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# BOND COACH

## What are my Surety Options?

**CONTRACT PRICE: up to \$400,000**

**more than \$400,000** 

“Quick Contractor” Programs  
*or*  
 Traditional “Full Underwriting”

Generally only through  
 Traditional “Full Underwriting”

### What’s the difference?

<u>“Quick Contractor”</u> Programs		<u>Traditional “Full Underwriting”</u>	
Looks at:	Contract Personal/Business Credit Score	Contract	Character of Contractor Capacity of Contractor Capitalization of Contractor
Info Collected:	One or Two Page Application Copy of Contract	Contractor Questionnaire References (in questionnaire) Business Plan 3 Years Business Financials Personal Financials Schedule of Contracts Bank Reference Letter Certificate of Insurance	
Typical Time:	<b>1-2 Days</b>	<b>1-6 Weeks</b>	
Typical Rate:	<b>3% Flat Rate</b>	<b>Average 1.5% or less</b> (on a marginal decreasing scale)	

If your situation doesn't fit neatly into these two options, there are other avenues available through “non-standard” Surety companies. Rates for non-standard surety rarely exceeds 3% but often require collateral in the form of a bank “irrevocable letter of credit” and/or payment mitigating techniques such as an escrow account or joint checks to your subs/suppliers.

Truth is, we can always get you a bond -- it's just a question of terms.