, Executive Vice President, Payne Financial Group, Inc., Missoula, MT



NASBP's professional development programs can improve the professional skills of everyone in your agency—from your novice producer and in-house bond department support staff to men and women with years of experience in surety sales and underwriting.

The William J. Angell Surety School

This school is the only program in the country designed to train new surety professionals as well as further hone the skills of those with years of experience. Taught by both surety bond producers and underwriters, it offers expert and comprehensive training on the industry and on the surety credit decision-making process. These courses quickly fill up—and for good reason: agencies and surety companies recognize that the William J. Angell Surety School is an excellent way to expedite the training process, particularly as it becomes more difficult to hire surety professionals.

NASBP's Risk Workshop This three-day workshop covers the potential risks involved in construction contracting including, contracts, price escalations, cash flow, subcontractors, and unforeseen conditions. Surety professionals who have a good understanding of risk—and how to plan for and mitigate it—can become even more valuable consultants to their clients.

Ongoing Professional Development To assure that NASBP is meeting the needs of today's surety professionals, NASBP continues to expand its offering of web seminars to introduce critical and timely topics, such as "commercial surety" and "onerous contract terms" and many others.

The more informed and professional your agency's bond producers are, the more your agency will thrive. Only NASBP has the range and depth of professional development programs your agency needs.

Educate

The surety bond business is a relationship business. To stay at the top in your agency's market requires knowing, understanding, and appreciating the viewpoints of fellow producers, local underwriters, and the top decision-makers at surety company home offices.

NASBP connects its members to the people who impact their businesses and lead their industry, offering unmatched opportunities to contribute to agency growth.

To begin with, the leading surety companies are active affiliates of NASBP. You can expect to meet top executives and local underwriters from these companies at NASBP's national and regional meetings, a plus when your client's bond requires approval from the top.

NASBP also makes it easy for you to connect with other producers across the country. Need to refer your client to a trusted agent in another state? Or discuss a business challenge with someone outside your market? Find professional peers in the online membership directory, work with them on NASBP committees, and coordinate with them on grassroots efforts in your area.

Network

“Once, a client’s bond requirements exceeded the threshold that the surety’s local office could approve. A few days later, I had dinner with top execs from the surety company at an NASBP conference. The next day, I had the approval I needed.”

—CRAIG HANSEN, Senior Vice President, Holmes Murphy & Associates, Inc., West Des Moines, IA



“Every time you turn around, someone, somewhere is working to undermine our product.”

—LARRY MCMAHON, First Vice President/Surety Manager, Alliant Insurance Services, Inc., San Diego, CA



If and when a state legislator proposes a piece of legislation that will affect the integrity of the bond product, NASBP, through its grassroots network of members, is poised to meet the challenge by taking action to promote and defend suretyship.

We appreciate the value of our product, but others may not. A contractor who can't qualify may want the bond requirement to go away. Others may be persuaded that it's an unnecessary expenditure of public money.

NASBP members serve as the local “eyes and ears” in all 50 states, tracking local and state legislative activities. NASBP staff also track federal and state legislative and regulatory matters of importance. When a threat emerges, NASBP broadcasts information and analysis so that its members can take appropriate action and can educate legislators, public owners, and procurement officials on the value of the surety product and how it works.

NASBP and its members are valuable resources for other industry stakeholders—private owners, contractor and specialty contractor trade associations, legislators, and surety companies. Its perspective, strength, and reach make NASBP a high-profile, highly respected organization for those who require, benefit from, or are impacted by surety bonds.

When it comes to keeping track of emerging trends and developments that may undermine the surety product, NASBP members are placed “in the know” through NASBP information and web tools so they can become effective advocates.

Advocate

As a member-driven organization, NASBP works on every front that affects the welfare of its members and provides the resources, publications, and information to empower their growth and success.

The Producer's Tool Kit Here at your fingertips are the forms your producers and agency need to expedite obtaining client information. Use these electronic, standardized templates—contractor questionnaires, bid bond request forms, performance and payment bond request forms, personal financial statements—to make productivity gains.

Pipeline This bi-monthly e-newsletter delivers guidance on current surety and construction industry issues that can affect your business, such as current legal developments and trends in project delivery, financing, and risk management.

