



**Total: 1,410 minutes**

## **Day 1:**

**8:00 – 9:00 a.m.                      Welcome and Overview                      (60 minutes)**

This section includes a welcome and Introduction to the course. Provides an overview of additional resources and summarizes what will be covered during the course.

**9:00 a.m. – 11:00 a.m.      Intro to Financials                      (120 minutes)**

This section will provide each student with an understanding of how to read a financial statement. Upon completion of this section, the student should be able to identify the parts of a financial statement and understand the terms used within the financial statement.

**11:00– 12:00 p.m.                      Financial Statement Analysis                      (60 minutes)**

This section provides each student with an understanding of each component of a financial statement, how a surety underwriter may analyze a financial statement and be capable of basic underwriting calculations.

**12:00 p.m. – 1:00 p.m.              Lunch**

**1:00– 2:00 p.m.                      Financial Statement Analysis - Continued                      (60 minutes)**

**2:00– 5:00 p.m.                      Indemnity                      (180 minutes)**

This section will examine indemnity agreements and related considerations in Commercial Surety. Students will gain an understanding of different indemnity agreements, key parties and execution requirements, corporate and financial structures, mergers acquisitions and ownership changes, international considerations related to indemnity, additional provisions and NDA's. The students will apply these points though examining case studies and real-world applications.

## Day 2:

### **8:00 – 11:00 a.m.      Bond Classification      (180 minutes)**

This section will examine the levels of risk associated with different bond types and how they are classified.

### **11:00 a.m. – 12:00 p.m.      Changes & Challenges Commercial Surety Edition      (60 minutes)**

This section will examine a variety of factors that can significantly impact today's Commercial Surety market. Examining what's happening in the world and how it impacts the Surety Market.

### **12:00 p.m. – 1:00 p.m.      Lunch**

### **1:00– 4:00 p.m.      Sub-Division Bonds      (180 minutes)**

This section will provide an overview of one-time single or non-account subdivision bonds, as well as mid to large regional account bonds with aggregated liability. We will examine the following topics: how to get subdivision bonds underwritten and released, financing options, escrow deposit bonds, utility deposit bonds, and performance completion bonds.

### **4:00 – 5:00 p.m.      Customs Bonds      (60 minutes)**

This section will provide an overview of customs bond terminology, including the different types of bonds, alternatives to bonds, and their coverages. We will also explore how liability functions in customs bonding, the various distribution channels, and enhance our understanding through a case study based on a real-life scenario.

## Day 3:

### **8:00 – 9:00 a.m.      Bond Forms      (60 minutes)**

This section highlights both onerous and preferable bond conditions, allows students to work in groups to identify onerous terms in existing bond forms, and provides an overview of developing manuscript forms.

### **9:00 a.m.– Noon      Commercial Contract      (180 minutes)**

This section will involve a review of commercial contract, what it is, why sureties want this type of business, contract agreements and bond forms that are often seen, and underwriting considerations before diving into several real-world case studies.

### **12:00 p.m. – 1:00 p.m.      Lunch**

**1:00 – 3:00 p.m.    Probate and Court Bonds**

**(120 minutes)**

This section will provide a review of probate and court bonds, enabling participants to explore the various bonds commonly required in these areas. Additionally, it will address specifics related to cancellation, marketing strategies, and underwriting considerations for probate and court bonds.

**3:00 – 4:30 p.m.**

**Wrap up and Commercial Surety Feud**

**(90 minutes)**

During this lively, interactive session, students – competing in teams – test their knowledge of concepts, terms, and applications introduced during the course. During this activity, the Class will be broken down into 2 or 3 teams. A buzzer for each team will be set up. Players from each team will rotate at the buzzer to answer questions. The first to buzz in and answer the question correctly will win the point for their team. If a player answers incorrectly, the other team has the chance to steal with a correct answer and will win the point. The questions will be pulled from the materials that have been covered throughout the class.