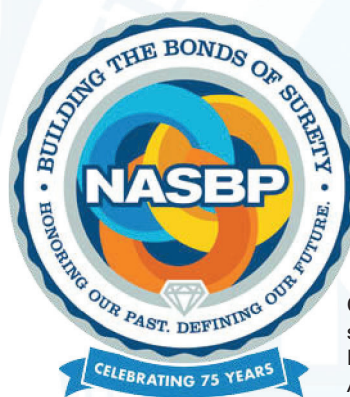


Lynne W. Cook:

Leading the Celebration of NASBP's 75th year



NASBP President Lynne W. Cook.



Cook unveiled NASBP's special 75th anniversary logo at the NASBP Annual Meeting in May.

WHEN LYNNE W. COOK agreed to become NASBP president for 2016–2017, she didn't realize that it would be the association's 75th anniversary year. But after getting over her initial surprise when it came up in a conversation three years ago, she began thinking about how NASBP should observe this year.

"It says 'celebration' to me, so the first thing that came to mind was that we're going to have a great party, because how many associations last 75 years and are still vibrant?" said Cook, Senior Vice President of Surety at Early, Cassidy and Schilling Inc. (EC&S) in Rockville, MD. "More recently, my Annual Meeting Program Committee came up with a theme: 'Building the bonds of surety: Honoring our past. Defining our future.'"

Cook herself has a 36-year perspective on the surety industry. A native of Lancaster, PA, she earned a paralegal degree and then a degree in economics from Penn State University. She surprised college recruiters by telling them that she wanted to go into surety; both a college counselor and a friend had recommended the field to her.

"My first job was with The Aetna Casualty and Surety, now Travelers," Cook said. "Its training program covered both contract and commercial surety, as well as crime and even some liability coverages. I loved it."

I NEVER GET BORED; ONE MINUTE I'M WORKING ON BID BONDS FOR A SMALL CONTRACTOR AND THE NEXT MINUTE A WORKERS' COMP BOND FOR A FORTUNE 500 COMPANY.



A meeting with U.S. Senator Ben Cardin's office during a NASBP Legislative Fly-in.



2016–2017 NASBP Officers: Third Vice President John N. Bustard, Second Vice President Robert E. Shaw, President Lynne W. Cook, Immediate Past President Susan Hecker, and First Vice President Howard Cowan.

After working in Buffalo, NY, for a few years, Cook transferred to the DC area and specialized in commercial surety. When Travelers purchased Aetna, she left the industry for a year and then worked at the Surety Association of America before joining her current firm.

"EC&S's book of business is split between commercial and contract, and they needed somebody who could handle both," Cook said. "I never get bored; one minute I'm working on bid bonds for a small contractor and the next minute a workers' comp bond for a Fortune 500 company." She likes working with a wide variety of businesses on the commercial side and dealing directly with the owners and their management team on the contract side.

Cook and her husband, Doug, enjoyed raising their two sons, Benjamin and Samuel, in northern Virginia; and now

they look forward to spending time with their three grandsons in Florida. Cook stays involved with members of the younger generation professionally, too, and mentors many of them. "I've been really fortunate to have a productive career, in a line of business that isn't well known. Somebody has to take the time to transfer that knowledge. It's very rewarding to see the people that I've trained become more successful than me."

Early, Cassidy and Schilling Inc. has a long history of involvement with NASBP, so Cook became active in NASBP when she joined the firm. In fact, Walter Schilling, second-generation owner, served as NASBP President in 1971. "NASBP members were always the agents of choice for doing business at The Aetna, because they were typically more professional and specialized in surety business," she recalled.



Lynne Cook with her husband, Doug.

Cook started her NASBP activities as a member of the Commercial Surety Committee. "Steve Corey asked me to chair the committee in 2006. I began attending NASBP Board Meetings and teaching commercial surety at the NASBP School," she said. She eventually served on seven NASBP committees. "I wanted to know more about what everybody was doing."

Cook is happy to have played a role in highlighting the benefits that commercial surety brings to the industry; she helped get the Tiger Trust Award expanded to include that aspect of the business. NASBP and the Surety and Fidelity Association of America present this award to a person who has convinced an owner who had not intended to use a bond to do so.