Focal Point NASBP is ever vigilant on legislative matters. With this electronic bulletin, you'll hear about important government relations matters and activities—bulleted summaries of key legislative and regulatory developments, reports on joint efforts of NASBP and members of its industry alliance, and other important initiatives to keep you “in the know.”

Quarterly Dispatch Focusing on government and industry relations, professional development programs, technology initiatives, and member resources, this printed publication reports on the efforts and accomplishments of NASBP volunteers and staff each quarter so you know the returns on your investment in membership.

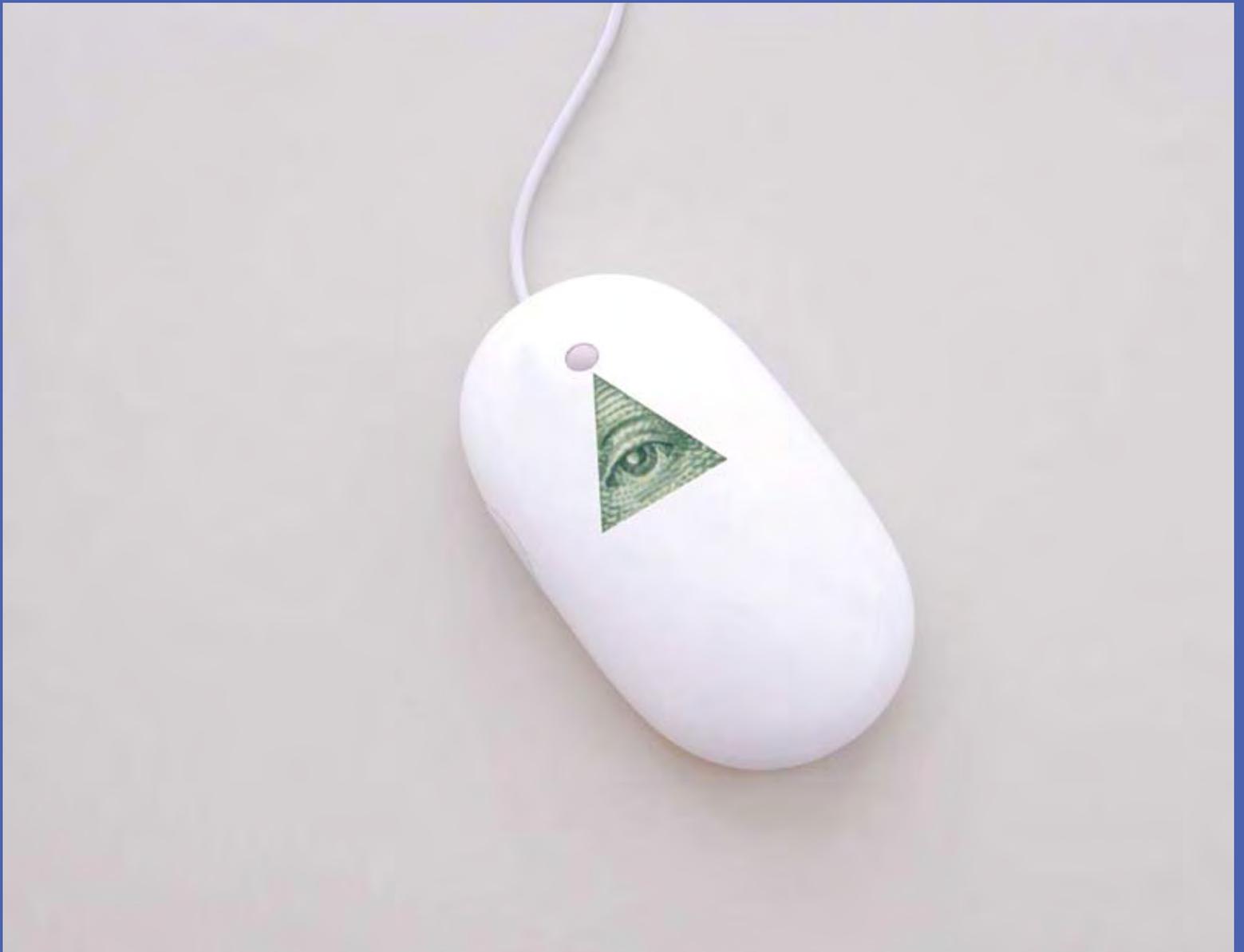
The NASBP Career Center Your agency depends on attracting first-rate talent with a minimum expenditure of time and resources. The new Career Center allows members and affiliates (and non-members, for an additional fee) to reach qualified candidates including producers, brokers, account execs, underwriters, claims analysts, marketing and sales representatives, and more so you can locate the talent for continued success.

