



THE SURETY & FIDELITY ASSOCIATION OF AMERICA
2017 INTERMEDIATE LEVEL COMMERCIAL SURETY SEMINAR
October 23-25, 2017
Chicago, IL

This seminar will provide in depth treatment of a variety of topics suitable for the seasoned commercial surety professional (over 3 years of experience). Sessions will feature panel discussions presenting topics such as reinsurance, taking indemnity and collateral and navigating through the bankruptcy of your bond principal. The seminar also will address specialized bonds such as Customs bonds, reclamation bonds and workers' compensation self-insurance bonds. Instruction will be supplemented with interactive case studies regarding claims under a commercial surety bond. Take advantage of this worthwhile educational resource!

The seminar will be held in Chicago at the Embassy Suites Hotel – Downtown (600 N. State Street). Register early. Space is limited. To enhance the educational experience of the students, registration will be capped at 30, students.

INFORMATION

ADVANCE REGISTRATION

We will be accepting registrations on a first-come, first-served basis. To register, please fill out the attached form and return it with the registration fee to: Meetings Department, The Surety & Fidelity Association of America, 1140 19th Street, NW, Suite 500, Washington, DC, 20036. Please submit your registration by September 15, 2017, to ensure that you are included on the advance registration list. To verify that space is available, please call 202-463-0600.

CANCELLATION POLICY

A full refund of the seminar registration fee will be provided if the reservation is canceled by September 19, 2017.

HOTEL INFORMATION

To make hotel reservations, please call the Embassy Suites directly at 1-800-445-8667 or access the reservations site through the Internet at <http://embassysuites.hilton.com/en/es/groups/personalized/C/CHIDWES-CSS-20171023/index.jhtml>. A special rate of \$249.00 per night is available for meeting attendees. All reservations must be guaranteed with a valid credit card and are subject to a 72-hour cancellation policy. Please mention that you are attending The Surety & Fidelity Association of America Commercial Surety Seminar. This special rate is available until September 22, 2017.

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PROGRAM SCHEDULE

October 23, 2017

6:00 p.m. – 7:00 p.m.

SEMINAR REGISTRATION

6:00 p.m. – 8:00 p.m.

WELCOMING RECEPTION

October 24, 2017

8:00 a.m. – 8:45 a.m.

CONTINENTAL BREAKFAST

8:45 a.m. – 9:00 a.m.

WELCOME & INTRODUCTION

9:00 a.m. – 10:00 a.m.

CUSTOMS BONDS

- a survey of Customs bonds
- Periodic Monthly Statement – effect on liability
- the Reconciliation rider
- how does anti-dumping impact underwriting

10:10: a.m. – 11:10 a.m.

REINSURANCE

- facultative vs treaty reinsurance
- excess of loss vs quota share
- reinstatement of limits
- applicability of exclusions
- applicability of warranties
- “lead” and “follower”, special acceptances
- role of the reinsurance broker

11:10 a.m. – 12:00 p.m.

BONDING INDUSTRIES SUSCEPTIBLE TO ASSET BASED UNDERWRITING

- reclamation
- closure/post-closure
- decommissioning

12:00 p.m. – 1:00 p.m.

LUNCH

1:00 p.m. – 1:45 p.m.

BONDS THAT INTERSECT WITH INSURANCE COVERAGE

- self-insured workers comp
 - long tail/short tail
 - bonds that “stack”
- deductible reimbursement/insurance program bonds



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October 24, 2017 continued

1:45 p.m. – 2:30 p.m.

ADVANCED FINANCIAL STATEMENT ANALYSIS

- review of off balance sheet risks
- analysis of multinational companies
- review of credit facilities – secured and unsecured

2:30 p.m. – 2:45 p.m.

BREAK

2:45 p.m. – 3:30 p.m.

INDEMNITY AND OTHER ACCOUNT AGREEMENTS

- differences between applications, standard commercial surety GAI and standard contract surety GAIs
- perils of accepting indemnity from a holding company, as opposed to obtaining indemnity of operating companies
- considerations for securing corporate resolutions
- mergers and acquisitions involving the indemnitor
- international considerations
- non-disclosure agreements

3:30 p.m. – 4:15 p.m.

COLLATERAL

- types of collateral – pros and cons
- cash as collateral
- process for taking collateral
- releasing collateral

4:15 p.m. – 5:30 p.m.

BANKRUPTCY

- bankruptcy basics
- considerations and strategies when an account goes into bankruptcy
- renewal and cancellation considerations
- new bonds for a debtor in possession

October 25, 2017

8:00 a.m. – 8:30 a.m.

CONTINENTAL BREAKFAST

8:30 a.m. – 9:25 a.m.

REVIEW AND CASE STUDY #1

- claim made under a bond for a solvent company

9:25 a.m. – 10:20 a.m.

REVIEW AND CASE STUDY #2

- claim made under a bond where the principal was not an indemnitor

10:20 a.m. – 11:15 a.m.

REVIEW AND CASE STUDY #3

- claim made under a bond/account in Chapter 11

11:15 a.m. – 12:10 p.m.

REVIEW AND CASE STUDY #4

- claim made under a bond/account in Chapter 7

12:10 p.m.

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LAST NAME

FIRST NAME

MI

NAME AS YOU WISH IT TO APPEAR ON YOUR BADGE

COMPANY/FIRM

CITY

STATE

ZIP

(AREA CODE) TELEPHONE

FACSIMILE

E-MAIL

REGISTRATION FEES

(includes course materials, opening reception on October 23, continental breakfast on October 24-25 and lunch on October 24)

SFAA MEMBERS	\$505
NON-MEMBERS	\$609

Pay by Check or Credit Card

Checks

Make checks payable to The Surety & Fidelity Association of America. Return this form with payment to Meetings Department, 1140 19th Street, NW, Suite 500, Washington, DC, 20036

Credit Card (see form on next page)



Credit Card Authorization Form

Type of Card

Visa

Mastercard

Name as it appears on card:

Company:

Billing Address:

Email Address:

Phone:

Credit Card Number:

Expiration Date:

CVV2/CVC2 Numbers:

(3 or 4 numbers from back of card)

Amount Authorized:

Item/Items Purchased:

Signature: _____

Date: _____



**Please complete this form for credit card purchases and fax it to
202-463-0606 with your order form. Thank you.**