During the coming year, Cook wants to continue the work of her

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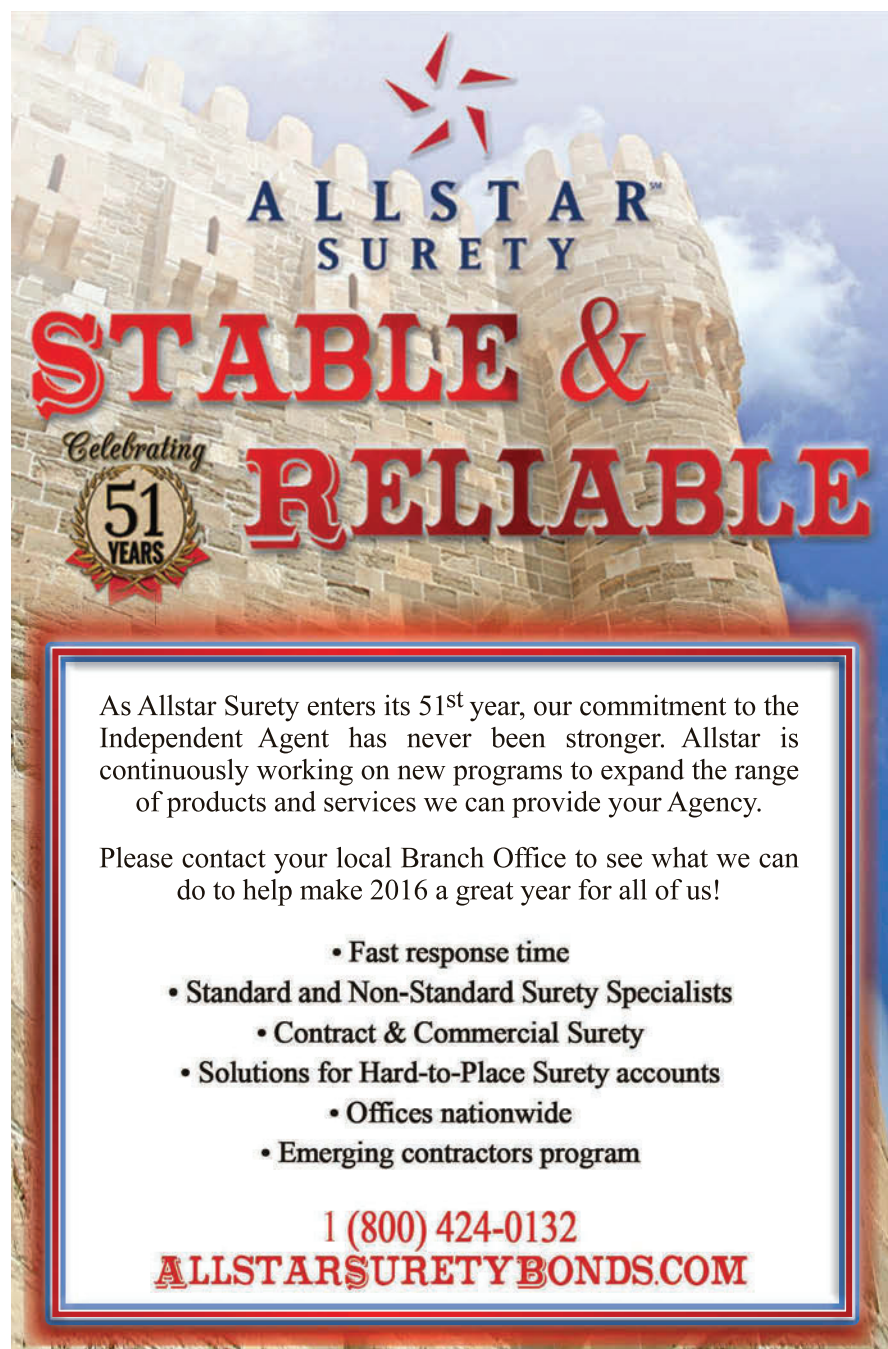
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predecessor, Susan Hecker, in getting young professionals more involved in NASBP. She plans some specialized programming geared toward this group at regional meetings.

She also hopes to spread the word about surety, especially to owners. "As the construction industry continues to change, it is incumbent upon the leaders of our industry to ensure that our product remains relevant. I'd like to provide a forum for surety professionals to do so," she said.

Cook, who unveiled NASBP's special 75th anniversary logo at the NASBP Annual Meeting in May, promises both nostalgia and a look into the future at the 2017 meeting.

"My Annual Meeting Program Committee and NASBP staff are helping me plan a very special event. We will honor the volunteers and staff that shaped today's organization and take a look at our advocacy and educational successes, while providing a thought-provoking glimpse into the future, and of course, enjoy one great celebration!"