

Building Relationships



Building Confidence



Building Trust



National Association of
Surety Bond Producers



NASBP Members: Professionals In Surety Bonding

Membership in the National Association of Surety Bond Producers — NASBP — means that a surety agency, a brokerage firm, and its employees are dedicated to the highest levels of professionalism and expertise in surety.

When a NASBP member provides you, its customer, with a surety bond, it assures everyone associated with a project that you have the skills, experience, and capital to perform your contractual obligations and in a timely manner. In short, it reinforces your reputation among your peers and customers.

Choosing your Surety Professional — What to look for:

PROVEN INTEGRITY

- Reputation and respect within the industry
- Solid relationships with surety underwriters, including authority to issue bonds
- Dedication to the contractor's long-term success

SPECIALIST EXPERTISE

- Mastery of construction management and financing
- Detailed ability to analyze financial statements, work-in-progress, and cash flow
- Expert knowledge of construction and contract/subcontract law

BROAD BUSINESS KNOWLEDGE

- Awareness of local, regional, and national construction markets
- Experience in strategic planning and management practices
- Involvement in and support of local and national construction and surety industry associations



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“We have consistently seen the impact good counsel from a professional agent can have. They help the surety understand the unique circumstance of their clients and assist their clients in effectively presenting their business to the surety. This helps us provide the support a contractor needs to reach his/her business goals.”

M. Ross Fisher, VP/General Manager – Bond Department,
The Hartford, Hartford, CT



A professional surety bond producer is a key component to helping you build strong surety relationships. A NASBP member understands the dynamics affecting a surety's willingness to support you and your business, then creates and nurtures a successful relationship between you and the surety company. NASBP members know the surety market and have expertise that's hard to duplicate.

NASBP comprises insurance agencies and brokerage firms specializing in surety bonding. Membership in the NASBP is a solid indicator that you are working with a specialist in this complex field. As a tangible sign of their professional commitment, NASBP members annually acknowledge the Association's Code of Ethics, which outlines the principles members are expected to follow in their relationships with customers and others in the surety and construction industries.



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“As a professional surety agent/broker, we often provide contractors the roadmap to successful development and execution of a business plan, which includes all aspects of running a healthy business...from financial performance, to talent, to risk management, to perpetuation of the business.”

Susan Hecker, Area Executive Vice President, Gallagher Construction Services, Arthur J. Gallagher Insurance Brokers of California, Inc., San Francisco, CA



Obtaining surety credit starts with professional producers. Arranging bonds and a line of credit

with a surety company requires extensive, detailed work for every bid you submit.

Each surety company has its own unique underwriting standards and practices, and the prequalification process can be a difficult experience if not handled by a surety specialist. A NASBP member can serve as an objective, external resource for evaluating your capabilities and, where necessary, can suggest improvements to help you meet a surety company's underwriting requirements.

By belonging to the only national association representing specialists in surety bonding, NASBP members have access to the latest surety and construction industry intelligence, the latest legal, legislative, and regulatory developments, and regional and economic trends. They are involved in on-going education opportunities to update their technical skills and knowledge.



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“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 of ISEC, Inc. Englewood, CO
(building interiors specialty contractor)



Your affiliation with a surety bond professional should be initiated with careful consideration

and grow into a relationship that’s based on mutual respect and trust. An ongoing relationship with a NASBP member means you will have the benefit of his/her vast surety expertise, extensive knowledge of the marketplace, and in-depth understanding of your individual needs and capabilities to help you build your business and maintain and increase your surety capacity.

These professionals serve as trusted advisors and are an integral part of your external advisory group, which includes attorneys, accountants, and bankers.



NASBP Members: Dedicated Surety Professionals

Choose a producer you can trust to have the integrity, expertise, and knowledge that will help your firm grow. For names of professionals specializing in surety bonds, contact the National Association of Surety Bond Producers (NASBP) at 202-686-3700 or visit the NASBP Directory of bond producers under “Directories,” “Find a Producer” at www.nasbp.org. Work with a NASBP member to build the [relationships...confidence...trust](#) necessary for your firm’s future.

NASBP members offer you the benefit of their extensive knowledge of the surety marketplace and their in-depth understanding of your individual capabilities.



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