



Effective
Training &
Communications Plus

Presents a half-day Seminar called...

Introduction to Contract Surety Bonds[®]

Seminar Objectives

By attending this seminar you will:

- ✓ Be provided with an introduction to Contract Surety
- ✓ Learn about the types of Contract Surety Bonds (bid/performance/labour & materials)
- ✓ Gain an understanding of The Contract Surety Process from tender to successful award of contract
- ✓ Become familiar with key underwriting requirements for this class of business
- ✓ Learn introductory skills to help you get started selling/servicing Contract Surety Bonds

Methodology

During the seminar we will use clear language explanations, group work and case studies designed to help participants learn, retain and apply the course information.

Who Should Attend?

This seminar is offered at an introductory level and is recommended for:

- ✓ All commercial brokers and underwriters who are **new** to contract surety

R.I.B.O. Accreditation

Technical – 3 hours (seminar will run 3 hours and 15 minutes to allow for a coffee break)

Presented By Effective Training & Communications Plus

Effective Training & Communications *Plus* (E.T.C. *Plus*) has facilitated seminars for over 6,000 insurance professionals across Canada. E.T.C. *Plus* is operated by its founder, Jo Anne Mitchell. Jo Anne is a Chartered Insurance Professional with over 25 years insurance industry experience. All E.T.C. *Plus* facilitators are highly experienced trainers. Their insurance careers span broker and insurance company roles. You can count on E.T.C. *Plus* to completely understand the learning needs of insurance professionals.

Comments from Previous Participants of E.T.C. *Plus* Seminars

“The seminar was well organized and thought out”

Need More Information?

Please visit www.etcplus.ca

How Can We Book This Seminar for our Insurance Professionals?

Please contact Jo Anne Mitchell at 519-782-4994 or by email at etcplus@rogers.com