eAlerts These time-sensitive reports are a key part of NASBP's “grassroots” power. They often include a “call to action” that mobilizes NASBP members at the local level to fight against specific threats to our industry.

Inform

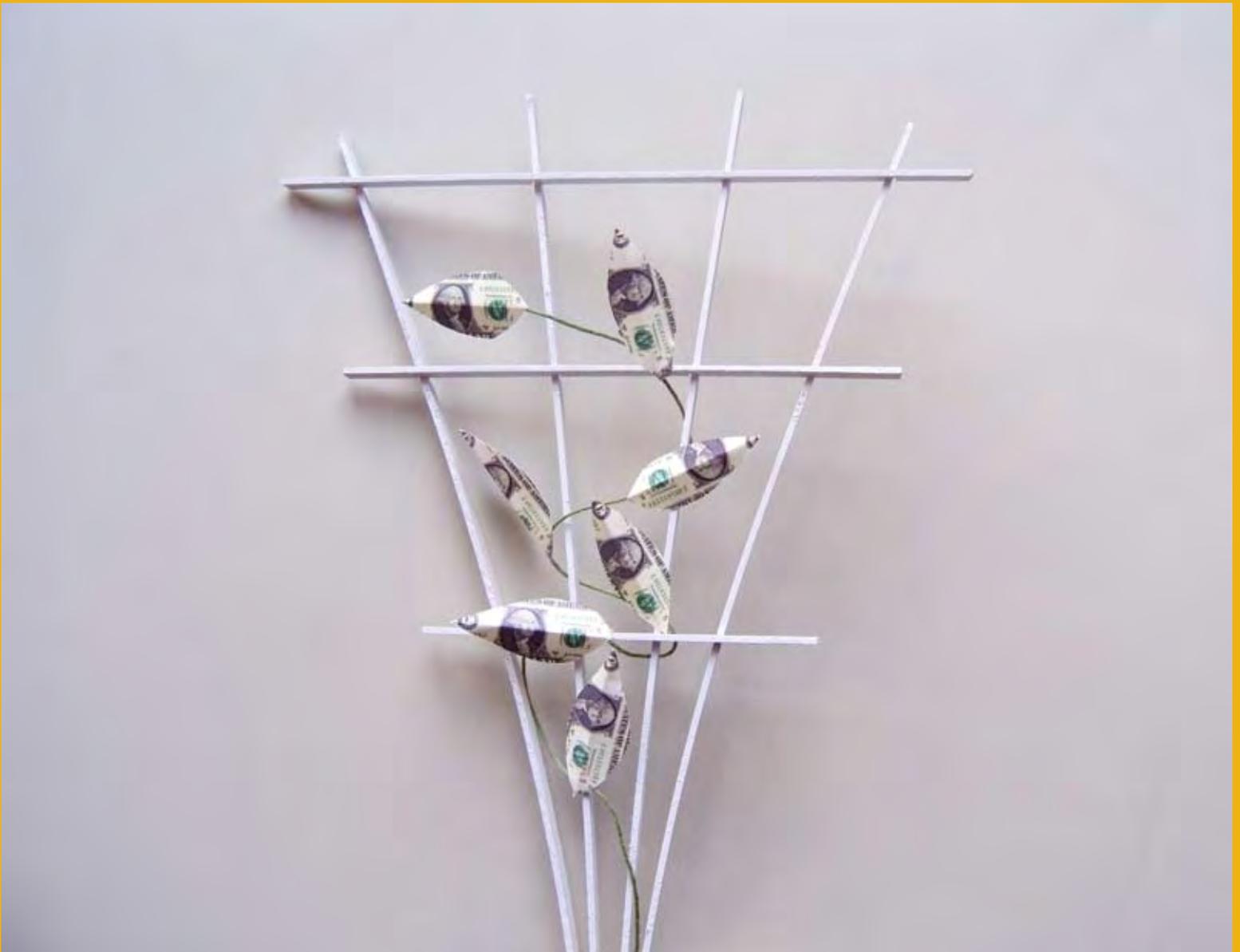
“I don’t have time to reinvent the wheel. And if I did, it wouldn’t be as good as something created by NASBP with its perspective on, and commitment to, our industry.”

