

# SURETY PRACTICE

In today's complex and high-stakes business environment, ensuring your contractual and legal obligations are met is critical to your success. The Risk Strategies Surety Practice specializes in providing the contract and commercial surety bond solutions you need to build trust, protect your business, and seize opportunities.

Whether you're in construction, healthcare, cannabis, transportation, or real estate, we understand the unique challenges your industry faces. Surety bonds are more than just a requirement—they're a safeguard for your reputation and a foundation for growth. Our team of seasoned advisors works closely with you to navigate the complexities of contract surety, offering tailored solutions that align with your goals.

## INDUSTRY INSIGHT

Construction is a dynamic, high-risk industry with challenges ranging from project complexities to unpredictable external factors. Our Surety team works to reduce financial and operational risks for you, to ensure the protection and growth of your project or business. Specific risks we address include:

- **Contract Clauses:** Navigating onerous contract language that could put your business at risk.
- **Surety Credit:** Securing sufficient surety capacity to support bidding and performing work on multiple projects.
- **Project Unknowns:** Mitigating unforeseen challenges such as delays from weather, geological surprises, labor shortages, permits, or local regulatory requirements.
- **Risk Tolerance:** Avoiding the pitfalls of taking on excessive corporate or personal financial risk to secure bonding.
- **Subcontractor Management:** Ensuring subcontractors meet obligations while safeguarding your business from cascading risks.
- **Surety Bond Marketplace Complexity:** Simplifying the process and securing optimal terms in a competitive and nuanced market.

## SOLUTIONS AND CAPABILITIES

At Risk Strategies, we believe in the power of specialization. Our team of surety professionals brings deep industry knowledge and market expertise to help clients of all sizes succeed.

Our solutions include:

- **Maximizing Surety Credit:** We collaborate with our surety partners to ensure our clients can access the credit they need to grow and thrive.
- **Risk Planning:** We help clients anticipate risks and prepare for the unknown, reducing surprises and liabilities.
- **Personal Guarantee Reduction:** We work to alleviate personal risk exposure by tailoring solutions that limit or eliminate personal guarantees.
- **Subcontractor Bond Programs:** We develop robust subcontractor bond-back programs, ensuring proper risk transfer while reinforcing well-structured construction contracts.
- **Surety Market Navigation:** We provide clients with a competitive edge by leveraging market conditions, delivering strategic advice, and fostering strong relationships across the industry.

## WHY RISK STRATEGIES

Our Surety team is uniquely positioned to provide unmatched value to clients in the construction industry. Key differentiators include:

- **Unparalleled Market Relationships:** We maintain deep, trusted relationships across the American surety marketplace, enabling us to advocate effectively for our clients.
- **Broad Client Expertise:** Our experience spans a wide spectrum of clients, from ENR300 contractors to start-ups, growth-focused firms, and emerging contractors.
- **Financial Acumen:** Our financial expertise allows us to deliver in-depth, data-driven analysis and creative solutions beyond traditional brokerage services.
- **Specialized Surety Tools:** We utilize SBA guarantees, collateral solutions, funds control, and capital retention strategies to address challenging bonding situations and help our clients succeed.
- **Comprehensive Planning:** We create innovative, end-to-end plans that mitigate risks, maximize opportunities and eliminate surprises.



**Schedule a complimentary insurance review today.**

**Brian Whipple**  
National Surety Practice Leader  
bwhipple@risk-strategies.com  
443-353-5927

Risk Strategies | Risk management. Insurance and reinsurance placement. 30+ specialty practices. Access to all major insurance markets. 8th largest privately held U.S. brokerage.

Property & Casualty | Employee Benefits | Private Client Services | Consulting | Financial & Wealth

riskstrategies.com



© Risk Strategies Company. All rights reserved.