



# SEMINAR

## Fundamentals of Subguard Insurance

**WHEN:**

March 8, 2019  
8:00am Check-in Opens  
8:30am Presentation  
9:30am Conclusion

**WHERE:**

Construction Exchange  
Classroom  
2660 William St  
Cheektowaga, NY 14227

**COST:**

\$15 per person (member)  
\$30 per person (nonmember)

Please return with payment to:  
Construction Exchange  
2660 William Street  
Cheektowaga, NY 14227  
clogan@conexbuff.com  
Fax: (716) 875-4412.

As anyone in the construction industry knows, insurance and bonding can very complicated and overwhelming. This presentation will focus on a very specific aspect that is becoming more popular and affects subcontractors – Sub Contractor Default Insurance (“Subguard”) versus Sub Contract Bonds.

This seminar will cover:

- History of Sub Contractor Default Insurance (“SDI”)
- Differences / Protection of SDI vs. Sub Contract Bonds for:
  - Project Owners and Financing Providers
  - General Contractors
  - Sub-Contractors and Material Suppliers
- Pre-Qualification process of SDI and Surety Bonds
- Cost Comparisons between SDI and Surety Bonds
- Outlook for SDI and Surety Bonds:
  - Recent industry trends and loss experiences
  - Current market conditions in SDI and Surety Bond industries

**Presenter**

Tim Toole, Surety Manager, Lawley Insurance. Tim has over 25 years of experience consulting both GC’s and Sub Contractors of all trades and sizes on the surety industry and surety bonding programs. He stated his surety career as a company underwriter and has worked for several major surety companies, including roles of branch manager. Tim shifted to the agency side of the business in 2008 and now manages Lawley’s surety practice across its entire company footprint.

### Registration Information

Attendees

1. \_\_\_\_\_ 3. \_\_\_\_\_

2. \_\_\_\_\_ 4. \_\_\_\_\_

Company: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Credit Card #(VS/MC): \_\_\_\_\_ Exp. \_\_\_\_\_ Sec. \_\_\_\_\_  
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**THANK YOU!**