—BILL MARONEY, Senior Vice President, City Underwriting Agency, Inc., Lake Success, NY



“The producer’s insight on surety relationships, risk management issues, and market forces provides specialty contractors with critical information to direct their businesses on successful paths.”

–DAN WALTER, President of the Associated Specialty Contractors, Inc. and Chief Operating Officer of the National Electrical Contractors Association, Bethesda, MD



NASBP offers its members numerous opportunities throughout the year to meet formally and informally with leaders and representatives of construction trade and professional associations.

Through dedicated member volunteers and staff, NASBP works closely with stakeholder groups to advance the use and understanding of surety bonding, finding common ground to work productively on issues of interest and concern.

NASBP seeks to keep the profile of the bond producer at the forefront by sponsoring selected construction industry meetings and events and by pursuing partnering agreements with key contractor and subcontractor associations.

Strategic partnerships enhance and expedite communications between organizations on important issues, such as the state of the surety market, the importance of bonding requirements to preserve payment protections, and effective risk management practices.

These industry connections return dividends when NASBP seeks assistance on government and industry relations matters.

Connect

“The opportunities to network, to form lasting relationships, and to make a difference in our industry are some of the tangible rewards of my NASBP experience. The more involved I have become, the more my business has benefited.”

—SARAH FINN, National Surety Senior Vice President, IMA of Colorado, Inc., Denver, CO



Engaged members working through a dynamic committee structure are central to NASBP's member-driven focus. By serving on one or more committees, members draw on their experience and skills to shape the association's objectives, activities, and direction. Committee work also may lead to lasting professional relationships and personal friendships.

NASBP Committees include: Annual Meeting Program, Automation and Technology, Commercial Surety, Finance, Government Relations, Industry Relations, Membership, Nominating, Professional Development and Education, Professional Standards, Risk Management and Insurance.

Participate

**You invest in your business when you become
an NASBP member.**

NASBP members define the organization's goals, influence its direction, and shape its initiatives. Those who take advantage of all that NASBP offers have tremendous opportunities to share their expertise, voice their opinions, and contribute positively to the success of their agencies, the profession, and the industry as a whole.

Invest

“Why do surety companies prefer to work with NASBP agencies? Because they know they will be working with the very best.”

— KURT LUNDBLAD, Vice President, Cedarleaf, Cedarleaf & Cedarleaf, Inc., St. Paul, MN



NASBP is the association solely dedicated to the needs of surety bond producers, their interests, and their businesses. Membership in NASBP delivers measurable returns on your investment, providing opportunities, resources, connections, and tools you simply won't find anywhere else.

As a member of the National Association of Surety Bond Producers, you and your staff are part of a community of hundreds of other bonding agencies who help promote professionalism and expertise in surety bonding and strengthen the surety industry. Membership helps your business prosper and also provides your business the tools to prosper the businesses of your clients.

Find out more about the benefits and privileges of membership in NASBP today.

Visit

www.nasbp.org

or call

202-686-3700

“I consider my NASBP membership to be an investment that has produced a significant bottom-line benefit to my business.”

—CARL DOHN, Jr., President, Dohn & Associates, Palatine, IL



For more information, visit

www.nasbp.org

or call (202) 686-3700



National Association of Surety Bond Producers

1828 L Street, N.W., Suite 720

Washington, DC 20036-5104

tel: (202) 686-3700

fax: (202) 686-3656

www.nasbp.org

info@nasbp.org