

January 2009

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Headlines

- **LAST CALL!**
- **2008 Construction Executive Surety Sections: Get 'Em While They Last!**
New Stock of Contractor CDs Now Available

LAST CALL TO ENTER SIO AWARDS, TIGER TRUST

SIO Awards, Tiger Trust

Nominations for SIO's Awards for Excellence in Surety Bond Promotion and Tiger Trust will be accepted only via online nomination forms through February 13, 2009.

Please follow these four steps:

- Step 1 Visit <http://awards.suretyinfo.org>
- Step 2 Select "Competition" to review criteria
- Step 3 Select "How to Enter" for details
- Step 4 Select "Nomination Forms" to begin



Please note that while supporting documentation and photos may be submitted separately from the online nomination forms, they must be received by February 13, 2009, for entries to be considered complete.

For questions, contact Marc Ramsey, Manager, Information and Communications, at mramsey@sio.org or (202) 686-7463.

LSA Directory Update

Now that most local surety associations have elected new officers, it's time to update the online officers' roster, which is accessible on SIO's website to connect visitors with local surety experts who can address their surety questions.

Local Surety Association Officers Directory

Please review your LSA officers' roster at www.sio.org/LSAdirectory.html. If any changes are required, update your roster by selecting "Update Listing." If no changes are required, please notify Marc Ramsey, Manager, Information and Communications, at mramsey@sio.org or (202) 686-7463.

To find an LSA in your area, click on a state below.

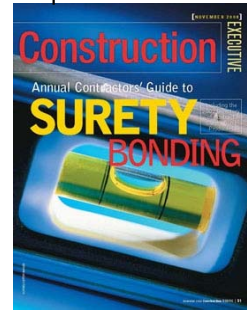


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2008 Construction Executive Surety Sections: Get 'Em While

They Last!

If you haven't yet ordered reprints of SIO's annual Surety Section published in the November 2008 Construction Executive, now is the time to do so. This issue contains a wealth of advice to contractors from the nation's leading surety executives on how to adapt in today's challenging economic environment.



Developed by SIO, the Surety Section is a great resource for contractors and others in construction to learn more about contract surety bonding.

The Surety Section features articles on such topics as legislation, disciplined underwriting, contract review, business plans, construction accounting, claims, electronic bonding, subcontractor bonding, qualifying the surety, bonding emerging contractors, and changes to the Small Business Administration's Surety Bond Guarantee Program.

Order reprints today.

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New Stock of Contractor CDs Now Available

Three of the most important things contractors should know about surety are:

1. How to obtain surety bonds
2. How to build a surety relationship
3. The importance of bonding subcontractors



One way to deliver this important information to potential contractor clients is to give them SIO's popular CD, Surety Bonds: A Guide for Contractors. This CD contains presentations on these three subjects, along with links to additional resources especially for contractors.

"How to Obtain Surety Bonds" provides an overview of contract surety bonds and includes topics on the basics of bonding and the bonding process, qualities of a professional surety bond producer, the prequalification process, the value of the surety relationship, and benefits of bonding.

"Building a Solid Surety Relationship" explains the importance of establishing relationships with the bond producer and underwriter and describes what to expect, what the surety expects from the contractor, and the importance of communication among all parties.

"Subcontractor Bonding: Managing Risk" covers the basics of bonding subcontractors, the prequalification process and indemnity, and how to qualify the surety company.

Order the CD today or, **watch** the CD presentations online.

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