



## Surety and construction

Leverage one of the fastest-growing surety operations nationwide.

Marsh McLennan Agency (MMA), is a full service agency aiming to minimize risk and maximize health for over 6,000 clients nationwide through a variety of service offerings, including surety placement.

Our dedicated surety department creates relationships with clients and insurance companies to efficiently issue and track all the bonds needed to run a business. By combining a staff of surety-only professionals and a long list of surety providers, we find the best possible partnerships for our clients.

Our expertise in specific industries that require surety credit gives us the market leverage necessary to bring specialized solutions that minimize risk to your organization. Whether the need is to reduce or eliminate collateral or simply find sufficient and reasonable capacity, our surety practice can get it done.

### What sets us apart

**Dedicated surety department.** Most of our competitors issue and process bonds as part of their property and casualty service. We've entered an era where specialized knowledge and training is critical in order to effectively navigate through particular areas.

**Deep history with surety.** Many of our competitors do not enjoy a rich history in dealing with the same sureties for over 50 years. They have not had the ability to build up a level of trust that affords them the opportunity to build large books of profitable business and the benefit of the doubt on difficult cases.

**Extensive carrier relationships.** Our diverse book of surety business combined with our position as a national brokerage gives us the ability to contract with certain markets that only contract with large brokers, as well as the regional carriers that only contract with smaller agents close to their community. We're in a unique position where we can offer the largest roster of market partners of any of our competitors.



Your future is limitless.<sup>SM</sup>

### Learn more

Contact an advisor today to find out how our passionate insurance professionals can help you achieve measurable results within your surety bonds program.

[MarshMMAMidwest.com](https://www.MarshMMAMidwest.com)

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**Technology support.** Due to our volume, we've invested in SurePath technology that allows us to more effectively manage surety portfolios. Bonds Fast is another platform that offers you the ability to obtain and print license and permit bonds immediately.

**Financial planning and advice.** We take the time to understand our clients business and develop long-term strategies to ensure that business growth and profitability goals are met.

## Where we can help you

Our creativity in bringing solutions is supported by an experienced staff that delivers exceptional service. MMA's 34 surety provider partners also give us the flexibility to match your company and industry with the best surety partner. Our staff is ready to help in the following ways:

- Reduce or eliminate costly collateral
- Expand capacity to help your business grow
- Improve service through electronic bond delivery
- Rebuild your bond program hurt by the recession
- Exonerate old bond liability
- Benchmark your existing bond program
- Help with your first bond



A business of Marsh McLennan

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# \$110m

## Case study

A large, regional general contracting firm persevered through the long economic recession. They made cuts, maintained critical staff and absorbed the financial impact. When the economy rebounded, they were negotiating \$90 million in new work, but couldn't get a bond. MMA developed a creative, workable solution and the client got the project. They're now negotiating another \$20 million worth of new work with the same firm.

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