

July 2007

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## Easy Does It: New Tools at Your Fingertips

### Surety Bonds: A Guide for Lenders



SIO has developed a CD especially for bankers and lenders. "Surety Bonds: A Guide for Lenders" features a one-hour Webinar, "Banking and Bonding: How to Mitigate Construction Risk." SIO and the Risk Management Association (RMA) broadcast the three-hour Webinar, which also is included on the CD, in June 2006.

In addition, the CD contains two PowerPoint® presentations, "Managing the Surety Claims Process" and "Case in Point: Surety's Involvement Saves Projects," and links to resources such as "[Contract Surety Bonds: Protecting Your Investment.](#)"

**Order the CD** today, and schedule a meeting with a banker or lender to explain the value of requiring a surety bond as a condition of the construction loan. You also can view the CD online.

The CD is the latest addition to a number of SIO products and articles available especially for **bankers and lenders** including:

- "[Surety Bonding in Today's Construction Market](#)" (*RMA Journal*, May 2005)
- "[Mitigating Real Estate Construction Risk](#)" (*RMA Journal*, November 2005)
- "[Our Letters Are Not Their Bonds](#)" (*RMA Journal*, February 2006)

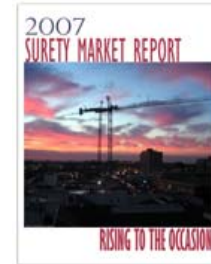
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## 2007 ENR Surety Supplement

Reprints of SIO's **2007 ENR Surety Supplement** are now available. Or, **download the PDF** now.

The supplement focuses on the value and importance of bonding in private sector construction and is a perfect resource for private owners, developers, and contractors. Distribute the supplement at trade shows, business meetings, or other events, or e-mail the **PDF** to your clients.



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## Refreshed Brochures

SIO has refreshed three popular brochures for promoting contract surety bonding:

- **"Importance of Surety Bonds in Construction"**—Updated the contractor failure rates chart. **Order now!**
- **"Why Do Contractors Fail?"**—Revised the contractor failure rates chart and added a second chart comparing failure rates by SIC code. **Order now!**
- **"Surety Companies: What They Are and How to Find Out About Them"**—Updated the list of online ratings organizations. **Order now!**



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## Online Articles Library



Articles that SIO writes on surety bonding are now available in a new online **Articles Library**. You can easily locate and download articles to print or forward to clients. For example, if you need information about subcontractor default insurance, visit the library and select "Subcontractor Default Insurance: A Hidden Treasure—or a Danger?" (April 2007 *ABC Construction Executive*).

Be sure to add the **Articles Library** to your browser "Favorites" and check back regularly for new postings.

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## Exhibit Posters

Planning to staff an exhibit booth at a trade show or conference this summer or fall? Now, you can “check out” SIO’s tabletop exhibit posters mounted on 20” x 24” foam boards to enhance the visibility of your exhibit. SIO will ship the posters along with the promotional materials you need for private owners, developers, bankers/lenders, public owners, government agencies, contractors, and subcontractors.



To request a poster, contact SIO at [sio@sio.org](mailto:sio@sio.org) or (202) 686-7463.

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