

Bond Prospecting Quick Guide

The key to successful prospecting isn't about how much you prospect, but rather how efficiently you do it! This guide helps you better identify potential bond customers by matching bonds with the customers who need them. This guide is not a comprehensive listing - contact your underwriter if you require additional information.



CONTRACTORS:

Bid / Performance & Payment
Maintenance and Supply
License and Permit • Fuel Tax
Toll • Oversize/Overweight
Right-of-Way • Tax (new contractors)
ERISA • Wage & Welfare
Employee Dishonesty



CAR DEALERS:

Auctioneer
Certificate of Title
ERISA
Motor Vehicle Dealer
Employee Dishonesty
Notary Public
Supply



ATTORNEYS:

Court
Business Services
ERISA
Notary Public
Probate



INSURANCE AGENTS:

Agent/Broker Producer
ERISA
Mortgage Broker Dealer
Notary Public
Vehicle Title Agent



GOVERNMENT EMPLOYEES:

Public Official
Sheriff Indemnity
Replevin & Attachment
Notary Public
Tax Collector / Treasurer



FARMERS:

Agriculture Dealer
Milk Dealer
Livestock Dealer
Gasoline Tax
Distilled Spirits



HEALTHCARE SERVICES:

Resident Fund
Business Services
Medicare (DMEPOS)
ERISA
Personal Care Assistant
Pharmaceutical Wholesalers



RETAIL:

Alcohol/Liquor • Tobacco/Cigarette Tax
Hunting & Fishing License
Lottery • Gasoline Tax
Warehouse • Utility
U.S. Postal
Notary Public



FINANCIAL INSTITUTIONS:

Notary Public • Debt Collection
Insurance/Real Estate/Mortgage Broker
Lost Instrument /Security
Attachment/Replevin
Probate • Employee Dishonesty
Money Transmitter • STAMP